

**dhia**

**David A. Bigelow,**  
Training Coordinator

Call 1-800-DHI-TEST for information.  
Pennsylvania Dairy Herd Improvement Association  
DHIA Service Center, Orchard Road, University Park, PA 16802

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"The challenge of being able to be at a different member's farm each day and getting to know each member better, makes the job of a PA DHIA Technician worth while and fun at the same time," explains Lonnie Swanger, a technician from Cumberland County. He was awarded the Rookie of the Year Award at the 1994 Annual Technician's Summer Conference. Lonnie was presented with the Merit Award at this year's Technician's Summer Confer-

ence. This adds evidence to the fact that Lonnie cares and does a super job for his clients in Cumberland County. To date he has been with PA DHIA for two years. Starting with 30 herds, he quickly has built his circuit up to include 38 herds. This has been accomplished by consolidating some herds from another circuit but Lonnie is quick to point out that he has been able to establish some new clients in his two-year tenure. Lonnie graduated from Manatee High School, Bradenton, Florida, in 1986. Upon graduation, he



**Lonnie Swanger**

moved to Pennsylvania. At this point, he joined the Navy for 3½ years of service to his country. For one year he served in the Persian Gulf area as a boatswain, which included navigating the ship, preserving the ship, and manning the guns. For the next 2½ years he was stationed at the Philadelphia Ship Yard, where he was responsible for the indoctrination of the aircraft carrier, Kitty Hawk, which

included the responsibilities of checking in and preparing the facilities. After serving his country, he worked in the plumbing and heating business for 1½ years. Upon completion of that experience, he worked in a bakery for 1½ years. It was at that point Lonnie decided to become a PA DHIA technician.

The reports from the Westfalia Dairy Plan Program play a tremendous part in his everyday duty as a technician. He presents each dairyman with at least two same-day test reports. The two favorites are Milk Production - high-to-low and the Persistency Report. Lonnie feels that giving each dairyman these reports allows them to make quick decisions in managing his herd.

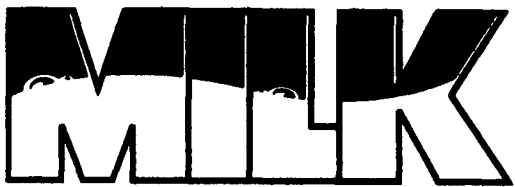
Lonnie is a member of the Mount Zion Lutheran Church and is a member of the Veterans of Foreign Wars, where he serves as quartermaster.

PA DHIA is proud to have such a dedicated person serving them in the Cumberland County area. Please feel free to contact PA DHIA at 1-800-344-8378, if we can assist in your dairy operation.

**Average Farm Feed Costs For Handy Reference**

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's last week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

- Corn, No. 2y - 3.01 bu. 5.39 cwt.
- Wheat, No. 2 - 3.73 bu. 6.23 cwt.
- Barley, No. 3 - 1.60 bu. 3.42 cwt.
- Oats, No. 2 - 1.43 bu. 4.47 cwt.
- Soybeans, No. 1 - 5.73 bu. 9.57 cwt.
- Ear Corn 68.82 ton 3.44 cwt.
- Alfalfa Hay - 83.00 ton 4.15 cwt.
- Mixed Hay - 83.75 ton 4.19 cwt.
- Timothy Hay - 87.50 ton 4.38 cwt.



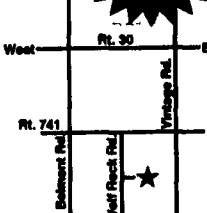
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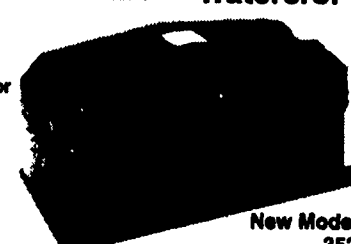
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