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Our 46th Year

FARM SHINE

We rise every week to cover farmers and agribusinesses

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January 10, 2025



Photo provided by Jacob Klein

Klein Farms Dairy & Creamery, pictured above, is a labor of love. No doubt that statement holds true for all small family farms today. But at this spot on the map, located about seven miles due north of down-

town Easton, Pa., the labor of love manifests itself in kaleidoscope fashion due to the family's dedication to so many facets and possibilities. They sell raw milk, own a creamery, make their own cheeses, offer tours, a petting zoo and

more. From black-and-white Holsteins to red buildings and Spring's blossoms to Fall's foliage, beauty is seen in colors, harmony and purpose, all rotating through the seasons. Please see their story, beginning on page 8.

PERIODICAL • DO NOT DELAY

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Gary Mithoefer, left, of Indiana/Florida and Larry Hawkins of Wisconsin/Florida are each long-time attendees and are only interested in promoting this event to other snowbirds.

Florida Snowbirds!

Dairy Old Timer's Breakfast is back in Tampa, Florida

TAMPA, Fla. — The new and better Old Timer's Luncheon is a great chance to catch up with old dairy friends and meet new ones!

For over 45 years, dairy snowbirds have gathered in Florida for the Old-Timers Luncheon (originally a Breakfast) with 15 to 20 states and provinces of Canada represented for a good old-fashioned get-together. In the past, the breakfast was at the Florida State Fair, however Covid-inspired changes made this less doable. The group will be meeting for lunch at O'Brien's Irish Pub, 701 W. Lumsden Road, Brandon, Fla.

The date is Monday, February 17, starting at noon with greetings to old friends and new acquaintances. Lunch will be served at 1 p.m. to give those who are attending the cow show at the nearby Florida State Fair a chance to join.

And you do not actually even have to be a "old" to attend, since most of the group are in our "new 40s!" You just have to be in Florida in February and be connected to the dairy industry (even if you just like milk!).

The speaker, Madison Dymnt, is a PhD candidate at the University of Florida and a previous winner at the World Dairy Expo Collegiate Dairy Judging contest.

To register (and we do need to know ahead, if possible) call, text, or email Gary Mithoefer at 317-225-9025, gmithoefer@comcast.net or Larry Hawkins at 608-516-0101 and lhawk1111@yahoo.com. The meal will be order off the menu. Larry has tested the menu, and reports that it is very good!

“This is the one that works. We use the backpack every day to do the fresh cow group.”

— Brad Palmer



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A look at factors and trends into the next decade

Organic dairy sales are growing

By SHERRY BUNTING
Special for Farmshine

EAST EARL, Pa. — The value of the global organic dairy market is expected to double over the next six years from an estimated \$26.5 billion in 2023 to a projected \$55 billion by 2032. This is based on projected compounded increases of more than 8% annually, according to the summary of the Organic Dairy Market Report by Product, Packaging Type, Distribution Channel, Countries and Company Analysis 2024-2032, published recently by Research and Markets, a third-party market intelligence service.

Part of this estimate of 8.44% annual sector growth — globally — is from the demand side, and part of it from the supply side. Consumers are focusing on health, and the organic dairy sector is innovating and marketing new products.

A great example, made right here in Pennsylvania with organic milk from Pennsylvania farms is Painterland Sisters Icelandic skyr yogurt, now available in all 50 states. Its growth comes from having a great-tasting, high-protein, low-sugar, higher-fat, full-bodied yogurt with attractive packaging, strong social marketing, positive energy, and a great story behind it, which does not use negative or fear marketing tactics.

The energy and story of connecting products back to farm families and the soil is a winning strategy. Consumers respond to connections and quality far more than the scope 3 net-zero mathematical equations of industry.

On a global scale, organic dairy sales growth speaks to consumer concerns about 'growth hormones' and 'genetic engineering', according to the Research and Markets report. However, what is striking is that the



The Painterland Sisters have taken organic milk to new heights. Their Icelandic skyr yogurt is now available in all 50 states. Its growth comes from having a great-tasting, high-protein, low-sugar, higher-fat, full-bodied yogurt with attractive packaging, strong social marketing, positive energy, and a great story behind it, which does not use negative or fear marketing tactics. Photo provided

sales growth speaks more to the changing consumer, who is today more likely to choose dairy products from both the organic and conventional categories rather than just one or the other — based on quality, taste, nutrition, and story.

Something else the organic dairy sector is doing in the U.S. sector is being responsive to consumer demand for full-fat dairy. The rate of growth in fluid milk sales shines

brightest in the whole milk, whole flavored milk, and 'other fluid milk products' categories.

Farmshine's own analysis of the monthly USDA packaged fluid milk products reports shows increasingly strong and consistent multi-year growth in the whole milk, whole flavored milk, and 'other' categories for both organic and conventional fluid milk products.

However, what stands out is the whole fla-

vored milk sales in the organic category, where the organic sector has committed to making more whole flavored milk available to consumers in 2022-24 compared with previously.

In fact, USDA began pulling the whole flavored milk sales into its own itemized line in 2022 in the organic sector, where previously it only did this for conventional whole flavored milk sales.

When processors commit to making whole flavored milk sales available to consumers at the grocery store, the result is sales growth. It's the age-old adage that if consumers want something that's not on the shelf, that's a missed sales opportunity.

In total, organic fluid milk sales for the first 10 months of 2024 are up by 6.3% from 2023, whereas conventional total fluid milk sales are up 0.4% year-over-year (YOY), when adjusted for the extra Leap Year day.

Part of this growth yield on a percentage basis is the fact that organic fluid milk sales represent 7 to 8% of total sales, so any volume gain on a smaller category becomes a higher percentage.

On a volume basis, total organic fluid milk sales grew by 161 million pounds in the first 10 months of 2024, whereas the conventional fluid milk sales grew by 158 million pounds. This means the organic sector had more volume sales growth in fluid milk as well.

In whole milk sales, organic volume grew by 151 million pounds, while conventional grew by 268 million pounds. While the volume was larger for conventional, the percentage of total sales going to whole milk is far greater in the organic sector.

Clearly, the rise in whole milk awareness and sales have bolstered both organic and

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Farmshine Editorials

By Dieter Krieg
Farmshine Editor



“The greatest tyrannies are always perpetuated in the name of the noblest of causes.”

— Thomas Paine

Is it God we trust? Or is it science?

‘Science-based’ has become one of those popular catchwords / phrases we see or hear more of every week. Funny, how some slick wordsmiths at public relations firms keep bringing them to our eyes and ears in order to sell us some fad, food or fantasy.

Nobody ever says: “God-based.”

Although we acknowledge and respect science because much of it points to a Creator — in our minds for sure — we won’t go so far as having it replace trust in God. Especially when it comes to food and drinks that are provided by His Hand. God’s original recipes have undeniably stood the test of time and they always will. They don’t need to be fooled with!

If there’s a need for “science-based” in the healthy food category it would be to reinforce the qualities of natural foods. The emphasis here is on healthy, which goes with natural. Milk that’s unfooled with, for example, is completely natural and loaded with nutrients that our bodies need.

But you can’t tell some folks that, especially the junk-science-crazed folks at USDA, FDA and DMI (Dairy Management, Inc.), not to mention hundreds of politicians. Even the National Milk Producers Federation (NMPF) has more often than not been disappointing on the matter of whole milk. “Following the science” is frequently used as an excuse.

Recently ousted U.S. Senator Bob Casey Jr., of Pennsylvania

was among those who did just that ... until the time came when he realized his Senate race with Dave McCormick was uncomfortably close. So, in order to gain support from dairy farmers, he quickly announced that he was in favor of the Whole Milk for Healthy Kids Act. His self-interest was wide openly laughable. Good riddance!

But if we were to name a king and queen of this large group of forked-tongued folks, they are USDA Secretary Tom Vilsack and Senate Majority Leader Debbie Stabenow. Thank God, they’re both on their way out too; but the damage they caused is not. Not yet, anyway.

How fitting that Vilsack’s name contains the makings of “vile” and “villain.” His record of betraying the dairy industry over a period of 16 years is long and well documented. Under his guidance and approval, mandatory check-off dollars financed the demise of dairy in the United States. We all literally witnessed the undeniable and deliberate exodus of dairy farmers. And let’s not forget the throwing away of milk in schools because it was non-fat. It was all part of a plan to turn future generations away from milk entirely. In summary, Vilsack has proven zero commitment to truth; and full commitment to filling his own pockets and those of his co-conspirators to sideline dairy.

Coincidentally, Stabenow’s last name fits her quite well too. She’s a stabber and immediately and very selfishly assured that the Whole Milk for Healthy Kids Act would be lifeless the moment it arrived in the Senate.

Sherry Bunting reported on it in the November 22, 2024 edition of *Farmshine*. A few paragraphs from her article provide details of Stabenow’s anything-but-democratic actions.

Senate Ag Chair Debbie Stabenow, the Democrat from Michigan who has blocked the Whole Milk for Healthy Kids Act since last December (2023) and waited more than a year after the current farm bill expired to release the text of her partisan farm bill — finally unveiling the 1397-page document on Monday, Nov. 18th.

This, after sources confirmed she had briefed only Democrat Ag Committee Senators on the bill’s text Sunday evening, excluding Republicans from that briefing.

In a post on X (formerly Twitter), Senate Ag Committee Ranking Member John Boozman (R-Ark.) wrote: “An 11th hour partisan proposal released 415 days after the expiration of the current farm bill is insulting. America’s farmers deserve better.”

Yet on Monday morning, Stabenow proclaimed to the press that the success of a farm bill is “built on holding together the broad, bipartisan farm bill coalition.”

I personally headlined that article **“Stabenow stabs all but her own priorities in a sneaky farm bill”**

We thank God and the voters of the historic election held two months ago that both of these “vile snakes” will soon be leaving Washington for good. We say Double Good Riddance!

With both of these bad actors and a host of others out of “The Swamp,” and the swamp-draining already underway, we are more than optimistic that whole milk will be back in the nation’s schools and public institutions in 2025.

It is in God that we trust. It is God we praise. And, for sure, he had a pretty fine “army” on the ground inspired and led by the likes of “generals” Arden Tewksbury, Bernie Morrissey, Rep. G.T. Thompson, Nelson Troutman, Duane Spaulding, Jay Hoyt and Ann Dieffendorf, to name the Top Seven.

Thank you. God bless you all.

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Lindsey Worden is new CEO of Holstein Association USA

BRATTLEBORO, Vt. — Holstein Association USA (HAUSA) announces several promotions among senior staff members. They are:

• **Lindsey Worden** was introduced as the next chief executive officer (CEO) on June 20, 2024, following a comprehensive interview process with the HAUSA Board of Directors. She assumed her official duties as CEO on January 1, 2025, succeeding John Meyer as the 10th CEO of Holstein Association USA after his retirement on December 31, 2024.

"I am humbled to follow in John Meyer's footsteps and have been grateful to work alongside him and witness many of the significant achievements our organization has enjoyed under his leadership," CEO Worden says. "I am honored to be named Holstein Association USA's next CEO, and excited to navigate the opportunities and challenges that will propel us into the future, while respecting and honoring our organization's rich history."

During her 17-year tenure at HAUSA, Lindsey has held several positions including college intern, public relations specialist, communications manager, executive director of the Holstein Genetic Services Department, and most recently, chief operating officer. The University of Wisconsin-Madison graduate also serves the dairy industry as Council on Dairy Cattle Breeding Board chair, a National Pedigreed Livestock Council director, and councilor for the World Holstein-Friesian Federation.

"One of Holstein Association USA's strengths lies in the talent and dedication of our team. I am proud to work alongside all of our staff, who all play a key part in helping HAUSA achieve our mission of providing programs, products and services to help dairy producers worldwide be successful, regardless of their role within the organization," said Lindsey.

• **Dr. Jeffrey Bewley** has been promoted to executive director of Genetic Programs and Innovation. In this role, Dr. Bewley will be responsible for leading efforts in developing and providing high quality, unbiased information and decision support tools that can be used by dairy producers worldwide to breed more profitable Holstein cattle. Dr. Bewley has been with the Holstein Association for over four years as dairy analytics and innovation scientist.

• **Jason Ewing** has been promoted to Western Region sales manager, where he will be responsible for overseeing the sales team covering the western half of the United States, and serving a territory of his own in the central part of the country. Jason has been with the Holstein Association for two years as a regional sales representative.

• **Jenifer Levissee** has been promoted to senior director of Herdbook Services, where she will lead the team responsible for producing and providing the gamut of identification products and services, as well as overseeing quality assurance programs, and the customer service team. Jen has been with the Association for over 26 years, working in various roles within the Quality Assurance department for most of that time.

• **Sarah Sarbacker** joined the HAUSA team in November 2024 as director of Sales and Market Development. She is responsible for leading strategic initiatives aimed at expanding market presence, enhancing member engagement, develop-

ing and executing comprehensive sales strategies, and identifying new market opportunities.

• **Daren Sheffield** has been promoted to senior director of Performance Programs, Membership and Governance. He is a 20-year veteran of the organization and provides valuable oversight and guidance to several value-added programs and services that Holstein Association USA offers. He will serve as a steward for HAUSA membership processes and programs for both adult and junior members, and oversees the organization's governance processes.

The promotions and new positions, along with the plethora of products, programs, and services offered, posi-



tion HAUSA well to continue to serve Registered Holstein® breeders and the broader dairy community.

The Association, headquartered in Brattleboro, Vt., represents approximately 25,000 members throughout the United States. It provides programs, products and services to dairy producers to enhance genetics and improve profitability — including animal identification and ear tags, genomic testing, mating programs, dairy records processing, classification, communication, consulting services and Holstein semen.

Lindsey Worden assumed her official duties as CEO of Holstein Association USA on January 1.

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Pennsylvania Holstein Assn. annual meeting set for Feb. 7

STATE COLLEGE, Pa. — The Pennsylvania Holstein Association invites all paid members and supporters of the Association to their 112th Annual Meeting on Friday, February 7, at the Wyndham Gettysburg Hotel & Conference Center, 95 Presidential Circle, Gettysburg, Pa., starting at 1 p.m. Lunch will be available prior to the meeting from 11:30 to 12:30. Lunch tickets must be purchased through Convention Registration.

This notice of the Annual Meeting is given so that PHA members can be advised to plan on attending. The Annual Meeting will be combined with the Board of Directors meeting and will include Bylaws Revisions (see full proposed Bylaw Revisions (printed on pages 16-17+ or on the Association's website), Resolutions Committee, President, and Executive Director reports.

The Pennsylvania Holstein Association encourages your attendance. Please direct any questions to contact@paholsteins.com or call 814-234-0364.

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Dairyman's Datebook

JANUARY 11, noon, Annual meeting of the New Jersey Holstein-Friesian Association, Amwell Valley Fire House, 22 County Road 579, Ringoes, N.J.

JANUARY 17, 9 a.m., lunch included, Crop Production Seminar hosted by BottomLine Ag Supply, at Shady Maple Smorgasbord, 129 Toddy Drive, East Earl, Pa.

JANUARY 17-18, New York Holstein Senior Convention, Double Tree by Hilton, 6301 State Route 298, East Syracuse.

JANUARY 18-19 New York Holstein Junior Convention, Double Tree by Hilton, 6301 State Route 298, East Syracuse.

JANUARY 20-22, 9:30 a.m. Georgia Dairy Conference, Marriott Savannah Riverfront, 100 General McIntosh Boulevard, Savannah, Ga.

JANUARY 21, 9 a.m. Pennsylvania No-Till Alliance Winter Soil Health meeting, East Grove Church, 1167 Belmar Road, Franklin, Venango County.

JANUARY 22, 9:30 a.m. Calf management workshop, Lancaster Farm & Home Center, 1383 Arcadia Road, Lancaster, Pa.

JANUARY 23, 9 a.m. Pennsylvania No-Till Alliance Winter Soil Health meeting, Buffalo Community Church, 4445 Hoffa Mill Road, Lewisburg, Mifflin County.

JANUARY 28, 9:30 a.m. Professional Dairy Producers® (PDP) Carbon Conference, Sheraton Hotel, Madison, Wis.

JANUARY 29, 9 a.m. Homestead Nutrition's Agronomy Meeting, lunch included, Yoder's Restaurant, 14 South Tower Road, New Holland, Pa.

JANUARY 29, 11 a.m. Premier Select Sires customer appreciation meeting, Shady Maple Smorgasbord, 1324 Main Street, East Earl, Lancaster County, Pa.

