

PA DHIA Herd Management District Meetings

DAVE SLUSSER
General Manager

STATE COLLEGE (Centre Co.) - PA DHIA has set the dates and locations of nine district herd management workshops and district membership meetings. All members, interested farmers, and industry representatives are invited. This interesting and educational workshop will include presentations by George Cudoc on "How Cows Talk to Us and What They Say", and a live demonstration of *Barn Owl 2000* herd management software. During the workshop, members and guests will be provided a lunch, and following the workshop, members will conduct the district membership meeting.

PA DHIA provides a very valuable service that will positively impact your bottom line. Our herd management reports, and our *Barn Owl 2000* software

provide excellent analytical tools for you, your herd consultant, nutritionist, and veterinarian. You will improve your production efficiency if you and your advisors use the DHIA information. Come and bring your advisors to learn how to better use this valuable information. The program and meal are free. You have nothing to lose and everything to gain.

During the brief membership meeting, members will elect their directors to the board where terms expire and will discuss a proposal by the board planning committee to nominate and elect directors by mail ballot. The board feels that the membership will be better represented by the mail ballot system, however, that will require a by-law change. The board hopes to get ideas from the members at these workshop and meetings.

Listed below are the dates

and locations. Please mark your calendar and attend. Notices of these workshops and membership meetings will be in your herd report envelopes and in PA DHIA ads. All meetings begin at 10:00 am. Elections will be held in Districts 3, 6 & 9.

District 9 - February 7 - Blue Mt. Restaurant - Shartlesville.

District 10 - February 8 - Gap Dinner, Gap.

District 6 - February 9 - Lighthouse Restaurant, Chambersburg.

District 5 - February 10 - Family Restaurant, Mifflintown.

District 1 - February 11 - Bonanza, Franklin.

District 8 - February 15 - Iron Skillet Restaurant, Milton.

District 7 - February 16 - Edgewood Family Restaurant, Troy.

District 11 - February 17 - Mt. View Restaurant, Clifford.

District 3 - February 18 - St. Mary's County Club, St. Marys.

District 2 & 4 - March 9 - (to be held in conjunction with the Southwest Dairy Seminar)

Allen Attends State Director Orientation

ENGLEWOOD, Colo. — Kathy Allen, a cow-calf operator from Saxonburg, took part in a State Beef Council Director Orientation Session at the National Cattlemen's Beef Association's (NCBA) Denver office Nov. 18-19.


Allen attended the session to learn about current checkoff-funded programs and initiatives. Information provided at the session should help Allen represent and communicate with her state-level constituents. Allen serves on the board of the Pennsylvania Beef Council, the group charged with directing and investing half of all beef checkoff dollars collected in Pennsylvania.

State beef councils may invest a portion of their 50 cents in national and international programs to extend national efforts; therefore, state directors need to know how their state dollars are being coordinated with national dollars to meet consumer needs. "Directors have a responsibility to represent their state's views in national checkoff efforts, as well as to car-

ry information back to their home states about programs," said Jon Ferguson, NCBA Checkoff Division vice chair and host of the training session.

NCBA contracts on a non-profit basis with the Cattlemen's Beef Board (CBB) to conduct producer-directed checkoff programs on behalf of the industry. "Part of our role as contractors is to facilitate the coordination of programs and dollars between the state and national levels. This is one reason we host the director orientation — to keep communication flowing and keep us all on the same page," said Ferguson.

Allen, along with other attending state directors, heard program updates on all areas of national checkoff funding, including promotion, research, consumer information, industry information, foreign marketing and producer communications. Directors were updated on the current checkoff-funding advertising campaign that is bringing the "Beef. It's What's for Dinner" convenience and nutrition message to beef's target audience — women ages 25-54.



dhia

Scott Williams
Training Coordinator

Call 1-800-DHI-TEST, fax (814) 865-3294
Web site <http://www.dhia.psu.edu>
Pennsylvania Dairy Herd Improvement Association
DHIA Service Center, Orchard Road, University Park, PA 16802

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 — 2.33 bu., 4.16 cwt.
Wheat, No. 2 — 2.32 bu., 3.88 cwt.
Barley, No. 3 — 1.61 bu., 3.45 cwt.
Oats, No. 2 — 1.47 bu., 4.58 cwt.

Soybeans, No. 1 — 4.3 bu., 7.18 cwt.
Ear Corn — 72.71 ton, 3.64 cwt.
Alfalfa Hay — 132.50 ton, 6.63 cwt.
Mixed Hay — 135.00 ton, 6.75 cwt.
Timothy Hay — 136.25 ton, 6.81 cwt.

Commitment to Agricultural Industry

Our name alone tells you where our interest lies.

We're locally-owned and operated. We know Lancaster County and can respond with timely answers to your loan requests.

Whether you need financing for buildings, land, livestock or machinery, working capital or a loan tailored to specific needs, look to the bank that is committed to your industry and has been for more than 136 years. **Bank of Lancaster County.**

At Bank of Lancaster County, we take pride in providing our customers with exceptional service targeted toward their specific financial needs. We understand your business. And, we're committed to developing long-term relationships. Our Agricultural Lenders are available to meet with you at a time that fits your schedule... on your farm.

Why not give Stan Michonski or Mary Henry a call? We're looking forward to talking with you about banking on your terms... on your farm.



Stan Michonski
Assistant Vice President
Agricultural Lending
Call (717) 581-6020



Mary Henry
Assistant Vice President
Agricultural Lending
Call (717) 464-4520



Bank of Lancaster County, N.A.
The Better Bank.



Member F.D.I.C.