

Land O'Lakes Offers Farm Supplies

CARLISLE (Cumberland Co.) - Beginning January 1999, Land O'Lakes Mid-Atlantic members will be able to purchase a full line of cleaning, sanitation and udder hygiene products and other dairy supplies through Land O'Lakes Total Value® Farm Supply Program.

The purpose of the program is to provide members with high quality farm supply programs backed by technical support and on-the-farm service.

"Our goal is to improve both milk quality and farm milking systems," said Don Breiner, manager of field and quality services. "The service program includes on-farm trouble-shooting, training, system evaluation and recommendations."

The cleaning, sanitation and udder hygiene products sold through the program will carry the Land O'Lakes brand name. The products are produced and packaged by A&L Laboratories in Minneapolis. Land O'Lakes has enjoyed a 30-year partnership with A&L in providing farm supply services to its Midwest members.

A&L Laboratories has contracted with two local farm supply dealers—Jones Dairy Service of Massey, Md, and Lancaster Dairy farm Automation Inc. of Lititz, Pa.—to market and sell these products directly to Land O'Lakes members.

"We look forward to working with Jones Dairy Service and Lancaster Dairy Farm Automation," said Greg Jansen, regional sales manager for A&L Laboratories.

"In addition to providing the Land O'Lakes branded products, these dealers will furnish other dairy supplies and will offer two milking system-cleaning programs to participating members."

Land O'Lakes is a national food and agricultural cooperative serving more than 12,000 family farms in 30 states, including 3,000 dairy producers in the Mid-Atlantic region. Land O'Lakes is a leading marketer of dairy products across the U.S. and serves international customers with a variety of good and animal feed ingredients.

Maryland DHIA October Report

The October Dairy Herd Improvement information for dairy herds from the DHI processing center in Provo, Utah. The list includes herds from Maryland, Pennsylvania, and West Virginia. The information is listed by herd name, county association, number of cows in the herd and the average production per cow in the herd based on Energy Corrected Milk (ECM). ECM combines milk production and components.

The ECM formula is: (7.2 x lbs. protein) + (12.95 x lbs. fat) + (.327 x lbs. milk). To be included, the herd must have 10 cows averaging 65 pounds or more of ECM per cow, per day. All herds reported are on official DHI or DHIR test. Also listed are the top ten herds in Maryland for the Brown Swiss, Guernseys, and Jerseys, and the top seven herds for Ayrshires.

MARYLAND CO. DHIA			
Herd Name	Cows In Herd	ECM	Herd Breed
Steve & Christine Wood	71	78.2	Holstein
Dairy Cattle Research	127	67.7	Holstein
Walberth Farm Ltd	44	65.0	Mixed
Richard Edwards	245	77.1	Holstein
Faithland Farm	228	70.5	Holstein

Hollingsworth Daniel 3	54	70.4	Holstein
Carroll			
Mayer's Stoney Point	49	82.4	Holstein
Cedar Knoll Farms	91	79.5	Holstein
John Miller	19	77.8	Holstein
Windsor Manor	84	77.4	Holstein
Cranberry Meadow Farms	153	76.4	Holstein
Unicorn Associates Inc.	162	76.2	Holstein
Marlin Hoff	671	75.0	Holstein
MD. - Carrollton	52	74.5	Holstein
Maple Lawn Farm, Inc.	176	73.7	Holstein
Mal-Lene Farm	73	73.5	Holstein
James & John Myers	71	72.8	Holstein
Queen Acres Jerseys	145	72.0	Jersey
Leaseway Holsteins	125	71.3	Holstein
Garstylyn Holsteins	54	71.3	Holstein
Derrywyn Holsteins	54	71.3	Holstein
Gemstone Farm	66	69.3	Holstein
D.Richard Flickenger	123	69.2	Holstein
Close, Carl E.	148	68.8	Holstein
James A. Carmack	149	68.6	Holstein
Mike & Anita Haines	57	68.2	Holstein
Gartstlyn Brownswiss	36	67.9	Br. Swiss
Byron D. Stambaugh	99	67.5	Holstein
Ralph L. Robertson	109	67.2	Holstein
Aene Farm	56	66.5	Mixed
Dwayne & Miriam Bell	59	66.5	Holstein
Weant-Haven Farm	86	66.3	Holstein
Eric F-Faith M. Burall	110	66.3	Holstein
Panora Acres Inc.	193	66.2	Holstein
J.P. Smith Jr.	48	66.1	Holstein
Joe A Schwartzbeck	155	65.8	Holstein
Orion-View Holsteins	81	65.6	Holstein
Ash & Bear	62	65.6	Holstein

Cecil			
Tom And Joy Crothers	47	81.2	Holstein
Tol-Je-So Farm 1	61	77.6	Holstein
Mt. Ararat Farms	45	75.0	Holstein
Tol-Je-So Farm 2	21	72.8	Jersey
Staff-Herd Farm	84	71.5	Holstein
Long Green Farms Inc.	119	70.8	Holstein
England Farm Inc.	61	68.1	Holstein
Tom and Joy Crothers	11	67.3	Br. Swiss
Mt Ararat Farms	44	65.6	Guernsey
Pleasant View Farms	155	65.5	Holstein