JANUARY 30, 9 a.m. Allied Milk Producers Cooperative meeting, (east) Yoder's Restaurant, New Holland, Pa.

FEBRUARY 5-6, Pennsylvania Dairy Summit, Penn Stater Hotel & Conference Center, 215 Innovation Boulevard, State College.

FEBRUARY 6, 6:30 p.m. Taste of Maryland Agriculture gala at Live! Casino & Hotel Maryland at Arundel Mills in Hanover, Md.

FEBRUARY 7, 1 p.m. Pennsylvania Holstein Association Annual Meeting at the Wyndham Gettysburg Hotel & Conference Center, 95 Presidential Circle, Gettysburg, Pa. Lunch will be available prior to the meeting from 11:30 to 12:30. Lunch tickets must be purchased through PHA Convention Registration.

FEBRUARY 12, 9 a.m. Pennsylvania Forage and Grassland (PFGC) annual conference, West Overton Village & Museum, 109 West Overton Road, Scottdale, Pa.

FEBRUARY 17, 1 p.m. Dairy Old Timers Luncheon, O'Brien's Irish Pub, 701 West Lumsden Road, Tampa, Fla.

FEBRUARY 20, 9 a.m. Wenger Feeds / Hooper Feeds "Milk Metrics" meeting "Learning Today for a Better Tomorrow" at Shady Maple Smorgasbord, 1324 Main Street, East Earl, Pa.

MARCH 13, 8:30 a.m. Western Pennsylvania Grazing Conference, Trinity Point Church of God, 180 West Trinity Drive, Clarion.

MARCH 20, 9 a.m. Allied Milk Producers Cooperative meeting (west), Village on the Green, Martinsburg, Pa.

MARCH 25-27, Annual meeting of Maryland & Virginia Milk Producers, Liberty Mountain Resort, 78 Country Club Trail, Fairfield, Pa.

Auction Guide

JAN. 15, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

JAN. 16, 11 a.m. Eberly Holstein Dairy Herd Dispersal, Newville, Pa. Sale managed by Melvin Sensenig.

JAN. 17, 12 p.m. Special Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

JAN. 17, 1 p.m. Monthly Consignment Dairy Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

JAN. 23, 10 a.m. Special Dairy Cow & Heifer Sale, Brubaker's Quality Dairy Sales, Shippens-

burg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

JAN. 24, 10 a.m. Special Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

FEB. 8, 7 p.m. Pa. Holstein Convention Sale, Gettysburg, Pa. Sale managed by Pa. Holstein Association.

MARCH 6, 10 a.m. Know What You Buy Heifer Sale, Middletown, Pa. Sale managed by Pa. Holstein Association.

MARCH 22, 11 a.m. DVU Green & Gold Sale, Doylestown, Pa. Sale managed by Pa. Holstein Association.

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Judi Collinsworth Memorial Scholarships presented

BRATTLEBORO, Vt. — Holstein Association USA has named two college students as recipients of the National Judi Collinsworth Outstanding Junior Exhibitor Memorial Scholarship.

Receiving the top \$1000 scholarship is Jacob Harbaugh of Marion, Wisconsin. He attends the University of Minnesota where he is studying animal science with an emphasis in industry and business. He is also pursuing a minor in applied economics and hopes to take on a managerial role on a dairy farm or pursue a career in sales after graduation.

"I am forever grateful for the opportunity to travel and learn new things because of the Holstein cow, and I am excited to pursue a career in the dairy industry because of these many experiences," Jacob says.

Receiving the \$500 scholarship is Keenan Thygesen of Tunbridge, Vermont. Keenan is also a student at the University of Minnesota studying animal science with a concentration in industry and business. After graduation he plans to launch his own auctioneering and real estate business specializing in livestock, farm equipment, and estate auctions.

Keenan placed fourth in the Senior Dairy Jeopardy contest at the National Holstein Convention for the past two years



Jacob Harbaugh



Keenan Thygesen

and was recognized as a Distinguished Junior Member in 2024. He has also exhibited several prize-winning Registered Holsteins and was recognized with the Merle Howard Award from World Dairy Expo in 2022. He is thankful for the many mentors who have helped shape his path and supported his dreams in the dairy industry.

"These lessons have given me the confidence to continue supporting others in the Holstein community and to keep giving back in meaningful ways," Keenan says.

Scholarship recipients must be a National Junior Holstein member and enrolled in a 2- or 4-year college or university. Youth must also have exhibited their animal at a National Junior Holstein Show during the current show season. Applicants are judged on their leadership profile, Holstein involvement and interest, and participation in other activities.

Judi Collinsworth worked at Holstein Association USA in Brattleboro, Vermont as the executive director of Member and Industry Relations. She spent a great deal of time working to improve and expand the programs available to Holstein youth and was responsible for telemarketing, member-related programs, state association communications, member services, and Association external affairs.



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HPAI preventive measures take effect in Maryland

ANNAPOLIS, Md. — The Maryland Department of Agriculture (MDA) and the Maryland Department of Health (MDH) are requiring mandatory testing of regulated raw milk in Maryland. Effective as of January 1, the measure aims to enhance surveillance of Highly Pathogenic Avian Influenza (HPAI) in dairy cattle and to prevent the spread of the disease within Maryland.

Given Maryland's diverse livestock industry, including significant commercial poultry operations and numerous backyard flocks, it is critical to implement strong detection and mitigation measures to protect both the poultry and livestock sectors from devastating losses.

In a proactive effort to combat HPAI and safeguard Mary-

land's agricultural industry, MDA and MDH have issued a statewide testing mandate, which includes:

- Cooperatives and milk processors marketing milk products from Maryland dairy farms must submit milk samples from each farm every 14 days.
- Small processors marketing milk products must provide milk samples every 30 days.
- Pet food dairies (including dairy cattle or dairy goats) must submit milk samples every 14 days.

Testing will be conducted at the Maryland Animal Health Laboratory in Salisbury, at no cost to farmers, milk processors, or haulers. In the event of a positive HPAI test, the Departments will work closely with the processor to identify the affected farm. The MDA's Animal Health Program will then take additional samples to confirm the farm's HPAI status. At the same time, MDH will work with the farm and MDA to protect the health of the farmworkers and the public.

If a positive case is confirmed, the Department will collaborate with the affected dairy farm to ensure business continuity. This includes providing guidance on biosecurity measures to mitigate risk and allow for the continued shipping of milk, while preventing further spread to other farms.

HPAI can have severe, long-term consequences for dairy herds, as the disease spreads rapidly, leading to significant losses in milk production and overall herd productivity. Moreover, HPAI remains fatal for domestic poultry, making early detection essential to protecting animals, workers, and the industry as a whole.

Biosecurity remains the best defense against HPAI, and the Maryland Department of Agriculture offers information and assistance to help farmers strengthen their biosecurity practices. The Department encourages all Maryland dairies to test any cow showing symptoms of HPAI.

For questions about the testing program, please contact the MDA's Animal Health Program at 410-841-5810 or email MD.DairyHPAI@maryland.gov. A list of Frequently Asked Questions is also available on the Department's website.



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Here's what you'll be missing if you don't attend

HARRISBURG, Pa. – Dairy producers, professionals, and young dairy leaders looking to start designing their tomorrow today will not want to miss the Pennsylvania Dairy Summit. Featuring more than 16 dynamic speakers, the 2025 event will take place on February 5-6 at the Penn Stater Hotel and Conference Center in State College, Pa.

“The most important thing for ‘designing your tomorrow today’ (the theme of this year’s Dairy Summit) is vision. With no vision, there is no goal to strive for. Find your vision, write it down, and begin planning what you must do to reach that vision,” said Brooks Long of Deliteful Dairy, one of the dairy producer panelists at the upcoming Dairy Summit.

Hosted by the Professional Dairy Managers of Pennsylvania and Center for Dairy Excellence, the Dairy Summit will feature keynote speakers who will lead timely sessions on a variety of topics, including finding your purpose and how it fits into the future of dairy, farming with a people-first culture, emerging markets for fluid dairy, and interfacing with consumers.

Several dairy producers from Pennsylvania, Maryland and beyond will also lead sessions focused on public perception, climate-smart practices, cropping strategies and more. The following sessions will feature dairy producers:

- **Building for Tomorrow Today**, a producer showcase with Caleb and Alice Crothers of Long Green Farms. When it comes to designing your tomorrow, the pathway to chasing dreams and achieving goals is never linear. Marylanders Caleb and Alice both have non-traditional journeys and careers that eventually led them back to their family’s eighth-generation, 150-cow dairy farm. Learn from their experience interfacing with consumers, farming with sustainability and heritage in mind, and their mindset for achieving goals.

- **Farming for the future in a world where people know their farmers**, a producer showcase with David Moser of Oakridge Dairy where a rotary milking parlor, environmental responsibility, and the idea of supplying milk direct to consumers are the notions driving change. It’s all part of their mindset of staying ahead of the curve and building a future where people know their farmers.

- **Does climate-smart equal farm-smart?** a



When they'll be talking about designing your tomorrow, this is not likely what Dairy Summit speakers have in mind. Photo by Dieter Krieg

producer panel with Paul Mason of Mason’s Chrome View and Others (Breakout Session). From incorporating NOP3 into your ration to changing how you handle your cow manure, dairy farms are being inundated by opportunities to embrace “climate-smart” on your dairy. But is it really right for you? Hear from three producers who will share what they did and how it impacted their bottom line.

- **Feeding for fat: Do high-oleic soybeans fit?** Panel with Dr. Harvatine and dairy producers. High-oleic soybeans have been around for more than 10 years, but are they making their way into more and more dairy rations – especially with the current drive toward higher components?

- **The power of public perception: The good & bad of interacting with consumers**, a producer panel discussion with Brooks Long, Alice and Caleb Crothers, and Beth Meyer. From navi-

gating through a crisis situation to knowing what to say and what not to say to the public, these producers will give their firsthand experience interacting with consumers in their community.

At the opening night Young Dairy Professionals Reception, attendees will hear from a panel of young professionals who will share their experiences and career advice in the dairy industry. Casi Long, a dairy producer and owner of Kolb’s Farm Store in Chester County, Pa. will be one of the panelists. She plans to share her story as a young, first-generation dairy farmer who is actively involved in her community.

“If there is one thing I have learned as a first-generation farmer, it is that even the biggest and wildest dreams are obtainable. The biggest piece of advice I can give is to never give up. Even if your path takes a few turns you weren’t expecting, or you encounter a roadblock, that doesn’t mean you won’t reach your goal in the end,” said Casi Long, one of the dairy producer panelists at the Dairy Summit. “Whether your goal is to increase your herd size, change over from a parlor to robots, or become a better dairy leader, being able to adapt and overcome challenges is vital.”

Visit www.padairysummit.org to register today and view the full program. Producer discounts will automatically be applied during the registration process. To apply for the Young Dairy Professionals scholarship, applications must be submitted by January 16, 2025. Visit www.padairysummit.org and click on “Young Professionals” on the top right.

Contact the Pennsylvania Dairy Summit Business Office with questions or to learn more about sponsorship opportunities. Call 814-355-2467 or email info@padairysummit.org.

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Raw milk business makes farm flourish in multiple ways

By DIETER KRIEG
Farmshine Editor

EASTON, Pa. — “It smells amazing in here! You folks do it right!”

Those words are music to any host and when heard in a humble, cozy dairy store, it says a lot about the place. Indeed, this writer overheard precisely those comments coming from a woman who had just walked into the warmth of the store on a brutally cold January afternoon.

Accompanied by her mother, the two women had come to purchase a birthday cake that’s made on the premises. But before that happened, we witnessed a cordial and cheerful reunion between the customer and the proprietor, including a hug. As it turned out, the woman hadn’t been in the store for five years; she had moved to Vermont and was back in the area. A stop at Klein Farms Dairy & Creamery was essentially a “must,” she told Layne Klein and his wife, Beth, who was seated nearby.

Can compliments and appreciation for people and their products reach a higher standard than what we witnessed?

Perhaps equalled, but “higher” is unimaginable. The spontaneous, happy encounter was brief, but nevertheless meaningful, memorable and impressive.

Meanwhile, the Registered Holsteins that are housed 200 yards behind the store are equally imposing for their appearance, temperament and performance. Many of them are Excellent; the BAA is 109.0. They are under the watchful eye and care of the fourth



Beth and Layne Klein have worked with a positive attitude and focused ambition to get to where they are today.
Photos by Dieter Krieg

generation to farm here, Jacob and Amanda Klein, whose dedication to integrity and quality parallels what we saw in the store. (More about them and their herd will appear in a future edition of *Farmshine*).

Considering that the “whole place” is open to the public seven days a week, there’s no tolerance for negative impressions. And there aren’t any. From calf pens to tie-stalls to bulk tank and quaint country store, the image is real-life beautiful and inviting with home-spun hospitality to match.

The family sells raw milk and a variety of other products that have consumers coming from as far away as New York City.

Break a leg

If there’s any truth to the idiom “break a leg” (meaning good luck) then let it be known that Layne had his right leg broken. Indeed, it was because of that excruciatingly painful mishap on November 1, 2002, that the Kleins’ dairy farm evolved into what it is today.

“I was trying to assist a downed cow get on her feet when she fell on me,” Layne explained. Our family dairy farm was just like any other before my accident,” he affirmed. “We didn’t know what to do,” he said of his being sidelined for several months. “Milk prices were low, we were short on feed and short on labor.” Quit or continue was the burning question of the time.

After careful consideration of their options, the decision was made to sell the milking herd the following year (2003). But the calves and heifers would stay. Later that same year the family explored raw milk sales and cheese making.

“We decided to milk 20 cows and make cheese,” Layne smiled. Needless to say, the decision required money for equipment, dedication and guts. The only ingredient they were short on was money, so they borrowed and looked for grants.

The family was all in with the decision and so the process of visiting other small creameries began in order to tackle the learning curve. They looked in on creameries as far away as Ohio, where they found not only tips for the trade but also some used equipment for sale.

Not to be forgotten are the required permits and inspections. “We have our raw milk license from the state,” Layne guaranteed.

Next step: Converting an old chicken shed into a creamery and an adjacent second shed into a store. They still stand along a path to the barn, like something you might expect to see in Disney’s Frontierland, appropriately weathered and worn but in good shape.

During their first week in business they had two gallon jugs and four half-gallon containers of raw milk go out the door. It wasn’t an encouraging start, to say the least. But more and more customers came as word of their unique, delicious and wholesome product spread through the community. There was indeed a demand for it.

Cheeses — soft and hard — as well as plain, flavored and drinkable yogurts and a couple of other specialty products have been added to the inventory. Completing

turn to page 9

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Raw milk from page 8

the selections are baked goods made in their own bakery / kitchen and locally sourced meats and produce.

The posted inspection certificates are a source of confidence and pride for both the producer and consumer, according to Layne. "We strive for quality across the board and follow all the rules. As raw milk sellers we're inspected twice a month and the state inspector comes three times a year," he pointed out. Purity and quality is what it is all about at this modest family farm nestled in the foothills of the Pocono Mountains.

"We cater to the regular customer," Layne continued, but it's also true that some unusual customers have come to their door. For example, ethic groups in the Bronx who buy up to 300 gallons of raw milk at a time. An Ecuadorian lady buys up to 80 gallons when she comes. "A lot of our customers represent ethnic groups," Layne confirmed.

"Soon after our store opened in 2004, off-site places began asking for our products," Layne continued. "Today we have 40 wholesale accounts, including Shop-Rite markets and because of increasing volumes we'll soon be replacing our 10-foot box truck for a 15-footer." Routes include the Poconos region, the Lehigh Valley, downtown Easton and central New Jersey. On average they sell 1700 gallons of raw milk per week. Any excess production from their 70-some cows is picked up by DFA.

As news of their thriving business spread, it wasn't just customers who came. A few weeks ago an entire busload of students from North Carolina State University's Veterinary School stopped in for a tour. And in 2021, when the National Holstein Convention was held in Lancaster, Pa., Kleins' Registered Holsteins as well as the creamery were included in the "Cows to Cones Tour."

By then a new store had been built closer to the road. Layne remembers Simeon Stoltzfus of White Horse Construction stopping in



Pictured is the cow cuddling area which provides enjoyment, therapy or both. Other attractions include a petting zoo and picnic pavilion.

one day and completing a drawing of the imagined building in about 10 minutes. He was impressed. "Come April, we'll have been in this new building for 9 years," he said happily.

