

Tour Shows Farms Changing With The Times

COLUMBUS, Ohio — When Lee Hatfield and his brother Gail decided to return to their father's northwest Licking County farm in 1994, the small Ohio dairy operation was in for some major changes.

Since 1995, they've built a new 64-foot by 264-foot barn, installed a state-of-the-art milking system, hired two full-time and nine part-time workers, and expanded the dairy herd from around 50 cows to more than 250.

The Hatfield 7 Dairy Inc., is the last of four stops on Ohio State University Extension's "Meeting the Challenges for Tomorrow's Agriculture Farm Management Tour," Aug. 19 in east-central Ohio.

"It was time to really get bigger or get out of farming, because the operation was not big enough to support all of us," Lee Hatfield said.

The Hatfields examined their farm and decided that of dairy, beef and crops, the dairy was the best option for expansion. Grain farming was not possible because most of the land around the 160-acre farm was either getting developed or rented to other farmers, Hatfield said.

"In our situation, if we were going to continue to farm in our area, expanding the dairy was the only way that was feasible," he said.

The Hatfields will share the decision-making process they went through to expand their operation during the Farm Management Tour. Employment practices, personnel performance review procedures, development of a mission statement and strategic plan, division of managerial

responsibilities, and estate planning issues will all be discussed on this stop. A bed and breakfast on the Hatfield farm also will be open for tours.

The other tour stops are Lynd's Fruit Farm at 10 a.m., The Links at Echo Springs at 11 a.m., and SBC Recycling and Shredded Bedding Corporation at 2 p.m. The Hatfield dairy tour will begin at 3:30 p.m.

"This farm management tour features four progressive farm businesses that have undergone major changes in business operations in the past few years," said Howard Siegrist, agriculture, natural resources and community development agent at the Licking County office of Ohio State University Extension.

"They are adapting or diversifying their operations with the changing community to increase profits, allowing other partners or family members to be brought into the business."

Lynd's Fruit Farm is Ohio's largest fruit farm with more than 350 acres of fruit. The farm corporation includes non-family members as business owners and must respond to a changing market through planning and business decisions, Siegrist said.

The SBC Recycling and Shredded Bedding Corporation started shredding old newspapers for livestock bedding in 1993 and has expanded into brokerage and recycling of many materials. Grants from the local solid and waste district allowed the business to get on its feet, and it now has five full-time employees.

The owner, Lynn Hatfield, is Lee Hatfield's uncle and had been part of the family dairy farm and

grain operation for 30 years.

The Links at Echo Springs is rolling farmland north of Granville that has been turned into an 18-hole golf course. Brothers Larry and Tom Bruce had a dairy and grain operation on the land for 30 years before selling the dairy. Larry acquired business investors and began planning the course, while Tom continued to farm and established a beef feeding operation. Larry Bruce will share the joys and frustrations of shifting roles from a farmer who relies on little outside labor to his new role as an owner who works with business

partners, Siegrist said.

"This tour will talk about the side of agriculture that most people don't often think about — how to get along with people, motivate people and bring out the best in people," Siegrist said. "Corporate America spends gobs of time on how to manage people, but small businesses haven't put much thought into it. It's important."

The Farm Management Tour will begin with a continental breakfast at 9 a.m. at Lynd's Fruit Farm. The farm is located north of Pataskala, just east off of state Route 310 on Morse Road. Lunch

will be served at Echo Springs.

The program is free to participants, with costs covered by sponsors — Ohio State University Extension, *Ohio's Country Journal*, the Licking Soil and Water Conservation District, and the U.S. Department of Agriculture Natural Resources Conservation Service.

People interested in participating should register with the Licking County office of Ohio State University Extension by Aug. 1. For more information, call the Licking County office at (614) 349-6900.

Making Milk With Less Saturated Fat

WOOSTER, Ohio — Dairy products are important sources of nutrients in the human diet, but consumers sometimes perceive them to be unhealthy sources of fat and cholesterol, said Don Palmquist, an Ohio State University animal nutritionist.

To encourage consumption of dairy products, Palmquist and his colleagues at Ohio State's animal sciences department are working to modify the saturated fat in milk, while maintaining protein content — and taste.

Palmquist, who works at the Ohio Agricultural Research and Development Center in Wooster, said that when fed certain diets, cattle will produce milk that is lower in fat and higher in protein.

"The issue here," Palmquist said, "is that because of concerns for saturated fat and cholesterol content of milk, persons avoiding dairy products miss an important

source of calcium and high quality protein. Because of this, we're working to modify the saturated fat of milk, while maintaining the protein content to encourage consumption of dairy products."

According to the United States Department of Agriculture, dairy products, excluding butter, contribute about 12 percent of the total fat in the food supply. Milk and milk products provide 50 percent of the calcium consumed each day.

"People shouldn't stop drinking milk," Palmquist said, "or their nutrition may be compromised."

Dairy cattle are fed diets containing whole cottonseed, whole soybeans or tallow. These additives contribute to the cow's energy, increasing milk production.

"There is a limit to the quantity of vegetable fats which may be fed to dairy cattle because the unsatur-

ated fat may decrease digestion of forage. Specially manufactured fat products like Megalac have made their way into the marketplace," he said.

Megalac is a special form of fat marketed by Arm and Hammer and created by Ohio State researchers. It's a high-energy nutritional supplement which can improve milk production while maintaining a cow's body weight. Many cows can't reach maximum milk production because they lack enough energy in their diets. Megalac increases the energy density of the ration without decreasing fiber digestion. It causes more consistent milk production and less weight loss in cattle.

"If the normal saturated fat content in milk is 45 percent," Palmquist said, "we can alter the rations to lower that to 30 percent."

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National Farmers Organization

Dairy Update:

Information Meetings

Thursday, July 17 - 7:30 p.m.

Home of Elam Esh
246 Telegraph Road
Airville, PA

Friday, July 18 - 9:00 a.m.

Home of Jacob Fisher
435B Centerville Road
Gordonville, PA

Guest Speaker: Joe Paris

National Farmers Organization

National Farmer's Organization

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