Frederick			
Paul R. Dotterer	85	84.4	Holstein
Smith-Mead Farm	109	84.1	Holstein
Dave & Carole Doody	132	83.1	Holstein
Paul K. Coblenz & Sons	328	79.5	Holstein
Wayne Z. Tucker	193	78.8	Holstein
Hobble-Hill Holsteins	80	77.8	Holstein
Fir-Thorne	71	76.9	Holstein
K. Scot & Judy Hood	30	76.8	Br. Swiss
Taylor Made Farm	44	76.5	Holstein
K. Scott & Judy Hood	33	75.3	Holstein
Leigh Castle Holsteins	118	74.1	Holstein
Teabow Inc.	389	73.4	Holstein
Grossnickle Farm Inc.	246	73.2	Holstein
Glen-Toctin Farm	116	72.5	Holstein
Franklin M Stottlemeyer	51	70.5	Holstein
Enfield Farm	111	69.9	Holstein
Dublin Hills Swiss	71	69.7	Br. Swiss
Plain Four Farms	123	68.8	Holstein
Mehrle H. Ramsburg Jr	296	68.6	Holstein
Fir - Thorne - B	49	68.6	Br. Swiss
Glade - Rock Farm	129	68.1	Holstein
G. Donald Shafer & Son	160	66.4	Holstein
Jerry & Dawn Murphy	60	65.7	Mixed
Daniel Nowell	53	65.0	Holstein

Garrett			
Jerry L. Yoder	63	86.1	Holstein
Melinda Thomas	21	80.0	Holstein
Philip Bechy	76	80.0	Holstein
Bender, Carl	118	78.2	Holstein
Jonas D. Kinsinger	19	76.7	Holstein
Gladheart Holsteins	37	74.6	Holstein
Kenneth L. Yoder	85	74.5	Holstein
Mar-K Farms	63	73.4	Holstein
Ernest & Dan Ganoe	143	72.6	Holstein
Menno J Yoder	54	72.3	Holstein
Gary Mc Clintock	86	72.0	Holstein
Wane E. Schrock	51	71.4	Holstein
Oren C. Bender	126	71.3	Holstein
Paul & Henry Kinsinger	71	70.0	Holstein
Delvin Mast	196	68.9	Holstein
Gap Run Farm Inc.	72	68.8	Holstein
Tobie Kinsinger	29	68.4	Holstein
Art Maust	49	67.6	Holstein
Piney Run Farms	124	67.1	Holstein
Fred Petersheim	47	66.9	Holstein
Charles Mason Jr.	77	66.8	Holstein
Calvin Schrock	62	65.9	Holstein

Harford			
Maroamo Farms	110	77.1	Holstein
Green-Castle Swiss	10	77.1	Br. Swiss
Stephen C. Trout	35	73.1	Holstein
Homelands Farm	68	72.8	Holstein
My-Ladys-Manor Farm	309	71.2	Holstein
JD & GE Miller	65	70.3	Holstein
Strawberry Hill Farm	163	70.3	Holstein
Eternal Flame Holsteins	163	69.8	Holstein
Hawks Hill Farms	91	67.9	Holstein
David Hopkins	73	67.6	Holstein
Ehrhardt Farm Inc	267	67.5	Holstein
Orville & Donald Lyons	39	66.4	Holstein

Howard			
David & James Patrick	132	81.9	Holstein
Paul F. Harrison Jr.	112	78.1	Holstein
University Of Maryland	94	69.6	Holstein
Bowling Green Farm	157	69.0	Holstein
Patrick, David & James	57	66.5	Ayrshire

Kent			
Lisa Reinhold	11	86.1	Mixed
Hills Dairy Partnership	159	78.3	Holstein
McGuire Bros. Inc.	70	75.1	Holstein
Jonas & Ruth Stoltzius	93	72.4	Holstein
R & E Brink	73	71.5	Holstein

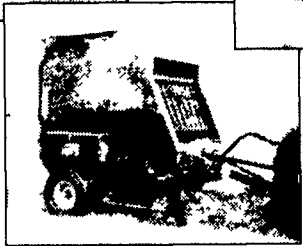
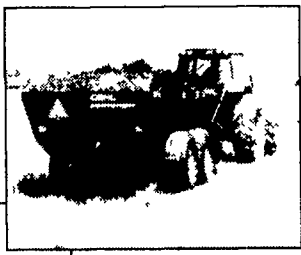
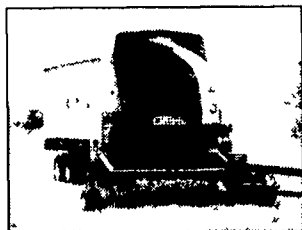
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Forage Harvesters*

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4.9% for 48 months

5.9% for 60 months

Plus 25% of Settlement Bonus

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4.9% for 36 months

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Skid Loaders \$ 500 - 1500

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* Excludes CB1275 forage harvester with Crop Processor™
** Excludes RB1375 round baler
*** Excludes certain skid loader models