While Simeon was responsible for the exterior walls, floor and roof, an acquaintance by the name of Daniel Duffin took care of all inside details, with ice cream very much on his mind. He became a partner in the frozen treats business with Layne and Beth. It's worthy of a story in its own right but suffice it to say that the ice cream served here is second to none. "Quality ingredients and 14 percent butterfat are the keys," affirmed Layne.

"There's still room to grow," Layne said

confidently. "This area is the third most populous region in the state, after Philadelphia and Pittsburgh," he explained. What's more, they've already entered the agri-tourism arena with corn mazes and hay rides, both of which are free. Tours for school children by the busloads have been going on for years. A petting zoo and picnic pavilion are also on the premises.

Meaningful connections have been made to last. "People like to think of our farm as their farm," Layne smiled happily. "They know the farmer."

Being the outgoing type, when Layne greets people, you see contagious happiness in his smile and eyes. His large hand shaking

yours adds to the friendly feeling.

At the conclusion of the interview, Layne mused: "This kind of fell into our lap," choosing to overlook the hard work, dedication and sacrifices. It may not have been easy but one thing is certain. The family lives by these four words which we distinctly heard Layne say:

"No discouraging. Only encouraging." The 4-word mission statement has rubbed off on all the family and it's truly the formula that makes farm transitions from generation to generation possible.

Some concluding words of advice followed: "If you're going into something like this kicking and screaming, you should not do it."

Delaware State DHIA

DECEMBER 2024

Kent

GREGG & STEPHANIE	37 HO	4.1	799	90.5
JENAMY FARMS	285 HO	4.2	849	90.4
GREGG & STEPHANIE	55 XX	4.3	733	83.3
GREGG & STEPHANIE	18 JE	4.7	603	67.0

New Castle

UNIVERSITY OF DELAWARE	64 HO	4.5	910	112.0
VARI, V. JOSEPH	138 HO	3.6	791	81.1
EMERSON, ROBERT L.	184 HO	4.3	749	79.5
EMERSON, ROBERT L.	210 HO	4.4	731	79.4
EMERSON, ROBERT L.	26 XX	4.6	595	75.2

Sussex

BAILEY, J. E. & SONS	294 HO	4.5	777	89.0
JOHN A. MILLS	160 JE	5.6	686	74.9
JOHN A. MILLS	160 JE	5.6	685	74.9
HEATWOLE, JERREL & A	48 HO	4.2	640	72.0

New Jersey DHIA

DECEMBER 2024

Central Jersey / Hunterdon

CEDAR LANE FARM LLC	55 HO	29767	1210	885
MIDDLEBUSH FARMS, INC.	73 HO	20425	873	654
CEDAR LANE FARM LLC	16 JE	18552	993	654
WENGRYN, JANET	34 HO	20638	818	637
HERDS WITH A RHA SCC LESS THAN 200,000				
CEDAR LANE FARM LLC	HO	88	55	
CEDAR LANE FARM LLC	JE	111	16	
MIDDLEBUSH FARMS, INC.	HO	114	73	
WENGRYN, JANET	HO	172	34	

BEILER, KEVIN	89 HO	26552	1019	832
HERDS WITH A RHA SCC LESS THAN 200,000				
MYERWOOD FARMS	HO	163	540	

Sussex

LOCKBURNER, MARK F	60 HO	26576	979	864
VANDERGROEF	116 HO	27132	1069	812
BYACRE HOLSTEINS LLC	118 HO	24209	865	717
DECKERTOWN HOLSTEINS	72 HO	20104	744	628
SPRING HOUSE DAIRY	66 XX	18288	822	623
HERDS WITH A RHA SCC LESS THAN 200,000				
SPRING HOUSE DAIRY	XX	155	66	
LOCKBURNER, MARK F	HO	185	60	

South Jersey

MYERWOOD FARMS	540 HO	29053	1152	902
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Warren

BRETT BALDWIN	50 HO	23495	986	732
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PA No-Till Alliance

Winter Soil Health Meetings

REGISTER NOW!

Tuesday, January 21, 2025
Thursday, January 23, 2025

Keynote Speaker

Jay Fuhrer at both meetings

January 21, 2025
East Grove Church - 1167 Belmar Road
Franklin, PA 16323 (Venango County)

8:00-8:45 - Registration and visit with sponsors/exhibitors
8:45-9:00 - Welcome and Announcements - Jim Hershey
9:00-10:00 - Keynote, Jay Fuhrer: "Why Healthy Soils Matter"
10:00-10:45 - Mike Ohler: "My Journey with No-Till and Cover Crops"
10:45-11:15 - Dean James: "Fencing to Reduce Deer Damage"
11:15 - 12:00 - Sjoerd Duiker, PSU Extension & AJ O'Neil: "Grazing Cover Crops"
12:00-1:00 - Lunch and Visit with Exhibitors
1:00-1:30 - Venango Co. Conservation District Programs
- Sponsor Comments, Polk Demonstration Property (Jane)
1:30-2:15 - Jay Fuhrer: "Managing Your Soils for Weather Extremes"
2:15-3:00 - Farmer Panel: "Changes We've Seen Since No-till & Cover Crops"
3:00-3:45 - Local Panel: The Western PA Experience with No-Till & Cover Crops
3:45 - 4:00 - Closing Comments

January 23, 2025
Buffalo Community Church- 4445 Hoffa Mill Road
Lewisburg, PA 17837

8:00-8:45 - Registration and visit with sponsors/vendors
8:45-9:00 - Welcome and Announcements - Jim Hershey
9:00-10:00 - Keynote - Jay Fuhrer: "Why Healthy Soils Matter"
10:00-10:45 - "Effective weed control: Getting Ahead of Palmer Amaranth"
10:45-11:15 - "Fencing to Reduce Deer Damage"
11:15-11:30 - "A Look at the Country View Feed Processing Plant"
11:30 - 12:00 - "Managing Spring Covers & Planting Green"
12:00-12:45 - Lunch and Visit with Exhibitors
12:45-1:00 - Sponsor Comments
1:00-1:30 - Recognition of "No-Till Pioneers"
1:30-2:15 - Jay Fuhrer: "Managing Your Soil for Weather Extremes"
2:15-3:00 - Rob Meinen: "The Pros and Cons of Manure Injection"
3:00-3:45 - Farmer Panel: Making Small Management Changes Based on Testing Results
3:45 - 4:00 - Closing Comments
4:00 - Adjourn

PA No-Till Alliance 2025 Membership Application/Meeting Registration

Individual Membership: \$50.00
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Please register me for the winter meeting on: Jan. 21st _____ Jan. 23rd _____

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← January 21 January 23 →

Questions? Contact Jay Howes @ jhowes@pennag.com or 717-574-4510.



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Adams

HILLCREST DAIRY	330 HO	24867	1004	781
CIRCLE CREEK HOL.	228 HO	24063	974	756
SPUNGOLD HOLSTEINS	97 XX	20687	823	653
KENNETH WENGER	239 XX	18863	923	635
HERDS WITH A RHA SCC LESS THAN 200,000				
CIRCLE CREEK HOL.	HO	96	228	
SPUNGOLD HOLSTEINS	XX	114	97	

Armstrong

SCOTT BOWSER	42 HO	25298	963	796
SHIREY FARM	95 HO	23337	845	700
LARA WILSON SHIELDS	28 HO	19479	716	614

Beaver

WALLACE CITY FARM	54 HO	20996	839	697
FISCHERS WINDY RIDGE	36 JE	16596	840	607
BREEZE RIDGE FARM LLC.	76 BS	17579	728	580
BREEZE RIDGE FARM LLC.	75 BS	17612	728	580
HERDS WITH A RHA SCC LESS THAN 200,000				
BREEZE RIDGE FARM LLC.	BS	132	76	
BREEZE RIDGE FARM LLC.	BS	133	75	
FISCHERS WINDY RIDGE	JE	194	36	

Bedford

GLENDON EBY	152 HO	23191	923	719
MANOR MEADOWS FARM	106 HO	19178	747	609
MICHAEL	61 HO	16534	622	516
HERDS WITH A RHA SCC LESS THAN 200,000				
GLENDON EBY	HO	121	152	

Berks

MISTY MOOR HOLSTEINS	77 HO	31649	1303	1031
DAVIEY FARM	64 HO	31825	1275	1021
CYRUS & JENNY GEHRINGER	99 HO	30406	1156	925
MERLIN & CRYSTAL GOOD	89 HO	29070	1160	919
SUNRISE FARM	44 HO	29785	1146	885
LARRY GRUMBINE	155 HO	27892	1147	879
ADAM NOLT	40 HO	28650	1105	876
EARL HAFFER & SONS	227 HO	28459	993	874
SHAYNAH KEE FARM	81 HO	28903	1050	867
DON & AMY RICE	93 HO	28481	1081	864
MICHAEL HAAG	90 HO	27037	1154	858
KIRBYVILLE HOLSTEINS	94 HO	26440	1129	851
MARTIN & MISSY MOYER	74 XX	28125	990	850
WALNUTRIDGE HOLSTEINS	124 HO	26443	1098	847
JAY GRUBE	90 HO	26481	1033	844
DON & AMY RICE	109 HO	27267	1054	839
SCATTERED ACRES, INC.	380 HO	26447	1099	826
NORTHKILL CREEK FARM	106 XX	25875	1017	824
VISTA GRANDE FARM	235 HO	26127	1063	810
BRYAN YOUNKER	97 HO	24898	972	810
WAY HAR FARMS	287 HO	25618	986	793
ARDOONIE FARM, INC.	170 HO	23288	1006	781
VISTA GRANDE FARM	285 HO	24784	1025	776
CRM FARM	79 HO	23395	885	769
WAY HAR FARMS	309 HO	24717	954	767
OLEY TURNPIKE DAIRY	165 HO	22614	973	761
ARLAN KRICK	113 HO	25337	936	755
JAMES & JAN ADAM LLC.	121 HO	22575	754	749
DAVID WOLFSKILL	329 HO	25396	1197	744
J. & MONICA HUNSBERGER	58 HO	23311	899	734
CEGAR CREEK DAIRY LLC.	115 HO	23491	915	719
YOUNGERS PRIDE	64 HO	22288	939	712
WHIRLWIND ACRES	163 HO	22015	891	702
DON & AMY RICE	16 XX	20264	898	694
KAIZEN HOLSTEINS	68 HO	20024	881	668
KAIZEN HOLSTEINS	68 HO	20014	881	667
R. LOST CREEK FARM	62 HO	20785	735	658
VISTA GRANDE FARM	28 JE	19140	884	655
SHOW TOP FARMS	190 HO	20269	861	629
BEN & CAIT ROHRBACH	54 HO	19925	790	610
FURNACE STREAM FARM	31 HO	19153	679	602
VISTA GRANDE FARM	18 GU	16792	782	550
HERDS WITH A RHA SCC LESS THAN 200,000				
CRYSTAL SPRING FARM	HO	100	118	
ADAM NOLT	HO	114	40	
VISTA GRANDE FARM	JE	118	28	
NORTHKILL CREEK FARM	XX	119	106	
MERLIN & CRYSTAL GOOD	HO	126	89	
CYRUS & JENNY GEHRINGER	HO	136	99	
J. & MONICA HUNSBERGER	HO	141	58	
DON & AMY RICE	HO	148	109	
DON & AMY RICE	HO	148	93	

DON & AMY RICE	XX	149	16	
BEN & CAIT ROHRBACH	HO	150	54	
MISTY MOOR HOLSTEINS	HO	157	77	
WAY HAR FARMS	HO	158	309	
WAY HAR FARMS	HO	158	287	
CRM FARM	HO	159	79	
WAY HAR FARMS	XX	160	23	
SCATTERED ACRES, INC.	HO	163	380	
MICHAEL HAAG	HO	167	90	
SUNRISE FARM	HO	185	44	
LARRY GRUMBINE	HO	187	155	
KIRBYVILLE HOLSTEINS	HO	197	94	
CEGAR CREEK DAIRY LLC.	HO	198	115	

Bradford

WALKER DAIRY	66 HO	25275	1036	823
GLENORA RIVER ACRES	280 HO	25870	1057	804
CHAMPDALE FARM	114 HO	22222	903	687
JAMES & GABRIELLE SHEDDEN	83 HO	22016	858	673
WM CAR WMS FARMS	88 HO	19776	801	630
PECK HILL FARMS	180 HO	19045	802	612
NATE JUDSON	40 HO	18255	795	606
REAGAN FARMS	72 HO	18001	714	562
HERDS WITH A RHA SCC LESS THAN 200,000				
DENISE FEUSNER	JE	81	38	
GLENORA RIVER ACRES	HO	137	280	
JAMES & GABRIELLE SHEDDEN	HO	180	83	

Bucks

BRENDA & JIMMY HARRIS	64 HO	26340	1098	853
MARWELL DAIRY FARM	64 HO	26608	983	800
HERDS WITH A RHA SCC LESS THAN 200,000				
BRENDA & JIMMY HARRIS	HO	127	64	

Butler

THIELE FARM	45 HO	29294	1186	889
HARTZELL FARM	277 HO	27804	1025	845
DROVERS INN	145 HO	26731	1042	839
COLTON & JEN SCHIEVER	154 HO	25655	1081	807
UNDER GRACE DAIRY	52 HO	26029	956	781
FOUR SEASONS FARM	54 BS	21199	892	762
FOUR SEASONS FARM	67 BS	20942	899	759
FOUR SEASONS FARM	13 XX	19937	939	750
JAY RENO	23 HO	22065	825	694
HERDS WITH A RHA SCC LESS THAN 200,000				
FOUR SEASONS FARM	XX	139	13	
UNDER GRACE DAIRY	HO	158	52	

Cambria

BRENT LOWMASTER	174 HO	26994	1124	879
VALE WOOD DAIRY	291 HO	26141	1081	871
BARR RIDGE FARM LLC.	175 HO	25436	1068	847
HERDS WITH A RHA SCC LESS THAN 200,000				
VALE WOOD DAIRY	HO	89	291	
BARR RIDGE FARM LLC.	HO	149	175	
BRENT LOWMASTER	HO	183	174	

Centre

MURMAC FARMS	1885 HO	32277	1381	1048
PENNDLELL FARMS	80 HO	28669	1163	893
PENN STATE UNIVERSITY	268 HO	27579	1135	869
S. & J. SWARTZ	76 HO	26006	988	817
D.J. & THELMA GLICK	71 HO	26329	1008	812
KENNETH C. GEPHART	66 HO	25404	1016	797
HAAGEN FARM	35 HO	24343	1076	783
MITCHELL BROWN	61 HO	24089	994	767
JACHAR FARM LLC.	123 HO	24276	1223	757
NITTANY RIDGE HOLSTEINS	67 HO	23671	965	724
ROD & BIL BRUSS	52 HO	21724	866	710
BARBARA ROSSMAN	76 HO	22161	839	672
HAROLD E. HARPSTER	59 JE	17655	1044	656
HERDS WITH A RHA SCC LESS THAN 200,000				
D.J. & THELMA GLICK	HO	80	71	
HAAGEN FARM	HO	137	35	
MURMAC FARMS	HO	140	1885	
PENN STATE UNIVERSITY	HO	151	268	

Chester

ROY & RUTH ANN BENDER	134 HO	33866	1381	1057
ROY & RUTH ANN BENDER	221 HO	32113	1307	992
WALMOORE HOLSTEINS	1098 HO	31152	1225	978
ONE WAY HOLSTEIN	151 HO	29906	1203	927
ROY & RUTH ANN BENDER	88 HO	29497	1196	895
DREAM RIDGE HOL. LLC.	75 HO	26532	1056	825

BROOKVILLE FARMS	79 HO	24913	982	758
HERBETH FARMS	67 HO	23758	978	755
MAPLE HALL	65 HO	24644	833	753
DUANE STOLTZBUS	48 HO	20459	856	645
HERDS WITH A RHA SCC LESS THAN 200,000				
WALMOORE HOLSTEINS	HO	126	1098	
ROY & RUTH ANN BENDER	HO	146	134	
ONE WAY HOLSTEIN	HO	151	151	
ROY & RUTH ANN BENDER	HO	152	221	
ROY & RUTH ANN BENDER	HO	164	88	

Clarion

HENRY FARMS OF KNOX LLC.	91 HO	27684	1086	875
HERDS WITH A RHA SCC LESS THAN 200,000				
HENRY FARMS OF KNOX LLC.	HO	103	91	

Clearfield

KENNIS DAIRY FARMS	106 HO	27170	1117	886
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Clinton

