

# Dairy MAP Scheduled For Tri-County Region

DAUPHIN (Dauphin Co.)—Dairy producers from Dauphin, Lebanon, and Schuylkill counties will be able to participate locally in 1996 in one of three

Dairy-MAP workshops to be held in Elizabethtown, Lebanon, and Pottsville.

Dairy-MAP is an abbreviation for a program developed by Penn

State Faculty and county agents to teach sound business management practices to dairymen, their families, and their farming partners.

Dairy MAP stands for Dairy Management and Profitability. The workshops involve two-day workshops that are designed to address specific dairy management issues.

At workshops, teams of county agents present ideas and facilitate discussion for small groups of farmers. In these small groups, producers will then work at solving problems as a group.

This type of educational process helps attendees work toward solving broad problems and then work toward answers for their own unique situation.

This first unit of Dairy-MAP is called "Managing for Success." It emphasizes five business components: planning, organizing, staffing, directing, and controlling. Dairymen will learn how to set goals and how to organize a framework of activities and duties to meet these goals.

The program also assists dairymen in striving to optimize efficiency through farm records. The program will not correct farm pro-

duction problems; however, it will help producers to pinpoint the problem.

Three Dairy-MAP workshops will be held in 1996 in the Dauphin, Lebanon, and Schuylkill County region. Dairymen, their family, partner, and employees are invited to attend any workshop that is convenient. However, participation is limited to 20 individuals at each county workshops are listed for your convenience.

Pre-registration is required for all workshops. For additional information and to register contact the Extension office listed for that location: Schuylkill County Workshop, Date: Mondays, January 22 & 29, 1996, Location: Schuylkill County Ag Center, 1202 Ag Center Drive, Pottsville, Contact: Al Shoener (717) 622-4225. Dauphin County Workshop, Date: Tuesday, January 23 & Thursday, February 1, 1996, Location: Trinity United Method-

ist Church, Elizabethtown, 25 E. Main St., Elizabethtown, Contact: Paul H. Craig (717) 921-8803. Lebanon County Workshop, Date: Wednesdays, January 24 & 31, 1996, Location: Lebanon County Ag Center, 2120 Cornwall Rd., Lebanon, Contact: Galen Lehman (717) 270-4391.

All workshops have a registration period at 9:30 a.m., program will begin at 9:45 a.m., and conclude promptly at 3 p.m.

The workshop is sponsored by Penn State Cooperative Extension in Dauphin, Lebanon, and Schuylkill Counties, and will be held at the locations and times listed above. (Penn State is an affirmative action, equal opportunity university, and all residents of Dauphin County regardless of race, color, sex, national origin, sexual orientation, age, or disability, are encouraged to attend. The meeting room is accessible to a person with a physical disability.)

## MMI Reports Earnings

STRONGSVILLE, Ohio — With 7.1 billion pounds of milk flowing off the farm and into homes and restaurants in the form of various dairy products, Milk

Marketing Inc. (MMI) saw earnings and revenues increase during the 1995 fiscal year, Executive Vice President and CEO Don Schriver reported during the co-op's annual meeting Nov. 20-21 in Pittsburgh.

With milk volume up 340 million pounds, the farmer-owned dairy cooperative and food company saw revenues increase \$48 million to over \$1 billion.

Earnings jumped from \$3.9 million in fiscal 1994 to \$5.5 million. MMI is headquartered in Strongsville, Ohio and owned by some 9,000 farm families in 11 states.

"This year was a tough one for members," Schriver said. "Spring rain prevented planting for some, summer heat stymied production for others. In spite of that, MMI's 1995 fiscal year held some amazing achievements."

Even though the average pay price farmers received for their milk dropped from \$13.52 per hundred pounds in 1994 to \$12.81 per hundredweight, MMI was able to pay its members an extra \$8.5 million in cash premiums, Schriver told some 500 delegates and farmers. On top of that, he said, MMI returned \$6.7 million in equity contributions to farmers, plus the co-op shared another \$2.2 million in earnings with members.

### Jersey Shore Livestock Market, Inc.

Auction every Thursday at 4:00 p.m.

Jersey Shore, Pa.

Report supplied by Auction Thursday, Nov. 30, 1995

RETURN TO FARM CALF 60.00-107.00.

GOOD VEAL: 40.00-59.00.

COMMON VEAL: 10.00-39.00.

