

Dairy Alliance, Lancaster DHIA Offer Milking Management Systems Workshop

MANHEIM (Lancaster Co.) — A new training program from Dairy Alliance called Milking Management Systems focuses on managing and improving performance in milking centers.

"A lot of producers and their advisors know the technical details on how to do these things," said Richard Stup of Penn State's Dairy Alliance. "The problem comes in trying to implement the systems."

Lancaster DHIA will host this innovative milking management system workshop at their Manheim office on Friday, April 25 from 8:30 a.m. to 3:30 p.m.

Stup said participants in the workshop will learn to implement a system of milking management on their dairy that will maximize milk production, milk quality, and employee performance. Participants will learn

- how to build practices into their systems that promote milk production and udder health;
- how to design Standard Operating Procedures (SOPs);
- how to measure and improve key performance indicators;
- how to increase employee motivation, support, and cooperation; and
- how to communicate more effectively with employees and advisors.

Participants will receive a manual with helpful guides and reference material, a CD-ROM with example SOPs, templates, and a computer software package that facilitates the SOP design process.

Dairy managers and employees with management responsi-


PENNSTATE
College of Agricultural Sciences

Milking Management Systems Workshop

Participants will be able to implement a system of milking management on their dairy that will maximize milk production, milk quality, and employee performance

Program Topics:

- ❖ Integrating dairy science with management science for maximum profitability
- ❖ Designing Standard Operating Procedures
- ❖ Measuring and improving system performance
- ❖ Building employee support and cooperation
- ❖ Communicating more effectively with employees and advisors




Speakers include:

Richard Stup Human Resource Specialist Penn State Dairy Alliance	Andrew Young Dairy Manager Red Knob Farm
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Special Program Highlights:

- ❖ Innovative management ideas from Red Knob Farm (Andy and the team at Red Knob continue building management systems for key parts of their operation. They started with the milking center and now have several years experience in managing and improving that system and others.)
- ❖ Demonstration of computer software to facilitate SOP design
- ❖ Example SOPs and Monitoring Charts
- ❖ Interactive program that allows managers and advisors to learn skills they can apply in their own business



bility for milking operations should attend the workshop. Dairy advisors who are interested in helping their clients adopt a systems approach to milking management will find many useful tools at this workshop.

Stup, human resource specialist with Dairy Alliance, and Andrew Young, dairy manager with Red Knob Farm, will co-teach

the program. The workshop incorporates techniques that effectively maintain interest and promote learning. Participants will gain hands-on experience and tools that they can immediately put to work in their own dairy operation.

The Milking Management Systems workshop will focus on the milking center. Management in this area is particularly important because many people must work together to consistently perform the vital work of harvesting quality milk in an efficient manner. The emphasis will be on building systems to ensure that


Where?
Lancaster DHIA Office
1592 Old Line Road
Manheim PA 17545-8222

From the South
Follow Rt 72 north into Manheim. Drive through Manheim turning left on West Colebrook St., the last left turn before leaving town. West Colebrook St. becomes Old Line Rd. Follow Old Line Rd. for 2 miles out of town. Lancaster DHIA is on the right.

From the PA Turnpike and the North
Follow Rt 72 south to Manheim. Take the first street right when entering town (West Colebrook St.) West Colebrook St. becomes Old Line Rd. Follow Old Line Rd. for 2 miles out of town. Lancaster DHIA is on the right.

From the East
Follow Rt 322 East to Rt 72 and follow the directions from the north.

When?
Friday, April 25th 2003
Registration begins at 8:30 AM
Program begins at 9:00 AM and ends at 3:30 PM



Sponsors
Lancaster DHIA
Land O' Lakes Cooperative

What are producers saying about Management Systems workshops?

- This was one of the most helpful workshops that I've been to. Many workshops are so general and only touch the surface and let you know that an issue exists. This one actually presented useful steps to take in order to resolve the issue. Thanks!
- I am motivated to get SOPs written.
- The part about getting employees to buy into systems was important for me.

Workshop Registration Form

Pre-registration: Required
Registrations are limited so sign up immediately

Cost: \$65 per person

Make checks payable to:
"Penn State University"

Mail Registrations to:
Dairy Alliance
324 Henning Building
University Park, PA 16802

Phone: 1-888-373-PADA
Fax: (814) 865-4686

Name _____

Name _____


Name _____

Address _____

Phone _____

Email _____

Total Payment (at \$65 per person) = \$ _____



work is done correctly and consistently. Participants will receive example materials and practical learning experiences that they can use in their own operations.

A related workshop on Reproductive Management Systems will take place in Greensburg, Westmoreland County. This workshop will focus on standard operating procedures (SOPs), monitoring tactics, and feedback tools that dairy farms need in order to improve herd reproduction. Reproductive Management Systems will be conducted Wednesday, April 23, from 9 a.m. to 3:30 p.m. at the Donahoe Center in Greensburg.

Registration for each workshop is \$65 and includes all software, educational materials, and meals. For more information, or to register for either workshop, call the Dairy Alliance office at (888) 373-PADA.

Land O' Lakes Cooperative is a key sponsor of Milking Management Systems. For questions about the program, contact Richard Stup at (814) 652-6430 or HYPERLINK "mailto:RichStup@psu.edu" RichStup@psu.edu.

Visit the Dairy Alliance website at HYPERLINK "www.dairyalliance.org" www.dairyalliance.org.

63 Bulls Average \$1,635 At Pennsylvania Sale

STATE COLLEGE (Centre Co.) — Sixty-three bulls sold for an average of \$1,635 at the Pennsylvania Department of Agriculture's 30th Annual Performance Tested Bull Sale, March 28, during the Pennsylvania Beef Expo.