MEYER DAIRY FARM LLC.	232 HO	24780	1059	802
SCENIC MEADOWS FARM	55 HO	23070	1094	707
STEPHEN F. & SADIE G. LAPP	56 HO	19408	770	573
HERDS WITH A RHA SCC LESS THAN 200,000				
MEYER DAIRY FARM LLC.	HO	76	232	
STEPHEN F. & SADIE G. LAPP	HO	142	56	

Crawford

FOSTERS FAMILY FARM	110 HO	25697	1128	863
TRCP FARM LLC.	12 BS	26143	1061	854
TRCP FARM LLC.	101 HO	27177	1053	846
TRCP FARM LLC.	79 HO	27421	1043	838
JOSEPH M. VORISEK	62 XX	25233	970	797
TRCP FARM LLC.	12 XX	24150	1030	785
HERDS WITH A RHA SCC LESS THAN 200,000				
FOSTERS FAMILY FARM	HO	143	110	
TRCP FARM LLC.	BS	176	12	
JOSEPH M. VORISEK	XX	178	62	
TRCP FARM LLC.	HO	199	101	
TRCP FARM LLC.	HO	199	79	

Cumberland

BRYMESSEY FARMS	251 HO	30693	1342	992
MATHEW WEAVER	112 HO	24269	971	779
BARRICK'S DAIRY LLC.	66 HO	25927	964	733
LEHMAN VIEW FARMS LLC.	96 HO	23091	976	723
J&S DAIRY	75 XX	21442	864	696
HENSEL	78 HO	20451	856	686
FOUNTAINVIEW	96 HO	21062	723	654
FOUNTAINVIEW	114 HO	19416	694	614
HERDS WITH A RHA SCC LESS THAN 200,000				
BRYMESSEY FARMS	HO	97	251	
LEHMAN VIEW FARMS LLC.	HO	131	96	
HENSEL	HO	137	78	
MATHEW WEAVER	HO	138	112	
BARRICK'S DAIRY LLC.	HO	152	661	

Dauphin

TY & TRACY LONG	124 HO	26893	1016	819
WINDY KNOLL FARM	47 HO	25771	912	765
LEHMANSTEAD FARMS	163 HO	23015	991	758
HERDS WITH A RHA SCC LESS THAN 200,000				
TY & TRACY LONG	HO	189	124	

Elk

PIERRE PONTZER	85 HO	20054	846	628
PAUL SWANSON	55 HO	17817	733	602
HERDS WITH A RHA SCC LESS THAN 200,000				
PIERRE PONTZER	HO	173	85	

Erie

TWIN CREEKS FARM LLC.	543 HO	28249	1165	899
LIND FARM	66 HO	21512	884	701
KIDSTREAT	118 HO	21459	914	693
PALNEL FARM	118 HO	20149	863	675
HERDS WITH A RHA SCC LESS THAN 200,000				
TWIN CREEKS FARM LLC.	HO	164	543	
ROGER GILKINSON	XX	178	42	
LIND FARM	HO	179	66	

Fayette

JACKSON FARMS	127 HO	22906	875	716
HERDS WITH A RHA SCC LESS THAN 200,000				
JACKSON FARMS	HO	146	127	

Franklin

WINDY KNOLL FARM	108 HO	29537	1141	947
DAVID BRICKER	63 HO	30180	1190	922
MIDDOUR FARMS LLC.	125 HO	27225	1134	865
STEVEN E. RUBY	197 HO	28166	1103	858
GUILSIDE FARM	216 HO	26630	1116	852
PECKMAN HOMESTEAD	99 HO	25		



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BYLER VIEW LLC	120 HO	24113	1034	812
DAVID C. YODER	107 HO	25982	974	804
ROBERT & LISA PEACHEY	85 HO	25997	940	802
SHAWN & EMILY YODER	105 HO	24836	988	786
WILLOWS FARM	97 HO	24053	1173	784
LAVERN M. KING	84 HO	24336	942	760
NATHAN & EUNICE YODER	74 HO	23725	1008	758
LOREN K. YODER	95 HO	23815	1024	744
JASON & LORI KAUFFMA	104 HO	23612	954	734
JOHN SPICHER	93 HO	22388	899	734
JOE & KRISTIN DIEHL	254 JE	18614	946	691
JONAS & LYNETTE KING	71 HO	21069	842	629
JOSH RENNINGER	43 HO	20395	830	618
CALVIN & ELVA YODER	80 HO	19011	757	592

HERDS WITH A RHA SCC LESS THAN 200,000				
BLESSED ACRES DAIRY	HO	56	55	
BLESSED ACRES DAIRY	HO	58	47	
WILLOWS FARM	HO	63	97	
CALVIN & ELVA YODER	HO	95	80	
JOHN SPICHER	HO	97	93	
PEACHCREST HOLSTEINS	HO	103	128	
MIMOSA VIEW FARM	HO	104	65	
FROG MEADOW FARM	HO	109	86	
DERRY MUSSER	HO	111	121	
BYLER VIEW LLC	HO	114	120	
NATHAN&EUNICE YODER	HO	122	74	
WOODEDGE FARM LLC	HO	142	177	
ROBERT & LISA PEACHEY	HO	142	85	
TITUS R. PEACHEY	HO	151	127	
KISH VIEW FARM	HO	166	664	
AUDREY GAY RODGERS	AY	166	39	
VERNAH HOLSTEINS	HO	177	61	
LAVERN M. KING	HO	186	84	

Montgomery				
MERRYMEAD FARM	61 HO	33747	1306	1045
HERDS WITH A RHA SCC LESS THAN 200,000				
MERRYMEAD FARM	HO	25	61	

Northampton				
JOAN A. WILLIAMS	125 HO	23566	978	716
RALPH HAHN	101 HO	23266	963	706
EXCELSIOR FARMFLECK	59 HO	19755	776	655
EXCELSIOR FARMFLECK	67 HO	18964	751	635
JOHN BOCKO	27 HO	18626	752	575
KOCHLER FARM	39 HO	18092	682	532
HERDS WITH A RHA SCC LESS THAN 200,000				
KOCHLER FARM	HO	122	39	
JOAN A. WILLIAMS	HO	144	125	

Northumberland				
SHULTZ HILLSIDE DAIRY	81 HO	29206	1171	913
SHULTZ HILLSIDE DAIRY	88 HO	28927	1160	907
SPRING LAKE DAIRY	106 HO	27321	1180	895
FAUS FARMS	127 HO	27444	1118	853
PAUL SCHMIDT	173 HO	24179	972	763
WAYNE KLOCK	42 HO	23437	950	740
HERDS WITH A RHA SCC LESS THAN 200,000				
SPRING LAKE DAIRY	HO	108	106	
FAUS FARMS	HO	129	127	
PAUL SCHMIDT	HO	173	173	
WAYNE KLOCK	HO	181	42	

Perry				
LOY ACRES LLC	98 HO	32030	1184	928
M. W. SMITH FARMS	800 HO	28934	1236	902
LOGAN M. BOWER	618 HO	29130	1173	901
CARL & BRENT MCMILLEN	89 HO	27601	1089	863
MELVIN S. WEAVER	104 HO	26296	1124	831
MERLE NOLT	47 HO	27532	1081	831
LENARD & AMY KRESGE	155 HO	25566	1048	807
BLAINVIEW FARM LLC	128 HO	25336	1010	795
KRETZ FARMS, INC.	398 HO	24615	932	765
INNERST FARM	298 HO	23038	1021	732
HERDS WITH A RHA SCC LESS THAN 200,000				
MERLE NOLT	HO	84	47	
LOY ACRES LLC	HO	85	98	
MELVIN S. WEAVER	HO	93	104	
M. W. SMITH FARMS	HO	96	800	
BLAINVIEW FARM LLC	HO	151	128	
CARL & BRENT MCMILLEN	HO	161	89	

Potter				
CADY FARMS	87 HO	24190	1061	786
RISSEY, DAVID & NELSA	103 HO	24235	956	732
DON & CATHY THOMPSON	53 HO	19829	801	621
EUGENE SUPPLEE	113 HO	18539	748	604

HERDS WITH A RHA SCC LESS THAN 200,000				
DON & CATHY THOMPSON	HO	181	53	
RISSEY, DAVID & NELSA	HO	190	103	

Schuylkill				
UNITED HEART HOLSTEINS	76 HO	25153	994	811
AMOS STOLTZFUS	54 HO	26345	1036	807
WIND MILL FARM	211 BS	22260	997	760
WIND MILL FARM	202 BS	22202	995	758
RYAN WOLFE	58 HO	23724	909	736
DUNN'S PRIDE HOLSTEINS	105 HO	24170	959	731
JERSEY ACRES FMS., INC.	228 JE	16604	817	634
HERDS WITH A RHA SCC LESS THAN 200,000				
UNITED HEART HOLSTEINS	HO	108	76	
RYAN WOLFE	HO	122	58	
DUNN'S PRIDE HOLSTEINS	HO	129	105	
JERSEY ACRES FMS., INC.	JE	150	228	
AMOS STOLTZFUS	HO	187	54	
WIND MILL FARM	BS	187	202	
WIND MILL FARM	BS	189	211	

Snyder				
DARE E LAND	81 HO	26874	1270	929
DARE E LAND	122 XX	24451	1215	874
ROCKINHILL DAIRY	72 HO	26840	1079	840
MABARBIL FARMS	96 HO	25929	1042	830
ROBERT & KATHY WAITE	65 XX	22675	964	766
DARE E LAND	41 JE	19486	1098	761
WARREN FAUS	66 HO	23906	966	751
BO ANN HOLSTEINS	51 HO	23394	961	718
BO ANN HOLSTEINS	56 HO	22841	950	708
WAITE N CE FARM	81 HO	20175	795	641
HERDS WITH A RHA SCC LESS THAN 200,000				
WARREN FAUS	HO	123	66	
MABARBIL FARMS	HO	125	96	
ROCKINHILL DAIRY	HO	136	72	
ROBERT & KATHY WAITE	XX	191	65	

Somerset				
PENNWOOD FARMS	550 HO	27045	1092	826
PENNWOOD FARMS	696 HO	25185	1051	787
PENNWOOD FARMS	147 JE	18288	896	641
HERDS WITH A RHA SCC LESS THAN 200,000				
PENNWOOD FARMS	JE	131	147	
PENNWOOD FARMS	HO	171	696	
PENNWOOD FARMS	HO	178	550	

Sullivan				
SCOTT & RANDY REIBSON	87 XX	21409	942	729
CRAIG BAGLEY	38 XX	18820	1052	634
HOTTENSTEIN FARM	72 HO	16667	741	523
HERDS WITH A RHA SCC LESS THAN 200,000				
HOTTENSTEIN FARM	HO	139	72	
SCOTT & RANDY REIBSON	XX	169	87	

Susquehanna				
EMPET FARMS	133 HO	29163	1107	899
BRANTSTEAD DAIRY FARM	92 HO	27486	1166	875
EMPET FARMS	168 HO	27358	1085	865
WILLIAM JONES & SONS	320 HO	26759	1199	847
COTTRELL DAIRY	48 HO	24705	904	780
ETW DAIRY, INC.	50 HO	24989	1016	760
EMPET FARMS	34 JE	20319	999	732
LLOYD & DENISE PEASE	70 HO	22134	894	704
JOHN CASTROGIOVANNI	104 HO	22769	902	686
AJOY SWISS	52 BS	18958	774	626
BILL HEWITT	69 HO	20283	718	618
COLD CREEK FARM	230 HO	18648	718	599
JOHN W. BROOKS	68 XX	18097	728	564
HERDS WITH A RHA SCC LESS THAN 200,000				
JOHN W. BROOKS	XX	59	68	
EMPET FARMS	JE	95	34	
WILLIAM JONES & SONS	HO	103	320	
EMPET FARMS	HO	116	168	
EMPET FARMS	HO	120	133	
ETW DAIRY, INC.	HO	130	50	
AJOY SWISS	BS	134	52	
COTTRELL DAIRY	HO	144	48	
BRANTSTEAD DAIRY FARM LLC	HO	177	92	

Union				
DERICK MARTIN	62 HO	28973	1064	903
FLOYD MARTIN	58 HO	28054	1085	888
JAY & AREMINA CHARLTON	81 HO	27039	1106	846
HEART & SOUL	36 HO	24857	963	808
SNODDY FARM, INC.	99 HO	24434	1015	773

HILL VIEW DAIRY	497 XX	21150	933	711
SPRUCE RUN FARM	92 HO	22204	876	682
HERDS WITH A RHA SCC LESS THAN 200,000				
DERICK MARTIN	HO	106	62	
SNODDY FARM, INC.	HO	139	99	
JAY & AREMINA CHARLTON	HO	147	81	
HILL VIEW DAIRY	XX	180	497	

Warren				
SUNSET DAIRY	617 HO	28764	1192	886
MARSHA BEARDSLEY	46 HO	22851	876	725
JAMES LEOPSKY	42 HO	16630	715	511
HERDS WITH A RHA SCC LESS THAN 200,000				
SUNSET DAIRY	HO	147	617	

Washington				
RUSH BROTHERS	221 HO	23386	1028	739

Wayne				
HIGHLAND FARMS	91 HO	27768	1249	951
JACK & ELLA CHYLE	12 HO	26192	1011	859
CHYLE LAND DAIRY	66 JE	19656	920	702
D. ELLIS DIX	47 HO	20668	790	655
TRI NON FARMS	88 HO	20783	744	639
NOAH WOROBEY	41 HO	18767	786	562
JONATHAN BURKHOLDER	83 HO	18086	727	558
DON STILES	51 HO	17202	734	552
STEEPHILL DAIRY LLC	76 HO	15631	640	513
HERDS WITH A RHA SCC LESS THAN 200,000				
HIGHLAND FARMS	HO	84	91	
D. ELLIS DIX	HO	87	47	
NOAH WOROBEY	HO	124	41	
CHYLE LAND DAIRY	JE	130	66	
TRI NON FARMS	HO	197	88	

Westmoreland				
SLICKHILL HOLSTEINS	73 HO	22300	870	722

Wyoming				
BALEWSKI DAIRY	37 HO	20975	896	697
GOODWIN FARMS	72 HO	17159	746	567
HERDS WITH A RHA SCC LESS THAN 200,000				
BALEWSKI DAIRY	HO	170	37	

York				
WALK LE HOLSTEINS	338 HO	29703	1203	972
MEADOW VALLEY DAIRY	184 HO	26611	1171	849
BAUMGARDNER FARMS LLC	213 HO	24313	1040	780
#PERRYDELL FARM	150 HO	24477	958	753
GUM TREE FARM	61 HO	23334	898	708
BARRENS VIEW FARM	82 XX	21375	898	681
DALE & DARLA DOLL	89 HO	21111	862	657
HERDS WITH A RHA SCC LESS THAN 200,000				
BARRENS VIEW FARM	XX	120	82	
BAUMGARDNER FARMS LLC	HO	121	213	
#PERRYDELL FARM	HO	173	150	
MEADOW VALLEY DAIRY FARM	HO	199	184	

DELAWARE				
Kent				
JENAMY FARMS	271 HO	25670	1053	849
GREGG & STEPHANIE KNU	36 HO	24573	972	799
GREGG & STEPHANIE KNU	54 XX	21838	904	733
GREGG & STEPHANIE KNU	18 JE	16435	773	603
HERDS WITH A RHA SCC LESS THAN 200,000				
GREGG & STEPHANIE KNU	HO	168	36	
GREGG & STEPHANIE KNU	XX	173	54	

New Castle				
UNIVERSITY OF DELAWARE	67 HO	28123	1192	910
VARI, V. JOSEPH	140 HO	24814	964	791
EMERSON, ROBERT L.	188 HO	23268	1008	749
EMERSON, ROBERT L.	213 HO	22553	983	731
EMERSON, ROBERT L.	25 XX	17082	798	595
HERDS WITH A RHA SCC LESS THAN 200,000				
EMERSON, ROBERT L.	XX	180	25	
VARI, V. JOSEPH	HO	185	140	
UNIVERSITY OF DELAWARE	HO	191	67	

Sussex				
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BAILEY, J. E. & SONS, INC.	274 HO	24205	1022	777
JOHN A. MILLS	156 JE	19046	1006	686
JOHN A. MILLS	155 JE	18996	1006	685
HEATWOLE, JERREL & A	51 HO	19712	790	640
HERDS WITH A RHA SCC LESS THAN 200,000				
BAILEY, J. E. & SONS, INC.	HO	188	274	

MARYLAND				
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Baltimore				
MAYS DAIRY	158 XX	23699	952	786

Carroll				
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COLDSPRINGS FARM	1275 HO	30248	1291	1023
BYRON D. STAMBAUGH	149 HO	27219	1054	813
PEACE & PLENTY FARM	271 HO	25489	998	790
BYRON D. STAMBAUGH	170 HO	25815	1020	782
R.A. BELL & SONS LLC	146 HO	22174	923	747
MD. LOCUST CREST FARM	53 HO	24028	950	731
CEDAR KNOLL FARMS	217 HO	23200	914	718
BYRON D. STAMBAUGH	22 JE	15920	778	569
HERDS WITH A RHA				

Steady to strong demand for milk, less so for loads of cream, condensed skim

Nonfat dry milk prices trimmed their recent highs as more loads showed up at the CME daily spot market this week. Spot loads of condensed skim are reportedly ample for reportedly scant demand. Contacts in the Northeast tell USDA Dairy Market News that some condensed skim is going to animal feed.

