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JOSEPH N ZEISET
RALEIGH D RHODES III
MERVIN M. ESH
LARRY D HERSHEY
WILMER B RIEHL
NORMAN H NOLT
JEFFREY L AUNGST
WALTER C POWNALL
JOHN B GROFF
WELSH VUE FARM
MASONIC HOMES FARMS
ANDREW G MILLER
LEROY M OBERHOLTZER
TRITOWN FARM
KENNETH E ZURIN
REUBEN KING
PAUL B ZIMMERMAN JR.
MAPLEHOFE FARMS INC
RED KNOB FARM
NORMAN S WENGER JR
MICHAEL MARTIN
GERALD MARTIN
MISTI KNOLL FARM
MARVIN Z WEAVER
DANIEL S STOLTZFUS
ABNER K GLICK
AARON R ZEISET
ALVIN Z ZEISET
DON E WIVELL, JR
HARRY ZIMMERMAN JR

BENUEL S RIEHL

WINDMILL FARM

AMOS MARTIN

JASON E GLICK

SKY VIEW FARM

SUNNY ACRES L

AMOS S. LAPP JOHN M GLICK

SAMUEL Z ESH

PHILIP HORST

MOSE L GLICK

D.M. CREEKSIDE

SAMUEL K LAPP JR

DANIEL S. ESH JR.

JAMES+JANET ZIMERMAN

ELAM P KAUFFMAN JR

RICHARD N SAUDER

RODNEY DENLINGER

JOHN L STOLTZFUS

G+S AUMENT FARM

WELK ACRES FARM

TIMOTHY KURTZ

FLOYD Z NEWSWANGER

LEONARD J STOLTZFUS

MERVIN B NEWSWANGER

DAVID K STOLTZFUS

WEAVER HOMSTEAD FARM

HENRY F STOLTZFUS JR JAMES A HESS

HOMESTEAD HOLSTEINS

CARL E & NANCY G BRANDT

22718 58 LEOLA J. KENNETH GROFF 21376 782 683 NEW HOLLAND MELVIN R MARTIN 21135 775 682 QUARRYVILLE DAVID G BYERS RAYMOND & DARLA BRUBACHER MORGANTOWN 21325 776 681 785 681 21419 EPHRATA GLEN N HURSH JOHN G GOOD 21508 NARVON BIRD IN HAND 21347 680 ELAM S. FISHER 21851 820 680 MANHEIM LUTHER R PATCHES 677 QUARRYVILLE 21093 BART DELL FARM 21302 PARADISE SAMUEL K ZOOK PAUL E & SHIRLEY HORNING 21297 STEVENS 22213 794 676 LITITZ AR-LEN FARM 21403 826 676 LANCASTER STEVIE Z GLICK 676 783 21571 LANCASTER DANIEL E KING 21665 DALE WEILER 21524 DRUMORE FLOWING SPRING FARM LEBANON COUNTY 28215 NEWMANSTOWN CURVE ACRES FARM LEBANON KENT&MELONICA HOFFER 25588 850 778 NEWMANSTOWN DANIEL B SHIRK 24544 869 768 MYERSTOWN LOUIS E MARTIN 765 886 LEBANON 248 23444 MEADOW-WOOD FARM 23292 THOMAS+SHIRLEY KRALL LEBANON 24165 752 LEBANON R BRYAN BALMER 720 807 88 22815 MYERSTOWN WHITE BIRCH FARM 799 708 22213 ADAM & LISA SONNEN 21676 732 78 LEBANON FERNDALE FARMS NEWMANSTOWN WALTER K HEISEY 675 LEBANON GLEN + LINDA KRALL PERRY COUNTY LA-ROSE FARM LANDISBURG BLAIN LOGAN M. BOWER SNYDER COUNTY BEAVER SPRINGS RICH+PATTY SHIREY JR UNION COUNTY MIFFLIN HILLS FARM MIFFLINBURG 28356 899 RUFUS B. MARTIN MIFFLINBURG 29182 995 893 BEAVER RUN FARM MIFFLINBURG 929 39 26632 821 YORK COUNTY H.E. HEINDEL & SONS BROGUE 25847 929 168 831 NEW CUMBERLAND 22611 838 BESHORE FARMS 745 H.E. HEINDEL & SONS DALE E RANCK 20881 STATE OF MARYLAND MT ARARAT FARMS STREET HIGHLAND HEIGHTS FARM INC 24553 873 801 PORT DEPOSIT TOL-JE-SO FARM 1 24845 948 798 22311 STAFF-HERD FARMS ELKTON 861 704

## Penn State Offers Program On Dairy Production Medicine

UNIVERSITY PARK (Centre Co.) — Veterinarians whose practice centers on food animals can find new techniques and skills to better serve the rapidly changing dairy industry in the eastern United States by attending the Dairy Production Medicine Certificate Program, co-sponsored by Penn State's College of Agricultural Sciences and the University of Pennsylvania School of Veterinary Medicine.

