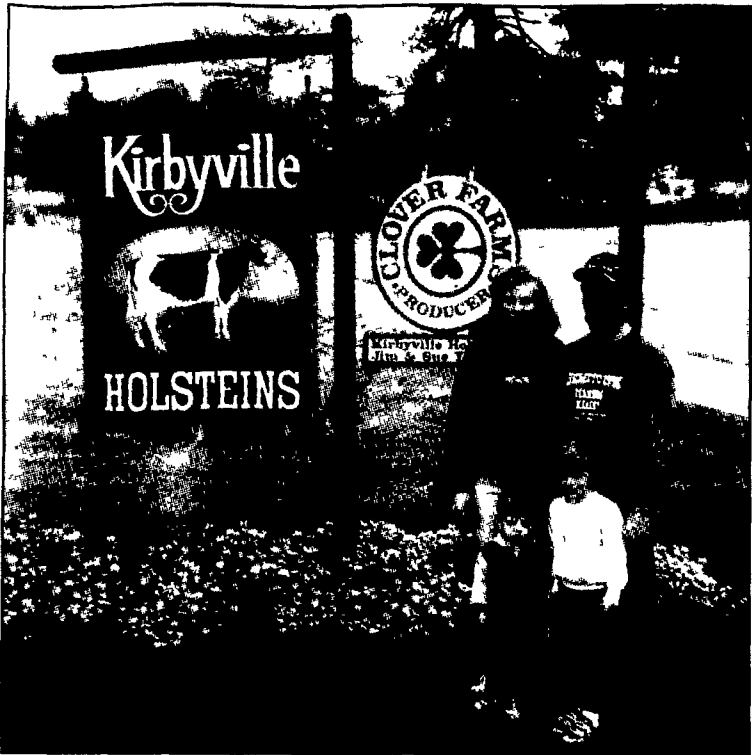




Genetic Marketing Provides Extra Income For Berks Dairyman

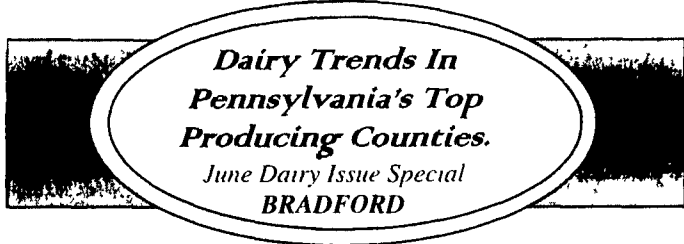


Susan and Jim Younkens of Fleetwood, pictured here with their children, Joel and Andy, have become well known both nationally and internationally for the cattle they have marketed from Kirbyville Holsteins. Photo by Jayne Sebright

JAYNE SEBRIGHT
Lancaster Farming Staff
Editor's Note: This article is the first in a series of four articles addressing "Dairy Profit Possibilities." Scheduled to be published during June Dairy Month, the four articles will feature dairy farmers who are involved in different aspects of the industry.
FLEETWOOD (Berks Co.) — "If you're going to go through

all of the motions, why not do the best job you can so you can make some extra money from it?" said Jim Younkens.
Younkens and his wife Susan milk 65 cows at Kirbyville Holsteins in Fleetwood.
"We register, classify, and test the herd to get the most out of the animals that we can," said Younkens. "But, with today's technology, it's just extra money thrown away if we don't mer-

chandise."
The Younkens started farming six years ago when an 85-acre farm that his father Martin Younkens had rented came up for sale.
"I had been working for several years as an AI technician and really wanted to start dairy farming on my own," said Younkens. "My parents told me that they helped me as much as
(Turn to Page A28)



Gary Hennip
Bradford Co. Dairy Extension Agent
Milk production continues to play a very important role in the economy of Bradford County. Dairy production is the number one agriculture industry in the county, and in turn, agriculture continues to be Bradford County's prime enterprise.

The county has 460 commercial dairy farms with the average herd size around 66 cows. These producers sold over 60 million dollars worth of milk last year, making Bradford County the 3rd largest dairy county in Pennsylvania, behind Lancaster and Franklin.
What trends are we seeing in

Third Largest Dairy County's Milk Worth \$60 Million

our County's dairy industry? First, although we continue to be 3rd in dairy cow numbers, a look back 10 years ago gives us some idea of changes that have taken place and offers insight as to possible trends in the future.
Here's the breakdown of the Bradford County dairy industry.
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Volatile Year For Dairy Industry

JAYNE SEBRIGHT
Lancaster Farming Staff
EPHRATA (Lancaster Co.) — Resiliency isn't listed as a prerequisite for dairy farming. But it should be.
After the past year of tremendous highs and lows, it's become apparent that dairy producers need to be resilient just to survive.
"We are going to have highs and lows in the dairy industry,

and there are going to be lags in between," said Ken Bailey, professor of economics at Penn State. "Farmers are going to have to adjust to it, and we have to think about how we are going to do that."
At this time last year, dairy farmers were enjoying record high prices with the all-milk price for the Pennsylvania dairy industry averaging \$16.80 per hundredweight. In March 2000,

the all-milk price averaged \$12.90 per hundredweight, a four-dollar drop from last year at this time.
"When the commodity price for cheese shot up to \$1.70, that signaled a crash in milk prices," said Bailey. "Supply caught up with demand, and the growth in milk supply continued, driving milk prices down."
Significant events that happened from last June until now included the drought of 1999, which left farmers with losses on their cash crops and poor quality forages to feed their animals.
According to the Associated Press, one-year rainfall totals in 1999 were 10 to 18 inches below normal over much of eastern and southern Pennsylvania, New Jersey, central and western Maryland and parts of Virginia.
In July, rainfall in parts of Pennsylvania and Maryland was below one inch, making it the driest July on record.

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June is Dairy Month. Celebrate with us as we pay tribute in this special issue to the men and women who work hard all year long to produce high quality dairy foods for everyone to enjoy.



Jennifer and Dave Stuck of Belleville, with their children Julia and Laura, are one of the dairy farm families featured in this week's June Dairy Month issue. Not born on a dairy farm, Dave thrives on improving his operation. Turn to D3 for the story. Photo by Gail Strock

June Dairy Month Features

DAIRY FARM FEATURES	SPECIAL DAIRY FEATURES
Beardslee Family A28	Dairy 4-H'er Wins Contest..B10
Delong Family..... A34	Dairy Princess InspiredB12
Berneta Gable.....B12	Franklin Co. Dairy Trends... D3
Peachy FamilyE4	Lancaster Co. Dairy Trends..E4

For complete index, turn to page A3.



Linda Musser, pictured with her husband Kenneth and children Kathy, Michael, Richard, and Doug, was one of the many Lancaster Farming readers to contribute recipes for our June Dairy Month recipe contest. Turn to page B1 to preview these delicious dairy dishes.