Meanwhile Class I bottling demand strengthened as schools come back to post-holiday schedules, and Class III demand is steady to strong. In the Southeast, prices for spot milk loads are also bouncing back.

In general on the eastern seaboard, however, cream usage for products other than cheese has declined and loads of excess cream are traveling farther to find a home.

Here's an idea. Make more whole flavored milk for retail and bring whole milk back to schools.

House Ag Chair Thompson bullish on whole milk and farm bills

It's been a long road for the Whole Milk for Healthy Kids Act. In his 16th annual listening session during the 109th Pennsylvania Farm Show on Sat., Jan. 4, Rep. Glenn 'GT' Thompson (R-Pa.) told a packed room: "We got really close to getting this done." In a post-session interview he said "We do have to start over this session, but with fewer hurdles."

How close did we get? As Farmshine readers know, the whole milk bill passed the House 330 to 99 in December 2023 but was blocked from consideration in the Senate by former Senate Ag Chairwoman Debbie Stabenow (D-Mich.).

The farm bill also got close to getting done, said Thompson, noting that a few unique pieces of the House Committee's farm bill, along with the whole milk bill, were in that 1500-page bipartisan continuing resolution that the House Republicans ultimately rejected in December -- taking a stand against these end-of-term sausage-making exercises that yield 1000-plus-pages with plenty of hidden expenses. Some of the goodies are good, others are not so much. Instead, the House insisted on a lean CR without any extra baggage to fund the government into the New Year.

By streamlining the CR to its bare essentials in 130 pages,

Milk Market Moos
by Sherry Bunting
agrite2011@gmail.com

FEDERAL ORDER UNIFORM PRICE ANNOUNCEMENTS FOR NOVEMBER 2024 MILK MARKETINGS (published Dec. 13)

FEDERAL ORDER	SUP @3.5F, 2.99P (\$/cwt)	Change t/ prior mo	Avg. Pool Test Fat, Protein (%)	Change Fat, Protein t/ prior mo	SUP Value @Test (\$/cwt) before adjustments	Change t/ prior mo	PPD @base zone	Change t/ prior mo
Florida (FO 6)	26.79	0.1711	3.97, N/A	0.0211, N/A	28.34	0.1211	N/A	N/A
Southeast (FO 7)	25.46	0.0911	4.24, N/A	0.0911, N/A	26.97	0.0911	N/A	N/A
Appalachian (FO 5)	24.72	0.1011	4.13, N/A	0.0411, N/A	26.28	0.0711	N/A	N/A
Northeast (FO 1)	22.47	0.4611	4.34, 3.29	0.0811, 0.0211	25.77	0.4711	2.52	2.4411
Upper Midwest (FO 30)	20.33	2.0511	4.39, 3.35	0.0911, 0.0311	24.06	1.5611	0.38	0.8511
Mideast (FO 33)	21.55	0.6311	4.29, 3.34	0.0911, 0.0411	24.82	0.5811	1.60	2.2711
Southwest (FO 126)	21.76	0.2611	4.43, 3.50	0.0711, 0.0511	25.52	0.2911	1.81	2.6411
Central (FO 32)	21.03	0.6511	4.33, 3.44	0.1411, 0.0811	24.64	0.4311	1.08	2.2511
California (FO 51)	21.28	0.1911	4.35, 3.49	0.2211, 0.1411	24.69	0.0711	1.33	2.7111
Pacific NW (FO 124)	20.90	0.7711	4.61, 3.58	0.2411, 0.1311	25.69	0.2411	0.95	2.1311
Arizona (FO 131)	22.05	0.5511	4.30, N/A	0.2611, N/A	24.40	0.0911	N/A	N/A

some positive pieces of the sausage-making process were stripped out. Yes, this included kicking the whole milk bill to the curb. The other piece that had been in the 1500-page bipartisan CR was to bring the billions of dollars in ag-related Inflation Reduction Act funding into the farm bill baseline.

Since these items failed to make it into the end-of-year CR, there are two things to watch for in the early part of the 2025-26 Congress: First, the whole milk bill will have to start over in the Education and Workforce Committee under friendly leadership of its new Chairman Tim Walberg (R-Mich.), a cosponsor of the previous bill. Second, there will be competition for the IRA dollars -- to claw them back to the general fund for use as budget and tax cut offsets.

Also attending the listening session was the new Ranking Member of the House Ag Committee Rep. Angie Craig (D-Minn.). She said she supports the whole milk bill and is working with her counterpart in the Senate -- Sen. Amy Klobuchar -- "to get this done," she said.

Craig and Klobuchar are both Democrats from Minnesota and they both signed on as cosponsors for the respective House and Senate versions of the Whole Milk for Healthy Kids Act of 2023. Look for more from GT's Farm Show listening session in next week's Farmshine.

Maybe the 6th introduction of this bill will finally be the charm. Or maybe the new administration at USDA and HHS will start the desperately needed two year process of un-doing or re-doing the Dietary Guidelines.

Milk futures higher, dairy products too

Milk futures and dairy product prices moved mostly higher again this week even though the underlying trend since September has been declining milk check values.

Class III milk futures averaged \$19.50 for the next 12 months (Jan-Dec25), up a 4 cents/cwt compared with the 12-month average for Dec24-Nov25 a week ago. Class IV milk futures averaged \$20.75, fully steady.

The daily CME spot market for dry whey backed a penny off the multi-year high, pegged at 74 cents Wednesday, January 8 with just 3 loads trading over 5 days.

And finally, after 8 to 10 weeks at 70 to 75 cents per pound on the market clearing spot market, the USDA AMS weekly National Dairy Product Sales

Report (NDPSR) caught up -- calculating a whey price at 70 cents per pound for the week ending Jan. 4. The NDPSR is used in FMMO price formulas, lagging market-clearing levels all year.

The CME spot cheese market showed a mixed rally with 40-lb block cheddar up a fraction of a penny at \$1.9150/lb and 15 loads trading; whereas the 500-lb barrel cheese price jumped a nickel at \$1.87/lb with 6 loads changing hands over 5 days.

On the Class IV side, the spot butter price gained 3 cents at \$2.60/lb Wednesday with 33 loads trading over 5 days. Nonfat dry milk lost a penny at \$1.37/lb with 31 loads changing hands.

Global Dairy Trade index down 1.4%

The Jan. 7 GDT biweekly internet auction all-product index of \$1.83/lb was lower for the second consecutive session, down 1.4% compared with Dec. 17. However price indexes for bulk butter, cheddar and mozzarella cheese moved higher. Key GDT prices converted to per-pound basis for Jan. 7 averaged: Butter \$3.00/lb, anhydrous milkfat powder \$3.25/lb; WMP \$1.73/lb; Cheddar \$2.15; Mozzarella \$1.89; and SMP \$1.22/lb.

Dec. Protein off \$1 at \$1.96, BF \$2.91

USDA announced class and component prices for December milk. Butterfat slipped under the \$3 mark, losing 14 cents per pound at \$2.91/lb, while protein slipped under the \$2 mark, losing 36 cents per pound at \$1.96/lb. That's a loss of \$1.36 per pound in protein value over the past two months.

Solids nonfat gained 2 cents at \$1.22/lb, and other solids gained 4 cents at 45 cents/lb.

The Class III milk price lost \$1.33 per cwt in December, calculated at \$18.62. This is now down over \$4.00/cwt since the October cheese market tumble. Meanwhile the big gains in the higher whey prices are not fully translating from the CME spot market to the USDA weekly survey price that is used in the FMMO pricing formulas.

Class II and IV prices also slipped lower in December, announced respectively at \$21.28 (down 24 cents from November) and \$20.74 (down 38 cents).

The Class I base price mover at \$21.43 is the highest class again for December, followed closely by Classes II and IV, with Class III more than \$2 behind the other classes at the lowest rung of the pricing relationship ladder. This is perplexing given the recent Cold Storage reports confirming no build up in cheese inventory -- but possibly just fire-sales overseas as the U.S. weighted average cheese price in the FMMO formulas for December trailed more than 40 cents per pound behind the global internet auction clearing index for industrial bulk cheddar.

The global mozzarella price index was even 10 cents higher than the U.S. cheddar price used in FMMO formulas for December milk. Global butter price is also more than 30 cents higher than the U.S. price in December, though product specifications between U.S. and global butter markets are different.

Nov. U.S. All-Milk \$24.20, DMC \$14.29

The November Dairy Margin Coverage (DMC) margin dropped 88 cents per hundredweight to \$14.29, marking the third straight month of declining margins that followed the July and August record highs. While the feed cost for November, as calculated by USDA, fell below \$10, at \$9.91/cwt, this was dwarfed by the \$1.00 per cwt loss in the All Milk price, figured by USDA at \$24.20 in November.

Still, the DMC margin remains well above the highest margin coverage level of \$9.50, meaning no payment was triggered for November, and it appears there will be no payment triggered for December, although the actual margin for December will not be announced until the end of January.

The All-Milk price for 2024 is estimated by USDA to average out at around \$22.65, when all the numbers are in. That would be around \$2.00 per cwt higher than the All-Milk price average for 2023 and \$1.65 higher than what USDA predicted for 2024.

The January 2024 WASDE report had gauged the 2024 All-Milk price to average \$20. It certainly beat that early estimate. For 2025, the December 2024 WASDE report estimates an All-Milk price of \$22.55.

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Kristin Quist honored for excellence in milk quality and herd health

DULUTH, Ga. — Kristin Quist of Deer Park, Wisconsin, has been named by Boehringer Ingelheim as the Dairy First Award winner for 2024. Each year, the award celebrates a dairy producer who demonstrates an unwavering commitment to milk quality and overall herd well-being.

Quist, a fifth-generation dairy farmer, operates Minglewood Inc. alongside her parents, Kevin and Roxie Solum, and her husband, Jacob. Together, they lead a team of 20 full-time employees and manage a milking herd of 1200 cows. Quist's impressive somatic cell count (SCC) management, regular employee meetings, progressive use of technology and dedication to cow comfort set the farm apart in this year's competition.

"Minglewood stands out not just as leading-edge, but as cutting-edge in the dairy industry," said Reba Gotham, territory manager, Boehringer Ingelheim, who works with Quist and her family. "Genuine passion for dairying drives their work and the dedication they have for their team and community. I love having the opportunity to work with Kristin and her family."

The family places a strong emphasis on milk quality as the foundation of the farm's success. "We pride ourselves on producing clean, high-quality milk," said Quist. "If we meet a SCC goal, the next goal is even lower. Healthy cows and clean milk go hand in hand, and we're always striving to improve."

The team's "never satisfied" mentality has led to the implementation of several cutting-edge technologies over the years. In 2022, the farm installed a bolus monitoring system to help track internal cow temperatures, water intake, rumination and activity levels. This system has allowed Quist to detect mastitis early, significantly reducing the farm's anti-



Jacob and Kristin Quist, alongside her parents Roxie and Kevin Solum, are the owners and primary operators of a 1200-cow Wisconsin dairy named Minglewood, Inc.

cility and an on-site sand separation system. Quist mentioned that both systems came with learning curves for managing milk quality. She explained that their reclaimed sand tends to be closer to "97% dry compared to 100% dry of virgin sand," which is less likely to stick to teats.

"It's the small things," said Quist. "You have to pay attention to all the factors, and make sure you're providing the cows with the best environment possible with the facilities you have." Regular robot checkups and clean alleys and sand beds help Quist stay on top of any potential milk quality roadblocks.

Quist's proactive approach to employee training and communication is centered on milk quality and cow care. The farm holds monthly milker meetings, facilitated by a Spanish translator, and works closely with other key players, such as equipment dealers, to maintain low SCC. They also have protocol reviews every six weeks with veterinarians, nutritionists or the breeding team to make sure everyone is on the same page.

"We don't let things slip through the cracks," asserted Quist. "If something's not right, we address it right away."

As another tool to manage mastitis, the team has been culturing on-farm for almost 20 years. Bringing sample analysis in-house decreased the turn-

around time needed for results. Paired with their monthly DHIA testing, Quist said culturing on-farm has made it easier to quickly test cows that have above average SCC and address otherwise undetected mastitis.

"We're continually working to improve," concluded Quist. "We want to do what's best for our cows and take care of them, because if we don't, they're not going to take care of us."

Wenger / Hooper Feeds to host 'Milk Metrics' meeting

ELIZABETHTOWN, Pa. — Wenger / Hooper Feeds will host their annual Milk Metrics meeting at Shady Maple Smorgasbord, 2134 Main Street, East Earl, Pa. on February 20th. The theme is Learning Today for a Better Tomorrow.

Three speakers are on the program, which will begin at 9 o'clock and include lunch. Speakers and topics are:

- Stephanie Smith from Wenger/Hooper Feeds will discuss "Turning High Quality Heifer Calves into Future Super Stars." She will emphasize the importance of calf management in not only the first three months of age but also through the transition to higher forage diets, larger group pens, breeding, and calving. With continued focus through each month of age, farmers are increasing the chances of allowing heifers to develop their genetic potential as superior herd replacements.

- Robin Schmahl from AgDairy, LLC will speak on the topic of "Using Current Dairy Market Fundamentals to Plan for Tomorrow". The fundamentals of supply and demand are at the heart of which direction milk prices go. Having a basic understanding of how milk is priced, the impact of supply and demand on the price farmers receive, and the factors influencing supply and demand will help direct producers on what to expect for their income in 2025.

- Dr. Kevin Harvatine, Penn State University and Tom Nauman from Wenger/Hooper Feeds will discuss "Understanding and Utilizing the Tools Available to Maximize Butterfat Production." Their discussion will surround the cow's ability to make butterfat through nutrition strategies, products, and tools to allow farmers to make more butterfat at the lowest cost. Because of their heightened interest in recent years, high oleic (Plenish™) soybeans will be discussed as a strategy for increasing butterfat.

otic use.

"We typically catch cows three to four days before they show clinical signs of mastitis," she shared. "The bolus monitors have made a night-and-day difference in how we manage cow health. They allow us to sort out sick cows sooner, and get them back rocking and rolling faster."

Since 2018, the farm has also added an 8-robot milking fa-

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Nelson Troutman's latest bales educate in Spanish

'The industry doesn't want to promote whole milk, or cheese, or butter'

By **RENEE TROUTMAN**
Special for Farmshine

"It's an untapped market. Who else is doing it?" This is the motivation behind Nelson Troutman's newest creation; a bilingual baleboard. Written in Spanish, the four sides of the bale proclaim: "Butter is Better," "Drink Whole Milk for Health," and "Eat More Cheese Please." The 97 Milk website is featured on the final side of the bale.

Troutman launched into the limelight when he created his first baleboard six years ago with a simple message: Drink Whole Milk 97% Fat-Free. Spawning out of frustration for lack of consumer understanding and what he saw as failures in mainstream milk promotion of low-fat/no-fat milk, his first bale sparked a tidal wave that no one could have predicted. Not only did local grocery store dairy case managers report drastic increases in whole milk sales, but the overall boost in morale and goodwill of dairy farmers across the region was palpable as many others took to promoting Troutman's mantra that whole milk contains 3.25% butterfat, is delicious, and has numerous health benefits.

What seemed like a simple message scrawled on the plastic wrap of a hay bale began an avalanche of events such as the initial meeting that instituted 97 Milk, which is now a 501c3 non-profit organization with a board of directors. In a short time of that first bale being placed along a busy intersection in the pasture of Troutman's farm, 97 Milk produced a website, social media presence, whole milk merchandise and volunteers began attending public events. Whole milk bumper stickers, car magnets, and banners were seen everywhere.