The Honorable Dennis C. Wolfe, Secretary of Agriculture for Pennsylvania, addressed the huge crowd in attendance and offered some insight into the new administration's policies and their commitment to assisting and supporting the state's beef producers as well as all people in production agriculture.

Pennsylvania's performance testing programs are a cooperative effort between the Pennsylvania Department of Agriculture, Penn State University, and the respective species organizations. Penn State College of Agriculture's Dean, Dr. Robert D. Steele and the Head of the Department of Dairy and Animal Sciences, Dr. Terry Etherton, welcomed the crowd.

Starting the sale was an Angus bull who received an award from the Pennsylvania Cattleman's Association for being the top-indexing bull over all breeds on test. This bull was bred by Joe and Bobbi McMullen, Peach Bottom, and was purchased by Stoney Acres of Honesdale, for \$2,200.

The highest selling Angus bull, consigned by Oren Smith, sold to Nittany Farms of State College, for \$2,900. The second highest selling Angus was a bull bred by Nancy Meyers that sold for \$2,400 to Watchtower Farm of Walkhill, N.Y. The 33 Angus sold for an average of \$1,714.

The top indexing Charolais bull owned by Raymond Bratton, and the second highest selling Charolais owned by John Meyers both sold to Andres Ruiz of Rin-

con, Puerto Rico. The highest selling Bull of the day was a Charolais consigned by John Meyers which sold to Muncy Charolais of Pipestem, W.Va. for \$3,750. The four Charolais attained the high breed average with the selling price of \$2,213.

The top-indexing Simmental was from Jamie Cowell and sold to Andrew Neff Jr. of Westover for \$2,000. The top-selling Simmental bull owned by William Shoemaker sold for \$2,900 to E & R Farms and Dale and Max Curfman. The Simmental bull average on 17 head was \$1,465.

The top-selling Hereford was the red-necked bull consigned by Frank Phoenix, which sold to Lyn-Jon Acres of Midland for \$2,500. The second high selling Hereford consigned by Dustin Heeter and Amy West, sold to Tom Mullinix Jr. for USDA at Union Bridge, Md. The five Herefords, averaged \$1,510.

The lone Limousin, from David and Linda Miller was purchased by Bourbon Springs Farm, Newville, and the Short-horn bred by Rinkhoff Ag Enterprises sold to James Hilty, Mount Pleasant.

The sale preceded the opening of a state of the art facility for future livestock performance testing programs that is being built at Rock Springs by the Pennsylvania Department of Agriculture (PDA). The New Livestock Evaluation Center will house next year's performance tests and sales.

For further information on the Pa. Performance Bull Test or other livestock testing programs which the PDA offers, contact Glenn Eberly, director, at (814) 238-2527; (814) 865-5857 phone/fax; or e-mail: geberly@sta-

Hands-On Experience: Ephrata Students Learn On Their Own Farm

KARI MARTIN
Special To Lancaster Farming
EPHRATA (Lancaster Co.) — This spring, Ephrata High School agriculture students will have the opportunity to exchange their textbooks for "hands-on" training.

For more than a year, the Ephrata Area School District has owned a 79-acre farm adjacent to the middle school, and rumors of a farm program have been circulated ever since.

Now, last-minute plans and details are being worked out to bring those rumors to reality.

The committee that is responsible for getting the farm project off the ground is the Agro-Science Committee. This group includes administrators, engineers, and teachers, including Agriculture Department Chair Ernest Orr.

The committee has worked together to head up plans and cost estimates for the farm program. Although not all the acres will be available for students, some will be used for farming and agriculture purposes.

Most students and teachers do not consider themselves farmers, but the farm will have four different areas that will serve both the students and the community. Local farmer Tom Bollinger will farm most of the 79 acres. He will be planting corn this spring.

There is a second area that will include corn trails. These trails will enable students to see how different methods of growing affect the overall yield of corn. Students will come in contact with

different varieties of corn, tilling methods, and population density.

These areas of learning will also be available for the third station in a soybean trail. The last area will be comprised of several 25 by 25 foot plots that students will be able to do various projects in.

The agricultural students will mostly use the farm, but the opportunity will present itself to everyone in the school district, according to Orr.

"The farm will be available to every department for extracurricular work," he said. This means that students involved in the science fair and the FFA chapter will be able and encouraged to use the farm.

Work on the farm is taking place. Buildings are being restored or torn down, depending on their condition. This spring, agricultural students will be set-

ting up the trail plots for corn and soybeans. By fall, students will be checking on yields, and in between these two intervals, plant growth and weed control will also be inspected.

Overall, students in the Ephrata Area School District will be given the chance to learn by "hands-on" experience and also look into career choices as they take their knowledge to a new level. It will not only serve them now, but later in their careers, as well.

"I'm excited about the opportunities that this will give students in Ephrata, from kindergarten to the 12th grade," said Orr.

Editor's note: Story originally was published in the April 1 issue of the Ephrata High School newspaper, The Mountaineer, and is reproduced courtesy of the school.

Biodiesel Meetings Set

LEESPORT (Berks Co.) and GETTYSBURG (Adams Co.) — Two informational meetings have been scheduled on the prospects of building a biodiesel production facility in southcentral Pennsylvania.

Meetings are scheduled for April 16 at the Berks County Ag Center, Leesport, and April 21 at the USDA Service Center in Gettysburg. Both meetings will begin at 7 p.m.

The meetings will be led by the Harrisburg-based Regional Economic Development District Ini-

tiative (REDDI), which covers eight southcentral counties.

According to REDDI, if a feasibility study would show positive potential for such a project, the next step would be to form a group of farmers to invest and launch it.

A biodiesel plant in the area would use soybeans and possibly waste kitchen oils to produce a replacement for petroleum-based diesel fuel.

Call (717) 920-8454 for more information.