CHOICE STEERS: 63.00-67.00.

SELECT STEERS: 57.00-62.00.

COMMON STEERS: 45.00-56.00.

COMMERCIAL COWS: 30.00-36.75.

CANNERS-CUTTERS: 24.00-31.00.

SHELLS: 15.00-23.00.

CHOICE HEIFERS: 62.00-67.00.

SELECT HEIFERS: 57.00-61.00.

COMMON HEIFERS: 53.00-56.00.

GOOD FEEDERS: 40.00-54.00.

COMMON FEEDERS: 31.00-39.00.

BULLS: 37.00-40.00.

GOODS HOGS: 37.00-38.00.

### Pennsylvania Livestock

WAYNESBURG, PA

NOVEMBER 30, 1995

CATTLE: Slaughter Cows: Utility and

Commercial 30.00-37.00; Cutter and Boning Utility 29.00-34.00; Canner and Low Cutter 25.00-33.50; Shells 25.00 and down.

BULLS: Yield Grade 1 1500/2000 lbs, 36.00-44.00; Yield Grade 2 1000/1400 lbs, 30.00-42.00.

FEEDER STEERS: M&L 1 300/500 lbs, 50.00-60.00; 250/280 lbs, 50.00-64.00; M 600/900 lbs, 45.00-58.00; HEIFERS: M 1&L 1 300/500 lbs, 35.00-52.00; L 1400/650 lbs, 35.00-50.00; BULLS: M&L 1 300/620 lbs, 36.00-60.00.

CALVES: Veal: Prime 55.00-70.00; Choice 50.00-60.00; Good 40.00-48.00; Farm Calves: #1 Holstein Bulls 90/120 lbs, few 40.00-60.00; #2 Holstein Bulls 80/100 lbs, few 20.00-44.00; Beef X Bulls and Heifers/Hd 35.00-60.00.

HOGS: Barrows and Gilts: #1-2, 210/255 lbs, 42.00-54.00; #2-3 lbs, 255/280 lbs, 35.00-43.50; Sows: #1-3 300/500 lbs, 30.00-39.50; Feeder Pigs: 1-3 15/20 lbs; 1-3 25/35 lbs, 10.00-24.00/hd.

LAMBS: High Choice 75/110 lbs, 65.00-98.00; Choice 90/105 lbs, 70.00-78.00; Feeder Lambs: Good 65.00-76.00; Sheep 28.00-40.00.

GOATS: Large 50.00-116.00/hd; Medium 30.00-48.00/hd; Small 10.00-34.00/hd.

HORSES: Horses 35.00-60.00; Ponies 28.00-50.00.

**"For an earlier hybrid, 4394 produced good yields. It stood well, it produced good ears, standability was excellent and corn quality was good."**



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Cumberland County, PA

"The corn is very eye-appealing. We've been planting Funk's for seven years and the product has done well for us. When they're out in the field, the Funk's products speak for themselves."

Ray's results speak for themselves as well. Using 4394, he won the Pennsylvania Five-acre Corn Club competition in Cumberland County, with a yield of 157.3 Bu/A.

And Ray isn't the only one to get excellent results with 4394. In Penn State's 1994 New Entry trial, it recorded a 19 Bu/A yield advantage over the mean. And it won the Georgetown, DE irrigated trials with a two-year average of 202 Bu/A. Consistently placing in the top 10% of university trials, it is an excellent dual-purpose hybrid that responds well in low and medium populations.

Whether it's yield, disease resistance, improved milk production or high test weights, Hoffman Seeds has the hybrids to add value to your seed investment. For more information, call us at 1-800-776-7929.



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### ALL PURPOSE CART

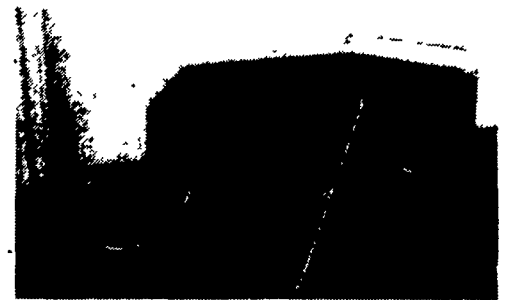


Photo is 15 Cu. Ft. Size

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- 8 Cu. Ft. Model—assembled with solid front & removable back, 20" pneumatic tires. **\$132.00**

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