While Troutman had intended only to create one whole



Nelson Troutman's latest creation can be seen at the entrance to Horning's Market, just south of Myerstown along Route 501. Photo by Renee Troutman



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milk bale, he found himself painting dozens of them at the request of others who also wanted to display his bale and message in their area. This time with the Spanish bale, he says he doesn't plan to make more, but he does intend to relocate the bale on occasion. The bale has currently found a place at Horning's Market in Myerstown, a grocery store frequented by the Spanish-speaking population. It's right along Route 501 which is a busy thoroughfare in eastern Lebanon County.

The idea for a Spanish bale came to Troutman several years ago, but he only recently took the time to bring it to fruition. He worked with a bilingual church friend, Steph Ebersole, who helped him craft the message correctly. "I wanted to get it right because I

don't understand the language. I know the way they say things are backwards in translation," he said and then jokingly added: "You throw the cow over the fence some hay."

Troutman requests that others make their own whole milk baleboards, whether in English or Spanish. "The Spanish bale targets a select group, but there's a lot of them around here," he stated.

Cuisine from Hispanic and Latin countries does include the use of a lot of cheese, but also typically uses cooking oils. Troutman's message on the bale asking to eat more cheese and that butter is better reflects this. "If nobody tells them that butter is better, how will they know?" he said. "If Spanish people use a lot of oils, maybe telling them

turn to page 16

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- Dr. Joseph Bender, DVM, MS, The University of Pennsylvania - New Bolton Center*- Impact of marginal decision making, cow chewing, and climate change on your dairies bottom line.
- Sarah Rassler, VMD, The University of Pennsylvania - New Bolton Center*- Optimizing Cost of Production with Small Grain Silages

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Virginia, Maine and N.Y. contestants stood out in this contest

BRATTLEBORO, Vt. — Holstein Juniors from *Farmshine's* prime circulation area did very well in the Virtual Interview Contest, according to results made available on January 7th by Holstein Association USA (HAUSA). Contestants from the region ranked in the top three in each of the three age divisions. The senior and intermediate divisions were both won by East Coast contestants.

• Senior division (ages 18-21)

- 1st place: Rachel Craun, Virginia
- 2nd place: Alexis Hoefs, Minnesota
- 3rd place: Mark Freier, New York

• Intermediate division (ages 15-17)

- 1st place: Sydney Bullard, Maine
- 2nd place: Elsie Donlick, New York
- 3rd place: Sophia Geppert, Missouri

• Junior division (ages 12-14)

- 1st place: Chloe Chapman, California
- 2nd place: Brady McConnell, Wisconsin
- 3rd place: Josiah Freier, New York

"Competing in the Virtual Interview Con-



Chloe Chapman



Sydney Bullard



Rachel Craun

test for several years has definitely helped me improve my interview skills," said Rachel Craun of Virginia, who rose to the top in the senior division. "I have used the feedback received from judges to prepare my resume

and cover letter when applying for internships. Thanks to the skills gained from this contest, I have landed several awesome internship opportunities."

Applicants submitted cover letters and resumes based on a mock interview scenario and were selected to move on to the second

phase of the contest based on their combined cover letter and resume scores. During the second phase contestants were interviewed by a panel of three judges. Final scores were calculated based on each applicant's cover letter, resume, and interview. Every participant also receives constructive feedback from the judges.

Cash prizes of \$250 for first place, \$100 for second place, and \$50 for third place will be awarded in the junior and intermediate divisions. In the senior division, youths will be given cash prizes of \$500 for first place, \$250 for second place, and \$100 for third place.

"I really enjoyed participating in this year's Virtual Interview Contest," said Junior Holstein member Josiah Freier of New York, who placed third in his age group. "I sharpened my communication skills while interacting and learning from great people in the dairy industry from across the country. I encourage all Junior Holstein members to take up this great opportunity as well."

Snow ice cream, anyone?

I have a way to enjoy any of those lingering flakes of snow ... snow ice cream! This delicious dairy treat is quick, easy to make, and only requires five ingredients. All you need is snow, milk, granulated sugar, vanilla extract, and salt.

First, whisk together 1 cup of milk, 1/3 cup of granulated sugar, 1 teaspoon of vanilla extract, and a pinch of salt. Once combined, store the mixture in the freezer while you get your snow. You will need 8 cups of snow. Remove the mixture from the freezer and whisk it into the snow until it is fully combined. There you have it ... snow ice cream! Enjoy!

Submitted by Katelyn Farley
Susquehanna County Dairy Ambassador



In-person calf workshop slated

LANCASTER, Pa. — The Penn State Extension Dairy Team will hold an in-person workshop on January 22 at the Lancaster Farm & Home Center to learn the essential "C's" of calf management: Consistency, Care and Cleanliness. Slated for 9:30 a.m. to 2 p.m., the \$10 registration fee includes lunch.

Designed for dairy producers, calf and heifer management professionals and industry professionals, this in-depth workshop will explore health and nutrition strategies to boost growth and resilience.

Topics will include winter calf nutrition and what to look for in milk replacers and supplements; how to prevent calf diseases

that limit lifelong productivity of a cow; the impact of respiratory disease and scours on a calf, with a hands-on necropsy.

Presenters will include Angela Breneman, dairy educator, Lancaster; Melissa Cantor, assistant professor; and Cassie Yost, extension educator, dairy. Breneman said the workshop is designed to help gain practical knowledge that can be applied directly to herds.

The event is sponsored with the support of Zoetis, who will also make a presentation.

For more information and to register, visit <https://extension.psu.edu/calf-chat-the-cs-of-calf-care> or call 1-877-345-0691, or Angela Breneman, 484-252-1607.

Select Sire Power extends invitation

TUNKHANNOCK, Pa.—To honor their valued member-customers, Premier Select Sires Inc. will hold a customer appreciation meeting on Wednesday, January 29, from 11 a.m. to 2 p.m. at Shady Maple Smorgasbord in East Earl, Pa. The meeting will provide an enjoyable, educational opportunity for members of the cooperative.

Attendees can enjoy a meal, cooperative updates, door prizes, and more. Kirk Sattazahn, Premier Select Sires vice president of marketing and development, and Rick VerBeek, Select Sires senior Holstein sire analyst, will provide a brief program.

An RSVP is appreciated by January 15. Please call (855) 209-0388 and indicate your name and the number of guests who will be in attendance. This toll-free number will also serve as an update line in the event of inclement weather.

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Maryland State Fair's awards included a winning photo

TIMONIUM, Md. - The Maryland State Fair received numerous recognitions at the awards banquet that concluded the International Association of Fairs & Expositions (IAFE) Building on Strong Foundations Convention held in Phoenix, Arizona in early December. The Fair competed in Division 4 for fairs with attendance of 500,001 - 1 million. Awards included a 1st place, one 2nd place, and two 3rd places, as follows:

First place agriculture individual photo ag education award: aA photo of a young girl learning how to milk "Susan the Dairy Cow," a joint Maryland State Fair and Mid-Atlantic Dairy Association agriculture education exhibit.

Second place Sponsorship Community Impact Award was presented for Puppy Yoga in the Maryland State Fair Park. Fairgoers were invited to sign up to stretch, relax, and play



with adorable rescue puppies during yoga sessions. A portion of the proceeds from the sold-out yoga sessions were donated to local rescues.

Third place television commercial award for a 30-second ad of an animated piglet dreaming of becoming the Maryland State Fair Grand Champion Pig.

Third place single-sided flat promotional Ad award for a four-color "Maryland State Fair - Dream Big!" ad with a photo of a foal dreaming of becoming a winning racehorse at the Maryland State Fair Thoroughbred horse races.

The Maryland State Fair won the 2024 IAFE Agriculture Individual Photo: Ag Education 1st Place Award for "Susan the Cow" ag education exhibit.

Troutman — from page 14

butter is better will make them question their oils."

In general, people of Hispanic origin and others from Spanish-speaking countries tend to have a higher incidence of intolerance to lactose, which is the sugar found naturally in milk. Troutman thinks that whole milk could help many with this problem.

Troutman's first bale was created because he found that there was an enormous number of consumers who did not understand the fat percentage of whole milk. Despite his bales and the work of 97 Milk, he still continues to find people with milk misconceptions.

He recalled a recent random conversation that led to a discussion about food, and which led to talking about milk. As Troutman chatted with the woman, she said that even

though she drinks organic milk, she experiences digestive issues at times. Troutman asked if she tried drinking whole milk for that reason and she revealed her lack of understanding about butterfat. "I asked her how much fat is in whole milk and she flailed her arm out and said, 'Well, whole!' She thought it was 100%! I told her it was 3.25%. She never knew that."

Troutman's first bale, with its simple and humble beginnings, brought forth a movement that put whole milk in the forefront that was long overdue. Possibly the same message presented in the Spanish language will do the same.

"I did it to shake up the industry. To show them what can be done," Troutman proclaims when asked what influences his bale creations. "The industry doesn't want to promote whole milk. Or cheese, or butter. The bales aren't to advertise, but to inspire and educate."

Got Terrence Grant's books?

LEICESTER, N.Y. -- Terrence Grant has a passion for Registered Holsteins, dairy farming and writing books about these intertwined subjects. To date, three of his books have been published. (See below).

Terrence is a graduate of Central Texas College and the State University of New York at Brockport and served six years in the United States Air Force. With his wife Mary and daughter Ashley, he has owned and shown Registered Holsteins at the national, state and local levels including the grand champion Holstein at the 2013 Western New York Spring Show.

He spent eight years as a Town & Village Justice in Caledonia, New York and four years as a Town Council member and Deputy Town Supervisor in Leicester, New York. For a number of years he also wrote a history column for the Livingston County News newspaper in Geneseo, New York. While no longer milking cows, Terrence and his family live on a small farm in Leicester.

Published in 2018, 143 pages, \$25.00 + postage.

Were They Truly Champions? is the true story of Oliver Cabana Jr., Pine Grove Farms in Elma, New York and his world record setting herd of Holstein cattle. In 1919 he dispersed his herd in a record setting sale that averaged \$3400 on over 200 head, only to have his test milker Charles Cole confess that many of the world records for production had been made by 'helping the cows' produce more milk and butter. Many of the cows and bulls from the sale were returned to Pine Grove from dissatisfied buyers and Cabana spent the next three years fighting the Holstein-Friesian Association of America before the records were expunged. He would pass away in 1938 and Charlie Cole would pass away in Vermont 30 years later, taking his story to the grave with him.

Published in 2015; 293 pages, \$30.00 + postage

A Bad Goodbye is the story of a Maryland Family whose son, just out of high school, decides to return to the family farm and begin showing Holstein cows again like he did in 4-H. He teams up with a local cattle fitter and together they begin winning. Add in a Canadian gentleman with an eye for the best cows money could buy and they formed a team that provided a grand champion at the International Dairy Show in Madison, Wisconsin three out of four years with three different cows, all before his 26th birthday. Then it all came to a sudden end in March of 1993. This is the story of Greg Wilcom and his winning show cows, along with the story of the King Family and Kingstead Farms, who helped Greg reach new heights in showing cattle.

Dairy Farming with Registered Holsteins in Livingston County, New York provides history. Dairy farming has been a major industry in Livingston County since 1821 and since the early 1900's Registered Holsteins have been the breed of choice for many farmers in the county. Beginning with the county's first Holstein breeder, Campbell Young (a son of Governor John Young) this is the story of the breeders, their farms and their Holsteins as it passes through the years, including Donald House (the breeder of the 1950 Reserve All-American 2-year old), Coyne Farms, Tom Coyne, Phil Saunders and Sugarcreek Farms, Hanover Hill Farms to today's breeders, including Mulligan Farms and Todd Galton's Roll-N-View Farms.

Published in 2015, 468 pages, \$35.00 + postage.

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Organic dairy sales from page 3

conventional sectors, but with volume sales increasing so much in the smaller organic sector, the percentage of growth really tells the tale.

Consumers are ignoring the Dietary Guidelines (although children are still held captive at schools and daycares). Consumers are also willing to pay more for products that meet their objectives.

The global report summary from Research and Markets also notes the importance of government efforts to support organic dairy market growth.

In the U.S., for example, two new programs were recently announced. In Sept. 2024, USDA announced \$58 million for marketing assistance to eligible organic dairy producers through the Organic Dairy Marketing Assistance Program (ODMAP) 2024, providing an additional \$8.7 million to help dairy producers mitigate market volatility, higher input and transportation costs, and unstable feed supply and prices that have created unique hardships in the organic dairy industry. USDA's

stitutions and youth programs.

Some of these funds are used to cost-share the differences in marketing costs for organic dairy producers that are not reflected in the overall dairy farm safety net, specifically to mitigate what is seen as increased volatility in the organic market on both the input side and on the market side, along with higher transportation costs.

Transportation cost is an area of the organic dairy sector that creates some inconsistency when conventional milk in many cases can be more "local" than the organic option. This also impacts the type of pasteurization process used for longer distance marketing.

On a global scale, the Asia-Pacific region is the target for all dairy, including organic dairy, driven by population growth and disposable income.

In addition, the conventional dairy sector will begin to dabble more in the bio-engineered front of "precision fermentation," according to the USDA Economic Research Service's first-ever report on the Economics

of Cellular Agriculture, published last month.

While the fake meat side of "cellular ag" is farther away from reaching economic scale, the fake dairy side, using microbes bio-engineered with bovine DNA, is ramping up. Companies like Perfect Day have adopted a business-to-business model to provide so-called dairy protein and fat analogs to the dairy manufacturing industry, with large multinational corporations getting involved.

Use of these bio-engineered products goes against the label claims of the organic dairy sector. In fact, any dairy product that proclaims sourcing straight to farm-produced milk will prevail because this is the concept consumers understand.

Companies that seek to sell their products based on a math equation of scope 3 carbon footprint achievements, using the dubious lifecycle analysis of these novel bio-engineered analogs do not hit home with consumers the way that the message of family farms, healthy soil, healthy animal care, and stewardship practices do. We may see this play out in the next decade watching organic

vs. conventional sales.

On the distribution side, an area contributing significantly to organic dairy sales growth is online platforms and 'crowd-sourced' launching. When consumers feel part of a new venture or new product with a relatable story that they participated in, loyal customers are developed. This includes new organic dairy products.

Additionally, some of the biggest names in global dairy companies are increasing their organic sector products as well. It will be interesting to see how some of these same global corporation names handle the fake bio-engineered microbial excrement alternative (dairy) component analogs in their labeling and marketing.

Consumers will have to be on their toes, however, because some GMO-free labels may begin to dabble in the bio-engineered realm because the precision fermentation process harvests the excrement of the DNA-altered microbes, not the microbes themselves.

As with anything, consumer education is paramount.

Second round of ODMAP payments start

WASHINGTON, D.C. – The U.S. Department of Agriculture (USDA) has announced a second round of payments for dairy producers through the Organic Dairy Marketing Assistance Program (ODMAP) 2024, providing an additional \$8.7 million to help dairy producers mitigate market volatility, higher input and transportation costs, and unstable feed supply and prices that have created unique hardships in the organic dairy industry. USDA's

Farm Service Agency (FSA) has already paid out \$23 million in the first round of payments for eligible producers, bringing total ODMAP 2024 payments to more than \$31 million.

To learn more about USDA programs, producers can contact their local USDA Service Center. Producers can also prepare maps for acreage reporting as well as manage farm loans and other programs by logging into their farmers.gov account.

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Are Your Applications on Target? Reducing Off Target Impacts of Pesticides
Sarah Frame, Penn State

Chemistry and Biology - Two Approaches to Reach the End Goal
Jeremy Newswanger & Ken Becker, Homestead Nutrition
2024 Disease Year in Review
Tyler McFeaters, Penn State
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Cows got milk - LIME	Youth: S <input type="checkbox"/> M <input type="checkbox"/>	Adult: S <input type="checkbox"/> M <input type="checkbox"/> L <input type="checkbox"/> XL <input type="checkbox"/> 2XL <input type="checkbox"/>
Cows got milk - GRAY	Youth: S <input type="checkbox"/> M <input type="checkbox"/>	Adult: S <input type="checkbox"/> M <input type="checkbox"/> L <input type="checkbox"/> XL <input type="checkbox"/> 2XL <input type="checkbox"/>
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Cows got milk - YELLOW	Youth: S <input type="checkbox"/> M <input type="checkbox"/>	Adult: S <input type="checkbox"/> M <input type="checkbox"/> L <input type="checkbox"/> XL <input type="checkbox"/> 2XL <input type="checkbox"/>

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Department of Animal Science



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Assess your current financial situation

Maximize your farm's financial health: early prep for tax season

As a farmer, preparing early for the next tax season is essential to maintaining the financial health and sustainability of your farm. By taking proactive steps now, you can optimize your tax strategy and ensure that you are well-prepared for the year ahead. This guide will walk you through critical areas such as assessing your current financial situation, understanding the importance of your farm's business structure, strategically timing your income and expenses, and reviewing capital expenditures. These measures will not only help you manage your tax liabilities effectively but also support the long-term growth and stability of your farm business. Start the new year with a solid plan and set your farm up for success with these key tax planning strategies.

