



dhia

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Announces New Service

STATE COLLEGE (Centre Co.) — Changes within the dairy industry seem to be coming at us faster than ever. Recognizing this, the members of the Pa. DHIA board of directors have involved themselves heavily into long range planning.

Member needs, in the long

range plan, become the focus of Pa. DHIA.

Of our members' needs, the one most substantial is how to use DHIA records to increase farm profitability.

Pa. DHIA has responded to this need by announcing "Customized Dairy Consulting Services" as its

newest program to dairymen.

Heading up this new service is a familiar name to many Pennsylvania dairymen. George Cudoc, who up until June 15 was the dairy farm manager at Marburger Dairy in western Pennsylvania is now part of the Pennsylvania DHIA team.

A city-born boy of Pittsburgh, he fell in love with the dairy cow and the people who tend them at a young age, while working for Pa. DHIA member Curt Wible. Money earned from this dairy allowed George to attend Penn State and earn a bachelor's degree in animal science.

Two years with a national feed manufacturer and one year as a dairy herdsman preceded his position as head of farm operations at Marburger Dairy.

During the past winter, George had the opportunity to interact with many DHIA users as he and other staff members conducted seminars on MUN testing and the use of DHIA records. His new responsibilities will include DHIA

records education and farm consultation services for Pa. DHIA.

Look for details about the newest Pa. DHIA service available in the near future. In the meantime any inquiries should be directed to 1-800-DHI-TEST.

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 — 2.67 bu., 4.78 cwt.

Wheat, No. 2 — 2.45 bu., 4.09 cwt.

Barley, No. 3 — 1.48 bu., 3.16 cwt.

Oats, No. 2 — 1.42 bu., 4.42 cwt.

Soybeans, No. 1 — 6.05 bu., 10.10 cwt.

Ear Corn — 81.60 ton, 4.08 cwt.

Alfalfa Hay — 107.50 ton, 5.38 cwt.

Mixed Hay — 108.75 ton, 5.44 cwt.

Timothy Hay — 112.50 ton, 5.63 cwt.



1,000 People Attend Planting Clinic

LITITZ (Lancaster Co.) — In what was called a mini-farmshow by one of the participants, an estimated 1,000 people came to the two-day planting clinic Tuesday and Wednesday, sponsored by Binkley & Hurst Bros., Inc., near Rothsville. New tractors and tillage equipment working in the fields, along with seminars and exhibits by supporting agribusinesses, drew this large crowd to the Case IH dealership. Lenord Hurst, owner, said the days were planned to help customers of the dealership.

"This event serves a two-fold purpose," Hurst said. "By doing agronomy work, we have a close tie related to our business. Therefore, we get exposure to what we can do to help farmers." Without the farmers we do not exist. In the tillage we specialize in planters, and we have a lot of farmers who we serve

in the business of planting.

"The event also serves to create a community social event. Friends get together, and it helps the customers to see what we are trying to do to help them."

On Tuesday, Case IH held their "Mainstreet Marketing Tour" featuring the new X-Series Case tractors as part of the event. Wednesday featured Case/Viscosity oil and lubricants and their use in machinery. Seminars included subjects such as "Fine-tuning your equipment for maximum yields" and "GPS/site specific farming/precision planting, an overview."

"It is both an event of education and customer appreciation," Hurst said.



Looking in on the exhibit area of the planting clinic.

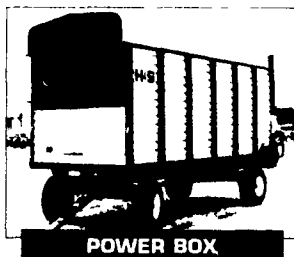
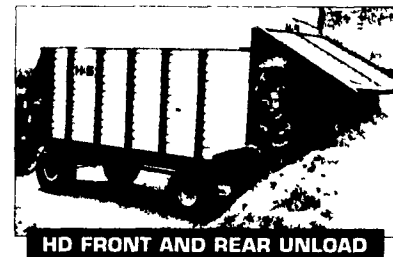
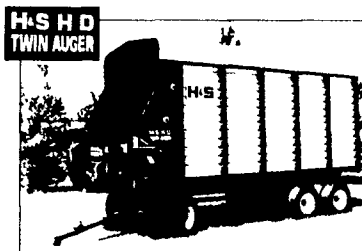


Company representatives at the planting clinic are from left, Scott Butts and Eric Schardt, Case IH; Rick Pfautz, Ray Huber and Don Hoover, Binkley & Hurst. John Hess is in the tractor.

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