

Life sci ✓

# Lancaster Farming

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## Time Spent Planning, Designing New Milking System Never Wasted



Visitors stop to inspect this special needs freestall barn at the Kline family farm during last week's Northern Tier dairy tour sponsored by Monsanto Dairy, Ag Choice Farm Credit, and the Bedford County Farm Bureau. The floor of the barn is covered with mats to increase cow comfort. The Klins left room to grow as they planned their new facility. Photo by Carolyn Moyer, Bradford County correspondent

CAROLYN N. MOYER  
Bradford Co. Correspondent  
CANTON (Bradford Co.) and  
PORT MATILDA (Potter Co.)  
— If there was one theme that prevailed throughout last week's two-day tour of Northern Tier dairy farms, it was that time spent planning and designing a new milking system is never wasted.

At each stop of the tour, where visitors from across southern Pennsylvania inspected seven different facilities in Bradford and Potter counties, owners spoke about how each building project got its beginnings.

For Jay and Faye Good of Bradford County, looking at other facilities was the first step in the process that led them to building their own technologically up to date 28-stall carousel parlor.

"I can't say we copied any one facility," said Good. "We looked around a lot and we kind of threw a lot of thoughts to-

gether."  
In a period of five or six years, the Goods estimate that they visited at least 40 farms and are thankful to those who opened their facilities to them.

When you visit a farm, Good said, "You either learn something or come home and appreciate what you have. You always come away positive."

The Goods decided to expand after juggling cows for many years.

From 1986 to 1995, Jay and Faye milked cows in three barns. They decided to consolidate in 1995 by building the first freestall barn.

"At that point we had about 210 cows milking," Jay said.

The cow numbers kept growing and they continued to milk in the 95-stall tiestall barn until completing the parlor. In this latest project, they also built an additional freestall barn and a special needs barn to accommodate the growing herd. Both the

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## Quality Products, Home Delivery Keep Valewood Farms On Cutting Edge

KRISTIN RUSSELL  
Blair Co. Correspondent  
LORETTO (Cambria Co.) — In our "fast food," "e-mail" world, it's refreshing to find a

business that focuses on the "old-fashioned" virtues of "do it right the first time" and the "customer is our most important asset."

That's just what the eight-sibling family corporation of Valewood Farms in Loretto, Cambria County, represents.

From the care of their 200

Holstein cows to the processing and packaging of their milk and dairy products just a few thousand feet from the milking barn, to the "service with a smile" ap-

proach to home deliveries, Valewood Farms focuses on quality.

Valewood Farms has been processing their own product

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## Crop Insurance: Part Of Overall Farm Marketing

ANDY ANDREWS  
Editor  
HARRISBURG (Dauphin Co.) — During the past 10 years, Pennsylvania producers lost upward of \$100 million on potential yield loss/disaster payments because many simply didn't sign up.

"That was \$100 million left on the table," Gene Gantz, Ag Risk Strategies Inc. president, Millersburg, told about 75 insurance company and agri-industry representatives last week.

That failure to "get the story to producers," according to Gantz, was detailed last week during the Second Annual Crop Insurance Conference at the Farm Show Complex in Harrisburg.

Gantz noted that, from the years 1995-2000, for every \$1 paid in premium by the producer/crop insurance purchaser, \$3.44 was returned. During that time, \$51 million in losses were paid across the state.

Statistically, Gantz noted, the targeted ag payment has been "2 to 1" over time, he said. Insurance agents should look at this as a benefit, "to be able to handle a product like this," he said. "No other commodity comes as close."

If Pennsylvania farmers reflected the national average, 75 percent of them would have some form of crop insurance.

When speaking to producers, Gantz noted that emphasizing crop insurance coverage goes with the whole picture. "I really emphasize the value of state assistance in my marketing cam-

aign," he said. And the benefits of crop insurance extend to every year, not just the "years you have drought. It will pay dividends in

good years and bad," Gantz said. "Crop insurance guarantees producers a payday."

For producers to benefit from  
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## Berks Farm-City Council Unveils Farm Aid Event Plans At Banquet

MICHELLE KUNJAPPU  
Lancaster Farming Staff  
READING (Berks Co.) — About 340 industry representatives and friends of agriculture

gathered for Berks County's 18th annual Farm-City Banquet Thursday evening at the Riveredge Restaurant.

Ernest Heckman, president of the Berks County Farm-City Council, opened the banquet, sponsored by the Berks County Chamber of Commerce Farm-City Council. Heckman mentioned the council's upcoming plans, which include the new "Farm Aid" event planned for next year. The council hopes to have entertainment from Nashville, Tennessee, at the event, which will be conducted in Strausstown.

One highlight of the banquet is the story of the exchangee's thoughts and impressions about their respective days.

On October 10 John Moore, editor of the Eastern Pennsylvania Business Journal, a weekly paper which circulates in Berks and nearby counties, visited Donald Angstadt, co-owner and service manager for Pikeville Equipment. Angstadt is in business with brothers Roger and David in the family-owned John Deere sales and service company.

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## Lancaster's New Poultry President



Lancaster County Poultry Association president Andy Bradford, in sales for Wenger Feeds, Rheems, believes the association benefits producers and industry representatives. Read more about Bradford on page A26. Photo by Lou Ann Good

## Lancaster Farming Turns 46

Forty-six years ago — Nov. 4, 1955 — Lancaster Farming appeared in farm producer mailboxes in southeast Pennsylvania.

Since then, without fail, Lancaster Farming has provided last-minute farm news, market and commodity price reports, agri-industry columns, special features from farm families, and advertising to our faithful readers.

And ever since, Lancaster Farming has expanded its circulation to 50,000 mailboxes throughout the Mid-Atlantic and Northeast.

Farmers and agribusiness rely on our farm reporting weekly. For that, we simply say "thank you" to all who made this possible.