Understanding Your Financial Health:

Before diving into tax planning, it is crucial to have a comprehensive understanding of your farm's current financial position. This involves reviewing several key financial documents that collectively provide a clear picture of your financial health:

- **Income Statements:** Examine your income statements to evaluate your farm's profitability over a specific period. This document highlights your revenue, expenses, and net income, allowing you to identify trends and areas where adjustments may be necessary.

- **Balance Sheets:** Review your balance sheets to understand your farm's financial standing at a specific point in time. This includes an overview of your assets, liabilities, and equity. A detailed analysis of your balance sheet will help you assess your liquidity, solvency, and overall financial stability.

- **Cash Flow Statements:** Analyze your cash flow statements to track the flow of cash in and out of your farm business. This document provides insight into your operating, investing, and financing activities, enabling you to identify periods of surplus or deficit and manage your cash flow more effectively.

Building a strong financial foundation is essential for effective year-end tax planning. The information gathered from key financial documents will serve as the cornerstone of this process. By thoroughly assessing your financial situation, you can recognize areas of financial strength that can be leveraged, as well as areas of weakness that need improvement. This comprehensive understanding allows you to make informed decisions about investments, cost reductions, and revenue-enhancing strategies. Additionally, it enables you to accurately estimate your tax liabilities and explore tax-saving opportunities based on your financial data, ensuring that you are well-prepared for the upcoming tax season.

Importance of Legal Structure:

The legal structure of your farm business plays a crucial role in determining your tax obligations, liability, and overall financial health. Each structure—whether a sole proprietorship, partnership, LLC, or corporation—has distinct advantages and disadvantages that can impact various aspects of your farm operation.



tages that can impact various aspects of your farm operation.

- **Sole Proprietorship:** This is the simplest and most common structure, where the business and the owner are considered a single entity for tax purposes. Profits and losses are reported on the owner's personal income tax return, making it straightforward but also subjecting the owner to unlimited personal liability.

- **Partnership:** In a partnership, two or more individuals share ownership. Profits and losses are passed through to the partners, who report them on their personal tax returns. Partnerships can offer benefits such as shared financial burden and combined expertise, but they also come with joint liability for business debts.

- **Limited Liability Company (LLC):** An LLC combines the benefits of both partnerships and corporations. Owners, known as members, are protected from personal liability for business debts and claims, while profits and losses can be passed through to personal income without corporate taxes. The LLC structure provides flexibility and limited liability protection.

- **Corporation:** Forming a corporation (C-corp or S-corp) creates a separate legal entity from its owners, offering the strongest protection against personal liability. However, corporations face more complex tax regulations and filing requirements. A C-corp is subject to corporate income tax, and dividends paid to shareholders are taxed again on their personal returns (double taxation). An S-corp allows profits and losses to be passed through to shareholders' personal tax returns, avoiding double taxation but with restrictions on eligibility and shareholders.

Consulting a Tax Advisor:

Given the complexities and potential tax implications of each structure, consulting with a tax advisor or accountant is essential. They can help you understand the benefits and drawbacks of each option and determine which structure aligns best with your financial goals, risk tolerance, and operational needs.

Additionally, a tax advisor can provide guidance on any legal or administrative steps required to establish or change your business structure. Reviewing your farm's legal structure should be part of a broader strategic planning process. By choosing the most tax-efficient structure, you can enhance your farm's profitability, reduce tax liabilities, and ensure long-term sustainability.

Consider Timing of Income and Expenses:

Strategic timing in tax planning can significantly impact your farm's tax liability. By carefully managing when income is received and expenses are paid, you can optimize your financial outcomes and effectively manage your tax burden.

Deferring income can be useful if your farm is experiencing a particularly profitable year. This involves postponing the receipt of income until the following year to reduce your current year's taxable income. Common methods include delaying crop sales until after the start of the next tax year if market conditions allow, holding off on livestock sales until the new year, and negotiating with buyers to receive contract payments in the following year.

Conversely, if you anticipate a lower tax liability next year, accelerating expenses into the current year can help maximize deductions and reduce your current taxable income. Strategies for this include prepaying for next year's farm supplies, such as feed, seed, and fertilizer, making equipment or machinery purchases that qualify for deductions (such as the Section 179 deduction), and settling accounts payable and other outstanding bills before the end of the tax year.

Balancing these timing strategies to achieve the most favorable tax outcome for your farm requires understanding your current financial situation, projected income, and anticipated expenses. Key considerations include ensuring that deferring income or accelerating expenses does not negatively impact your cash flow, as maintaining sufficient liquidity is essential for ongoing operations.

It's also important to consider the impact of income and expenses on your tax brackets, as shifting income between years can help manage your tax rates and potentially keep you in a lower bracket. Lastly, align your timing strategies with your long-term business plans and financial goals, as what works for one year might not be sustainable in the long term.

Review Capital Expenditures:

It is wise to review and consider necessary capital expenditures. These can include purchasing equipment, machinery, or other significant assets essential for your farm's growth and efficiency.

Under Section 179 of the tax code, businesses can expense the full cost of qualifying capital assets in the year of purchase, rather than depreciating them over several years. This immediate expensing can provide substantial tax benefits, significantly reducing your taxable income for the current year.

There are several benefits to making capital expenditures. Utilizing the Section 179 deduction can lower your taxable income, resulting in immediate tax savings and freeing up cash flow for reinvestment into your business. Investing in new equipment and machinery can enhance productivity and efficiency, leading to long-term cost savings and increased profitability. Upgrading to more modern and efficient equipment can help you stay competitive, improve product quality, and meet customer demands more effectively.

However, keep in mind a few considerations. Ensure the assets you plan to purchase qualify for the Section 179 deduction, typically including tangible personal property like machinery, equipment, and certain software. Be aware of the limits on the total amount of the Section 179 deduction and the total amount of property placed in service during the year, as these limits can change annually. Plan your purchases carefully to ensure that the assets are placed in service by the end of the tax year to qualify for the deduction.

Being aware of your financial health now will help you plan more effectively for your tax obligations in the future.

About the Author



A dairy educator based in Cumberland County, Samantha is a native of York County and received her bachelor's degree in Agricultural Sciences from Penn State, in addition to two minors in Environmental Inquiry and Agronomy. She earned her master's degree from Penn State in Homeland Security with a focus on Agricultural Biosecurity and Food Safety Defense. After graduation, Samantha worked for one of the world's largest dairy manufacturers in Richland Center, WI, and returned to Pennsylvania to take a position with Pennsylvania Farm Bureau as the Director of Training in the Member Services Division. She has been with Penn State Extension since 2017.

Online resources

Department of Animal Science: animalscience.psu.edu
College of Agricultural Sciences: agsci.psu.edu
Cooperative Extension: extension.psu.edu

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Department of Animal Science
The Pennsylvania State University
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Winter brings a special beauty of calm and peace

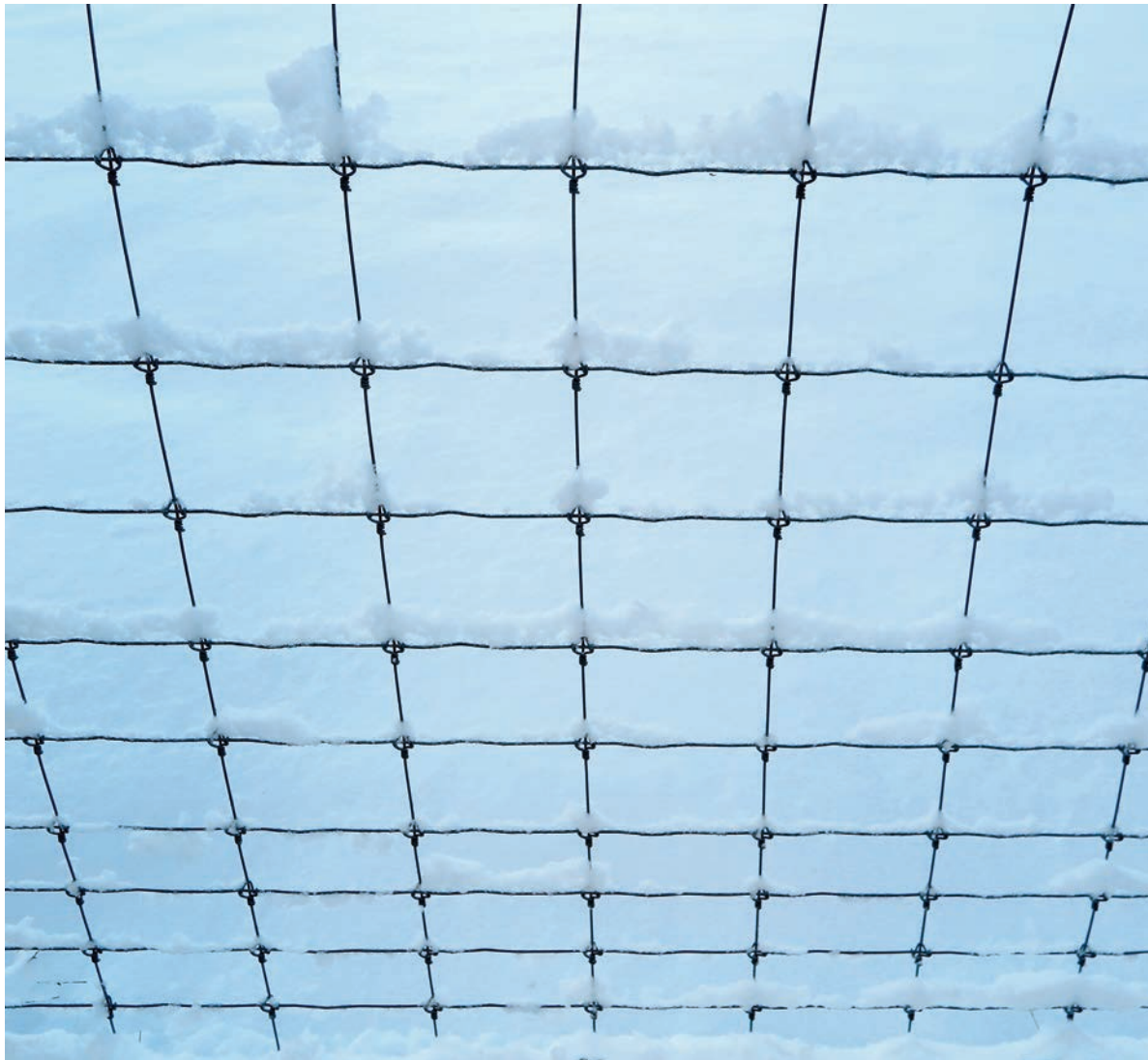
By DIETER KRIEG
Farmshine Editor

Winter has arrived. It's not my favorite time of year, but nevertheless — just like any other season — it has its own special magical wonder and beauty when fresh snow is involved.

Without this sometimes harsh change of the seasons, we would not have the pleasures that are dear to us during this time of year. White snow casts an aura of purity across the landscape that is most appropriate for the occasion of Jesus' birthday which we celebrated on December 25th. It's a highlight of the Winter season for young and old alike; snow or no snow.

Winter is the season when we appreciate the coziness of a cow stable filled with the pleasant aromas of corn silage and alfalfa hay, the jingles of chains tingling on pipes and that special feeling that all is calm.

And who among us hasn't appreciated the luxury of being warmed by the entertaining flames of a fireplace, knowing that the bitter cold of the outdoors can't reach us. Winter is a time for feeling secure behind sturdy



Simply amazing. You have to look close to see the accumulation of snow on the strands of woven wire fence. Without question, nature can produce the most beautiful works of art. Photo by Dieter Krieg

walls and frosted windows. And surely you've walked through the woods when the simple contrasts of white on brown or gray or black create a scene that is strikingly different from any other time of year. This is Winter's beauty at its best. I love it when there's a carpet of white snow at my feet, and the branches overhead glisten brilliantly in the sunlight.

It's awe-inspiring that something so dormant - or even dead - can be so beautiful.

That something so simple and void of color can still draw the eye.

Included too, in this masterpiece of the season, is the calm and peace we see in our woodlands, fields, meadows, gardens, and lawns. No more bugs. No more weeds. No more diesel fumes, windrow after windrow.

Just crisp, fresh air and the opportunity to catch our breath in surroundings that are purer than at any other time of year.

Enjoy the Winter, folks! According to the Farmers Almanac, we've got a blustery one coming our way.



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CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JAN. 8, 2025 — except where noted

DMC continues with second farm bill extension 2024 recorded and projected margins mostly above \$9.50

The USDA announced November's Dairy Margin Coverage (DMC) margin at \$14.29 per hundredweight (cwt), \$4.79 above the \$9.50 trigger. This will be the ninth consecutive month for program year 2024 with no indemnities triggered at any coverage level. We saw November's margin continue the downtrend from September's peak margin of \$15.57. November's all-milk price dropped \$1.00 from October's \$25.20 per cwt to \$24.20 in November.

November feed costs fell to \$9.91 per cwt, a 12-cent decrease from the previous month's \$10.03. We noticed the soybean meal price declined \$26.67 per ton from \$342.85 in October to \$316.18. Alfalfa hay experienced a slight \$1.00 per ton decrease month over month, from \$236 to \$235. November's corn price reached \$4.07 per bushel, an 8-cent per bushel bump from October's \$3.99. With corn and alfalfa hay prices experiencing mild changes, the SBM price drop appears to be the primary factor driving the total feed costs down for November. However, we saw that the decreasing all-milk price is contributing to the DMC margin narrowing. Even with November 2024's margin slipping, it is still 49.1% higher than November 2023's \$9.58 per cwt.

Updated on Jan. 2, the DMC Decision Tool forecasts December's margin to be \$13.48 per cwt, an 81-cent drop from November's \$14.29. We see December's all-milk price was projected at \$23.07 per cwt, a \$1.13 drop from November's \$24.20 and would continue a downtrend that started after September's peak of \$25.50.

December's forecasted feed costs decreased 32 cents from November \$9.391 to \$9.59 per cwt. We noticed alfalfa hay price projection fell \$26 per ton from \$235 in November to \$209. December's forecasted corn price was \$4.01 per bushel, down 6 cents from November's \$4.07. However, December's project-

Prices change daily. This market information is an example for educational purposes. The market data shown below are compiled weekly by Farmshine, via CME & USDA reports.

ed soybean meal (SBM) price reached \$330.35 per ton, recovering \$14.17 from last month's \$316.18.

If December's projections hold true, we could see program year 2024 close out without any additional payments.

Early on Dec. 21, 2024, Congress passed a second extension of the 2018 Farm Bill to prevent a government shutdown. With this second extension, Congress will have until Sep. 30, 2025, to pass a new Farm Bill. In the meantime, we will see current farm programs, such as Dairy Margin Coverage (DMC) and crop insurance provisions remain in place through the 2025 crop year. As of now, there has been no word on when 2025 DMC enrollment will open.

Join us on Jan. 17 from 12 to 1pm for the next "Protecting Your Profits" webinar, titled "2025 Dairy Market Outlook, Trends, and Opportunities Ahead," featuring guest speaker from Ever.Ag.

They will cover U.S. and global milk supply expectations, new cheese capacity, the importance of exports, domestic demand, and how to navigate risk in this environment.

You don't want to miss this opportunity to hear valuable dairy market insight and key risk management information that could help your dairy navigate this ever-shifting market.

Also, don't forget to register for the 2025 PA Dairy Summit on Feb. 5-6 in State College, PA, jointly hosted by the Center for Dairy Excellence and the Professional Dairy Managers of PA. This year's theme is "Designing Your Tomorrow Today," where engaging and informative keynote and breakout sessions will encourage attendees to start making decisions today with their career's or farm's future in mind.

Dairy farmers and industry professionals will have the opportunity to strengthen their skills as well as network with one another. To learn more about the PYP webinar and the Dairy Summit, visit www.centerfordairyexcellence.org/events.