"Dairy operations in Pennsylvania and the Northeast are increasing herd size, yet concentrating the animals on fewer farms," said David Wolfgang, Penn State senior research associate in veterinary science. "That means veter should learn new skills to transform their practice from the traditional focus on individual animal care to a more holistic approach that focuses on collective production and performance — a 'herd's-eye' view."

The production medicine course, which starts March 9, comprises 10 three-day workshops spaced over 2 ½ years. Practitioners will receive intensive instruction on such topics as dairy nutrition, milk quality and safety, reproductive performance, herd expansion, environmental stewardship, and impact of facilities on animal health and welfare.

Wolfgang estimates there are

800 veterinarians in Pennsylvania who include large food animals in some part of their practice. Within that number, there are about 250 veterinarians whose primary practice focuses on food animals.

**ELVERSON** 

In addition to intensive classroom instruction, the program uses a single case farm where each participating veterinarian can see methods for dairy production medicine applied in real-world situations.

"The farm will be fairly close

to the University Park campus, but it must be large enough to give the class a variety of experiences in production medicine," Wolfgang said. "Serving as a case farm is a real benefit for the producer, since the farm will have between 20 and 30 consultants working collectively to improve herd health and performance."

The class starting in 2000 will be the fourth class since Penn State started the program in 1991. Wolfgang said the current enrollment includes veterinarians from Maryland, Mississippi, Vermont, and Pennsylvania.

A new area of instruction is included in the program, Wolfgang said. Instructors from The Smeal College of Business Administration will educate practitioners to better utilize their new skills, make effective presentations and work with clients.

"The trend nationally is moving to larger dairy farms with bigger herds," Wolfgang said. "Even traditional family

farms will have to become more efficient to stay in the game. The Dairy Production Medicine Program will allow vets to help farmers become more efficient by moving away from just fixing broken cows to preventing the breakdown in the first place."

The program is open to 25 participants. Registration deadline is Feb. 1. For registration and tuition information, contact Brenda Dinges, 115 Henning Building, University Park, PA 16802.

## Farm Meeting On Profit Set

ALLENTOWN (Berks Co.) natic vear for many farmers, particularly those who have not put much emphasis on marketing.

When will farm prices start back up? More importantly, how can you profit from price moves? These and other questions will be addressed by the "Decisions 2000" seminar, February 1 at the Days Inn and Conference Center on Route 309 outside Allentown, Pennsylvania.

"Decisions 200" will be providing effective marketing advice for all innovative producers. The two featured speakers are known the world over for their agricultural marketing insight. Richard Brock of Brock Associates from Milwaukee, Wisconsin publishes "The Brock Report" and "Pork

Profit Edge" in addition to writing The year 2000 might go down in for Farm Futures magazine and running a commodity marketing advisory service. Professor Lou Moore has over 40 years experience with educational programs for livestock and grain farmers in Pennsylvania.

Richard Brock is the top ag commodity adviser in the United States over the past three years. This is measured by the University of Illinois as they track the major ag advisory services for "return for advice given."

Did you hold your 1998 crops into the summer of 1999 only to sell them for \$1 per bushel less? Richard Brock advised, "Coming off the biggest bull market in history, I was prepared for the biggest bear market in history. I knew the laws of economics had not been repealed; High priced corn

would lead to over production worldwide at the same time demand was dampened." Compared to the season's averages, Richard's clients received \$.72 more for corn, \$.68 more for wheat and \$1.14 more for their soybeans!

Because of the financial difference in incomes, grain production will consolidate over the next few years just as pork production has consolidated over the last 5 - 8 years. Management of farm businesses is going to take more time and concentration with specialized talents. Agriculture is rapidly becoming more specialized in the areas of financial management, agronomics, animal science and commodity marketing.

I'm not sure I've seen a more exciting time in agriculture. It's exciting to watch the success of many producers over the past two years and yet disappointing watching those who have struggled. The difference has been great and we will continue in that

The Lehigh Valley Grain Marketing Club, DeKalb, Monsanto, Keystone Farm Credit and Penn State Cooperative Extension are sponsoring this educational seminar to get producers started into a prosperous new millennium.

Kyle Henninger, president of the Lehigh Valley Grain Marketing Club says, "This is truly a provocative group of people. It helps stimulate your mind and get you out of the potential ruts we all can get into. I hope you plan to attend this excellent seminar.'

Contact John Berry, agricultural marketing agent at 610-391-9840 or jwb15@psu.edu for additional information.