

## Diversity is Part of the Plan

### DAVID BIGELOW PA DHIA Marketing Manager

STATE COLLEGE (Centre Co.) — "Our technician, Ella Bicksler, is a reliable, accurate and very dependable person," exclaims David Wolfskill of Mar Ann Farms in Berks County "Same-day test reports are very useful to the daily management of our herd." Mar Ann Farms is a partnership formed by David and his father, Mark Wolfskill. The farm is comprised of 110 cows with a herd average of 23,000 on a 2X milking program. Total mixed ration round out the

feeding program utilizing the feed being raised on the 510 acres of owned and 300 acres of rented ground. With over fifty years of testing through PA DHIA, improvements continue to be at the top of the agenda for Mar Ann Farms. An expansion program currently under way with a new, automated parlor just over the hill will keep this aggressive operation on the cutting edge of technology. Good udder health practices including post and pre-dipping along with using individual towels are instrumental in keeping somatic cell counts at acceptable ranges. Milk Urea Nitrogen (MUN) is

important to the management of the farm as they work with their Agway consultant to balance the rations.

David Wolfskill is quick to point out that the hired labor plays an extremely important role in the success of the dairy operation. Also, David recognizes the benefits reaped through PA DHIA, including breeding and dry-off information, which pays out great dividends in the end.

Call PA DHIA today at 800-DHI-TEST to cash in on the benefits of being on a testing program.



Pictured left to right — Nathan Hearn, Kyle Keeney (5 years old), Harold Keeney, Nancy Wolfskill, Mark Wolfskill, David Wolfskill, and Ella Bicksler (15-year veteran of PA DHIA).

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State College (Centre Co.) — PA DHIA is now taking orders on a first come, first served basis, for a new generation of dairy herd management software with point and click operations that brings the power of Microsoft Windows to your desktop or parlor. For just one low price of \$299.95 plus tax, a PA DHIA dairyman can receive the new state of the art Barn Owl 2000 program which

includes the herd management, heifer management and the lab analysis programs. Heifer 98 and labAnalyst are also sold separately. Milk components such as fat, protein, lactose, somatic cell count and milk urea nitrogen can be downloaded into labAnalyst directly from PA DHIA, giving the somatic cell report, milk urea nitrogen report and other important herd management tools the second they're available. Imagine going to work immediately balancing the ration and identifying the hot cows.

Graphing and generation of tailor made reports that you want along with internet access through the world wide web for convenience in today's high paced world makes Barn Owl 2000 the best software available for dairymen wanting to be on the cutting edge of technology. Setting parameters for breeding, vet checks and growth information as well as herd health, pregnancy and treatment codes allows for plenty of flexibility. Feed

inventory such as feeds fed, feed history, feed cost and other pertinent nutritional information are also included in Barn Owl 2000. System requirements include Windows® 95, 98 NT disk space of 25 Mb with 16 Mb of RAM.

A great price break for PA DHIA dairymen that are updating from another herd management program is \$159.95 plus tax for the complete Barn Owl 2000 package. For dairymen updating Dairy Plan purchased from PA DHIA get a free copy of Barn Owl 2000.

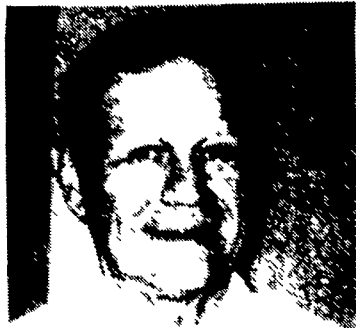
Program updates and support include version 1.1 being the next update, as a complimentary update. The manual on CD with program is free, however, a hard copy would be an extra \$15. This program is an easy self installing program which is also Y2K compliant.

Make the dream of immediate herd management results to yourself by calling Dan Smith at 1-800-344-8378 and order your copy of Barn Owl 2000 today.

## Barn Owl Has Arrived

## Jay Risser's Service Continues 47 Years

Lancaster County dairymen have received the services of Jay Risser, a PA DHIA technician for an astounding 47 years. Having won many awards throughout his career, the optimum was winning Herb Gilmore Superior Technician Award and also being inducted into the PA DHIA Hall of Fame. Both Jay and his wife, Lois Anne, make a super team in providing farm management services to their customers. Lois Anne assists where



Jay Risser, PA DHIA technician serving Lancaster County for 47 years.

needed in keeping up with the demanding schedule.

Lester Newswanger, a Lancaster dairyman from New Holland, is quick to point out that Jay does a good job and keeps things up-to-date by providing an excellent service base. Lester won the High Milk Award for Lancaster County in 1996 as well as placing first in the Herd Management Award the same year.

Individual cow records and

somatic cell, along with the breeding records are used extensively in managing the Newswanger herd. Milk Urea Nitrogen (MUN) levels maintained an 11 mg/dl average over the past year. The herd average of 26,657 of milk with 835 lbs. of protein and 996 lbs. of fat is evidence that Lester takes record keeping seriously and all of this is accomplished on a 2X milking schedule. Currently, there are 50 acres on the farm that are

being utilized for corn and alfalfa along with another 4 rented acres. Total mixed rations are being fed under the supervision of Sam Oberholtzer of Sensenig Feed Mill.

PA DHIA currently enjoys the distinction of being the best in the DHIA business with 87 percent of all records being used by USDA for sire evaluations along with technicians offering same-day test reports.

### Dairyman to Dairyman

Written by: George Cudoc, PA DHIA Consulting Dairyman

Valencia, PA — Dairyman to Dairyman is a weekly column featuring George Cudoc, Consulting

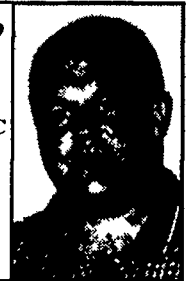
Dairyman for PA DHIA. He can be reached by calling the PA DHIA Service Center (800-344-

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GCudoc@fyi.net

### Dairyman To Dairyman

GEORGE CUDOC  
PA DHIA  
Consulting  
Dairyman



**Question: We started a prefresh program back in August and we wondered if there is any improvement with our fresh cow production. How would we be able to tell?**

Being a firm believer of the cliché about pictures being worth a thousand words, I decided to use some graphics that were applicable to this question. This graph represents the time that we first see cows calving after the new "transition" program. There are 25 cows that have freshened since 9-1-99 that average 80# milk at 36 days in milk. We also see that 84% of these cows averaged over 80# We can now look at the cows that freshened just before this management change as well as those that calved at the exact same time last year.

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MILK PRODUCTION FREQUENCY AFTER PREFRESH  
2+ LACTATIONS CALVED AFTER 9-1-99 AND 36 DIM

