



## Pa. DHIA Develops Farm Performance Economics

STATE COLLEGE (Centre Co.)—Pa. DHIA has developed a Performance Economics Program in association with Dr. Steve Ford, farm management specialist at Penn State, and George Wilcox, senior extension agent, Erie County.

Confidentiality and simplicity were our objectives.

The program consists of five pages of instructions, a one-page worksheet, a completed worksheet as a sample and a replica of the Pa. DHIA technician's laptop computer feed screen.

The simple instructions guide our members on a line-by-line calculation of the worksheet, which provides cost per cwt. figures on home grown feeds, purchased

feeds, and other non-feed items. What are the non-feed items? Basically it is all other expenses in operating your dairy farm including dairy herd cost, heifer cost, and other items like BST.

You start with your 1040F Federal Income Tax form or your budget if you make one. You end with cost per cwt. figures which are reported to your technician. You report your milk price. You need to get Herd Summary I, Pa. DHIA will do the rest.

What will you get back?

- On Herd Summary I:
- 1) Cost per cwt. to produce milk in a test period.
  - 2) Net farm income per cow on a 12 month basis.
  - 3) Net farm income for herd on

12 month rolling basis.

- 4) Cost per cow and net income per cow by lactation group.
- 5) Net income per cow by group and you can create a BST group.
- 6) Gross income projection and there is more.

On the Monthly Lactation Report:

- 1) Net income per day on each individual cow.
- 2) Total expense per cow per day.
- 3) Total cost per cow lactation total to date.
- 4) Net income per cow lactation total to date, and
- 5) after cow completed lactation, net income for each cow.

On Individual Cow Page:

- 1) Net income per lactation including lifetime profit.

Pa. DHIA has requested time on Dairy Day programs to present this program to you. We are also requesting our county DHIA committees to schedule county meet-

ings on Performance Economics. Dr. Steve Ford, or Dave Sluzzer will conduct these meetings.

If you cannot wait for a meeting, contact Judy Walker at Pa. DHIA. Our address is Orchard Road, University Park, PA 16802, or call 1-800-DHI-TEST and Judy will send the program out to Pa. DHIA members free.

**MILK AMERICA'S HEALTH KICK**

## Holstein Sets Feet, Leg Composite

BRATTLEBORO, Vt.—A new Feet and Leg Composite will be introduced by Holstein Association USA with the January 1996 Sire Summaries.

The new composite includes two additional traits: the linear trait, rear legs—rear view, and the major breakdown for feet and legs.

The composite is nearly three times more informative in explaining herd life differences between cows than the old composite values.

Four traits are used in the composite. The new formula is based on a 50:50 ratio of the three linear traits combined with the major breakdown score for feet and legs.

The three linear traits will be weighted as follows: .48 foot angle + .37 rear legs rear view - .15 rear legs side view. New F&L Composite = .5 (linear traits) + .5 (feet and leg breakdown)

Longer herd life is obtained by selecting animals that transmit a steeper foot angle, wider rear leg stance with little or no hock-in, and a straighter leg set.

"The new Feet and Leg composite will help dairy producers breed a longer-lasting, more profitable cow," according to Tom Lawlor, director of research and development at the Holstein Association USA.

### 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 - 3.25 bu. 5.81 cwt.
- Wheat, No. 2 - 4.50 bu. 7.51 cwt.
- Barley, No. 3 - 2.15 bu. 4.60 cwt.
- Oats, No. 2 - 1.74 bu. 5.41 cwt.
- Soybeans, No. 1 - 6.48 bu. 10.8 cwt.
- Ear Corn 75.77 ton 3.79 cwt.
- Alfalfa Hay - 103.75 ton 5.19 cwt.
- Mixed Hay - 101.75 ton 5.09 cwt.
- Timothy Hay - 103.00 ton 5.15 cwt.

### Public Auction Register

Closing Date Monday 5:00 P.M. of each week's publication

#### DECEMBER

FRI. DEC. 1 - Consignment Auction. Farm equip, lawn & garden, tools, building materials, household goods, etc. Kutztown Produce Auction, Oakhaven Road, Fleetwood, Pa. 19522.

SAT. DEC. 2 - 9:45AM Repossession Sale, approx. 200 repos & off lease vehicles. Keystone Public Auto Exchange.

SAT. DEC. 2 - 4PM Large Quantity of Furniture, Glassware, China, Collectibles, Sterling Silver Service for Twelve. Downing-

town, PA. Location: Along Bus. Rt. 30 in the Downingtown Market Place, Downingtown, PA. 45 Minutes From Wilmington or Philadelphia. Call for More Info. (610)269-1036. Smith Auction Co.

SAT. DEC. 2 - 4:30PM Christmas Auction, toys, tools, sportswear, gift items, fishing equip, Indian items, decorations, porcelain, electronics, sports-cards, jewelry, collectibles, seasonal goods, household items, novelties. Kirkwood Auction Center, 375 Maple Shade Rd., Kirkwood, Pa.

## PUBLIC DEALER AUCTION SELLING GENERAL MERCHANDISE

ALL ITEMS ARE NEW

NOTE: Some Items May Have Package Damage, Others May Have Slight Defects. Most Items Are In Perfect Condition. All First Quality Goods, In Excellent Condition, Buy Your Christmas Gifts Now. Snooze You Lose!!!!

### SATURDAY, DECEMBER 2ND, 1995

SALE TIME STARTS AT 10:00 A.M. SHARP

(Snow Date In Event of Bad Weather 12/9/95 Starting Time at 12 Noon. Remember If You're Not Satisfied, We Are Not Satisfied. We Guarantee Our Merchandise, Or We Will Provide Full Credited Slips, With No Hassles.

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### NEXT AUCTION,

### SATURDAY, DECEMBER 16TH, 1995

Sale Starts At 10:00 A.M. Sharp

\*\*\*\* GOOD LUNCH AVAILABLE AT AUCTION \*\*\*\*

Location: Performance Auction Co.

55 Cottage St., Minersville, PA 17954

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