By VALERIE MASON-FAITH
Center for Dairy Excellence
vmason@centerfordairyexcellence.org



Markets

Livestock Auction

December 31, 2024	
Alfalfa	6.50-6.75
Mixed hay	3.75-12.25
Orchard	4.00-4.25
Grass	2.75-10.25
Ground/shell corn	9.50-11.00

Wolgemuth Auction

January 1, 2025	
Alfalfa	270-350
Mixed hay	150-250
Timothy	175
Grass	185-235
Straw	145-170
Orchard	170-195
Corn fodder	80-120

Dewart Auction

Dewart, Pa. January 6, 2025	
Cattle: 124	
Slaughter cattle:	
Steers:	
HiCho & Prm	199-204
Choice	191-192
Holstein steers:	
Select	131
Heifers:	
Select	126
Slaughter cows:	
PrmWhit 65-75% lean	121-145
Breakers 75-80% lean	115-136
Boners 80-85% lean	112-128
Lean 85-90% lean	87-118
Slaughter bulls:	134-173
Feeder cattle:	
Steers:	
M/L-1-2	245-270
Heifers:	
M/L-1-2	215-275
Bulls:	
M/L-1-2	215-270
Calves: 439	
Feeder calves:	
#1 Hol bulls	600-800
#2 Hol bulls	475-585
#3 Hol bulls	400-475
Utility bulls	30-70
Hol heifers	375-550

Greencastle Livestock

Greencastle, Pa. December 30, 2024	
Cattle: 508	
Slaughter cattle:	
Steers:	
HiCho & Prm	191-208
Choice	182-190
Select	170-179
Holstein steers:	
Choice	162-165
Select	150-159
Heifers:	
HiCho & Prm	191-199
Choice	183-186
Select	175-178
Slaughter cows:	
Breakers 75-80% lean	120-129
Boners 80-85% lean	114-128
Lean 85-90% lean	99-116
Slaughter bulls:	143-177
Feeder cattle:	
Steers:	
M/L-1	230-285
Holstein steers:	
L-3	205-270
Heifers:	
M/L-2	152.50-225
Bulls:	
M/L-1	210-270
M/L-2	147.50-190
Calves: 430	
Feeder calves:	
#1 Hol bulls	620-750
#2 Hol bulls	500-600
#3 Hol bulls	340-500
Utility bulls	200-250
#1 Hol heifers	550-620
#2 Hol heifers	300-540

Hosking Sales

New Berlin, N.Y. January 6, 2025	
Cattle:	
Dairy cows	1.06
Bone utility	.90-1.38
Canners & cutters	1.08 & down
Easy cows	.70 & down
Maiden heifers	1.26-1.56
Feeders:	
Dairy	1.19-1.49
Heifers	1.77-2.57
Steers	1.55-2.52
Calves:	
Bull	top 6.90
Heifer	top 6.45

Livestock Auction

Hackettstown, N.J. December 31, 2024	
Calves	10-3.83
Cows	20-1.00
Feeders	.80-1.28
Heifers	1.08-1.12

Morrison's Cove

Martinsburg, Pa. January 6, 2025	
Cattle: 45	
Heifers:	
Good	135-155
Cows:	
Util/Commercial	110-126
Can/LoCut	78-108
Bulls Y/G #1	155
Feeder cattle:	
Heifers	165
Calves: 73	
Standard	15-100
Hol bulls	300-650
Hol heifers	300-500

New Holland Auction

New Holland, Pa. December 30, 2024	
Cattle: 1318	
Slaughter cattle:	
Steers:	
HiCho & Prm	204-219
Choice	190-206
Select	181-190
Holstein steers:	
Choice	174-200
Select	160-167
Heifers:	
HiCho & Prm	202.50-207
Choice	182.50-198
Slaughter cows:	
Breakers 75-80% lean	129-133
Boners 80-85% lean	114-119
Lean 85-90% lean	110-111
Slaughter dairy cows:	
Breakers 75-80% lean	119-129
Boners 80-85% lean	102.50-125
Lean 85-90% lean	85-115
Bulls:	
1-2	149-195
Calves: 837	
Feeder calves:	
#1 Hol bulls	460-785
#2 Hol bulls	500-750
#3 Hol bulls	350-585
#1 Hol heifers	710-750
#2 Hol heifers	525-600
#3 Hol heifers	100-400

Wyalusing Livestock

Wyalusing, Pa. January 6, 2025	
Bulls	1.25-1.50
Cows:	
Fat	1.02-1.35
Good	.90-1.35
Lean	.50-1.05
Holstein calves:	
70-89 lbs.	2.50-5.00
90-110 lbs.	2.00-4.90
Feeder cattle:	
200-300 lbs.	1.95-2.70
301-500 lbs.	1.25-2.65
501-700 lbs.	1.70-2.65
701-900 lbs.	1.50-2.45

CME DAILY FUTURES & OPTIONS TRADING — JAN. 8, 2025 AT THE CLOSE

	JAN-25	FEB-25	MAR-25	APR-25	MAY-25	JUN-25	JUL-25	AUG-25	SEP-25	OCT-25	NOV-25	DEC-25	TREND											
CLASS III MILK FUTURES (\$/CWT) vs. wk ago: Jan25 down \$0.10; Jan-May25 up \$0.05-0.20; June-Sep25 generally steady; Oct-Dec25 up \$0.05.													12-Month Avg. 19.50 ↑											
20.38	20.85	20.49	19.95	19.42	19.24	19.12	19.09	19.04	19.10	18.85	18.44	18.44	↑↑											
CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Steady to \$0.15 higher across the board.													12-Month Avg. 20.75 NC											
20.98	21.10	20.90	20.83	20.74	20.70	20.65	20.65	20.75	20.65	20.60	20.10	20.10	↑↑											
MILK BASIS (MAILBOX minus CLASS 3 \$/CWT) 2018-23 AVG FOR NORTHEAST & MIDEAST STATES OF PA, NY, NEW ENGL., OH vs. NAT'L AVERAGE - YOUR INDIVIDUAL BASIS WILL VARY																								
Mailbox	19.22	18.75	18.82	18.25	18.96	18.48	18.64	18.27	18.52	18.15	18.68	18.38	18.65	18.35	18.62	18.41	19.27	18.75	20.20	19.76	20.58	20.17	20.25	19.64
Class III	16.81	16.81	16.03	16.03	16.98	16.98	17.31	17.31	17.33	17.33	18.16	18.16	18.16	18.16	17.59	17.59	17.60	17.60	18.72	18.72	19.07	19.07	17.30	17.30
BASIS	2.41	1.94	2.79	2.22	1.98	1.50	1.33	0.96	1.19	0.82	0.52	0.22	0.49	0.19	1.03	0.82	1.67	1.15	1.48	1.04	1.51	1.10	2.95	2.34

	MAR-25	MAY-25	JUL-25	SEP-25	DEC-25	MAR-26	MAY-26	JUL-26	SEP-26	DEC-26	JUL-27	SEP-27	TREND
CORN FUTURES (\$/BU)													↑↑
4.522	4.624	4.656	4.424	4.450	4.564	4.626	4.654	4.506	4.504	4.610	4.672	4.672	↑↑
SOYMEAL FUTURES (\$/TON)													↓↓
292.6	300.8	307.9	314.3	315.4	315.2	318.4	319.2	320.0	321.3	323.7	323.2	323.2	↓↓
U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report													
SEP-23	238.50	217.82	240.41	231.70	254.85	224.50	205.02	220.17	175.00	211.69	185.21	196.44	199.57
OCT-23													
NOV-23													
DEC-23													
JAN-24													
FEB-24													
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													184.82 ↓↓

DMC	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	SEP-24	OCT-24	*NOV-24	TREND	
DMC OFFICIAL GROSS MARGINS per cwt(USDA All-Milk, com, alfalfa & Ill. soybean, feed for ALL CLASSES of dairy cattle on farm)																			
3.52	6.46	8.44	9.44	9.58	8.44	8.48	9.44	9.65	9.60	10.52	11.66	12.33	13.72	15.57	15.17	14.29	14.29	↓↓	
ALL MILK	17.40	19.70	21.00	21.60	21.70	20.60	20.10	20.60	20.70	20.50	22.00	22.80	22.80	23.60	25.50	25.20	*24.20		

Classifieds

"Say you saw it in FARM SHINE"

1 Services

FARM INSURANCE: barns, equipment, hay and grain storage, Workers' Compensation, farm stands and stores, vehicles and farm homes. Central Virginia. Call Alec Pandaleon at 845-242-0113.

ACCOUNTING SERVICES- Barkman Ag Accounting, providing tax preparation, payroll, and all your other accounting needs. Call Shane Barkman at 814-977-4207.

MOBILE SEED CLEANING. Small grain only. Serving PA, MD, WV and VA. Golden Grain Seed Cleaning. 301-992-3526.

REPAIRING TRACTORS and farm machinery. Complete tractor overhauls and engine repair, dealer for quality aftermarket parts. Tiger and granite lights. Harv Sue Repair, New Holland, Pa. 717-355-0715.

AG PHOTOGRAPHER - senior, family, natural cattle portraits. Sales, herd dispersals and ag event photography coverage and albums. Based in Lancaster, Pa. A Farmgirl's Dream Photography. 717-824-1320.

BALING SERVICES - CUSTOM 3x3 and round baling, along with individual wrapping. Out of southern Lancaster, Pa. 717-826-3775.

BOB & MILLIE'S DISCOUNT signs. The cheapest guys in town. Free delivery on all sign orders. bobthesignman@yahoo.com. Real Estate-Construction-Banners-Yard Signs-Decals-Magnetic Signs-End of Lane Farm Signs. appletreesigns.com. 410-708-1341.

COMPOSTECH LLC. IS A local Honey Brook business,

making and selling organic compost at \$30 per cubic yard. Call Dave at 610-441-5154 to schedule a pick up. Also taking horse manure for free, must be dropped off.

LOWER SCC & IMPROVE conception. Highly effective, 35 years of time tested results and satisfied dairymen nationwide. No withholding ever feed additive, low cost. Call AG, Inc. today. 920-650-1631. www.alphageneticsinc.com.

DAIRY PRODUCER - would you like to lower SCC and mastitis rates, provide milking training, breach the language barrier and improve parlor performance? Call Adolph Dossman at 240-286-8996.

INNOVATIVE DAIRY Nutrition - specializing in forage planning to maximize production and optimize herd health through advanced nutrition. To improve your profits, contact Matt at 717-729-4530

REDUCED PRODUCTION? Heat stress? High SCC? Scours? Proven effective solutions to your herd's health needs, no withholding. Call the Dairyman's Helper. 800-829-7512.

CUSTOM COLLECTING - Call for prices. 301-491-3154. Triple-Hil Sires.

RELIEF MILKING-farm sitting. Tie stall or parlor. Feeding and young stock care. References available. Adrian Horning 717-466-9099. South-Central, Pa.

KANN'S MILKING SERVICE Franklin & Cumberland Co. 30 years experience, references available. Ryan L. Kann, 717-816-1920.

CUSTOM HEIFER RAISING. Weaned calves to calving. 19 years experience. Modern housing, free stalls,

AI breeding, TMR, monthly vet visits. Lebanon Co., Pa. 610-451-3006.

GARDNER CUSTOM HEIFER raising. 40 years experience. TMR in fenceline feeders with lockups, dairy veterinarian manages, adolescent to springers, competitive prices. 540-871-0246, dlggar@aol.com, gardnerheifers.com.

CUSTOM HEIFER RAISING. 300-400 head capacity. AI breeding, hauling available. We do not have state of the art facilities but are committed to an accelerated feeding program. Call for pricing. Reach us at 240-291-0286.

HEIFER RAISING SERVICES offering full health care program, excellent AI breeding program, activity monitor collars, balance ration, pasture for older heifers. Lancaster Co. 717-940-9435.

CUSTOM HEIFER RAISING. Good quality forages. Minerals and hay in TMR. Room for 150-200 head. Troy area. 570-220-4542.

HEIFER BOARDING - Sand bedded freestalls. Corn silage haylage and hay included. \$2/hd/day. 607-382-3633.

HORSE BOARDING available, Willow Street, Pa. area, Lanc. Co. 717-380-7612.

ADAM'S HOOF TRIMMING. 22 years of experience. 717-813-1358.

MID-ATLANTIC HOOF TRIMMING - providing farmers professional hoof care in Maryland, Virginia, Pennsylvania and surrounding states. Call Mikey Barton at 518-567-8046 today for inquiries/scheduling.

HASTINGS HOOF TRIMMING is looking for clients in Pa., N.Y. and Ohio. Call or text 315-283-2717 for a quote.

CATTLE HOOF TRIMMING, Western, Pa. Stand up chute, over 10 years in business. Looking for new clients. 814-279-7932, ask for Russell.

TSHUDY'S HOOF TRIMMING. Quarryville, Pa. Serving Southern Lancaster, Chester and York counties since 2003. \$11/cow, free wraps. Hydraulic tilt table. 717-917-8715.

STAND UP HOOF TRIMMING. Two man trimming crew, excellent cattle flow. Serving South Central Pa. and surrounding counties. Will travel for large numbers. Call Matt Weaver at 814-793-9966.

HOOF TRIMMING Service. 717-755-0770.

PHILBRICK'S HOOF TRIMMING serving western and central Pennsylvania, western New York and eastern Ohio. 814-720-0010.

HOOF TRIMMING - Garrett Co., Md. Tilt table. Willing to travel distances for large groups/herds. \$10/cow. Trained at Dairyland Hoof Care, Wis. Call 301-616-2195.

HOOF TRIMMING SERVICE - providing quality serv-

ice for large and small dairy and beef herds. \$10 per cow. Graduate of Hoof Care Institute. Stand up chute. 315-573-6742.

MACIK HOOF TRIMMING - Beef and dairy cattle. Hydraulic tilt table. Serving Western PA, Eastern OH, Northern WV. Phone 724-345-8501.

PROF. HOOF TRIMMING - RSW Farms LLC. Hydraulic table, competitive rates, serving MD/PA/NY. Contact Ryan 518-935-7704 or RSWFarms@yahoo.com.

MIKE'S HOOF TRIMMING - Since 1988. Hydraulic table. 814-997-9021.

PROF. HOOF TRIMMING - call for more info/available dates. 570-690-1017.

SHUMAN'S HOOF CARE - Serving dairies in Northeastern & Northcentral Penna. and the Finger Lakes region of N.Y. Call Tom, 570-418-1684.

CORRECTIVE HOOF TRIMMING - New Tuffy -tilt table.

Cow comfort, professional work. Call Sam Beiler 717-222-6180.

NEED YOUR COWS clipped? Call 717-768-8345 ext 1.

STRUGGLING WITH MICE and rats? Try First Strike. Oregon Ag LLC. Call 717-656-0067.

DEAD ANIMAL REMOVAL. Call Mike at 717-855-5503.

DEAD ANIMAL REMOVAL. Removal of dead farm animals. 717-228-9500. M-F 8-4, Sat. 8-11 or text.

LIVESTOCK HAULING Local/ long distance. Pa., N.Y., Ohio, Va. 814-592-2543.

SILO DEMOLITION. 717-786-6063.

HARVESTORE SILO REPAIRS, extensions, and roof replacements. Call us at 717-786-6063.

NEED YOUR EQUIPMENT, building or house pressure washed? We have the equipment to do the job. Call us at 717-644-6295.

Special Dairy Sale

SALE HELD AT FISHER'S QUALITY DAIRY SALES
3304 OLD PHILADELPHIA PIKE, RONKS, PA.

FRIDAY, JANUARY 24 • 10 A.M.

We will be selling many good, young, fresh cows and heifers from overstocked herds and heifer raisers, Reg. and grades, also springers, *including:*

- 10 top, young, fresh 2 and 3 yrs. from one 27,000 lb. herd.
- Several good, young, mature cows from one herd going out of business.
- 2 A2A2, 6 month old Jersey heifers.
- 2 Reg. ½ and ¾ mini Jersey bulls, A2A2 breeding.
- 1 Reg. ¾ mini Jersey, just fresh, standing 46 inches.
- 1 Reg. ½ mini Jersey heifer, bred 5 months. All mini Jerseys from A2A2 breeding and test pending.

*Plus many more good, young, fresh cows with lots of milk!
Watch for more details next week.*

Free chocolate milk • Not responsible for accidents

Sale managed by: **FISHER'S QUALITY DAIRY SALES**

Jonas Fisher • 717-768-3297

Auctioneer - Dave Stoltzfus - AU005655 • Pedigrees - Dan Albright

BRUBACKER'S QUALITY DAIRY SALES, LLC

10 BROWN ROAD, SHIPPENSBURG, PA

Thursday, January 23 @ 10:00 A.M.
Special Dairy Cow & Heifer Sale

- ★ We are expecting a good selection of fresh and fancy, 2 and 3 yr. olds out of local overstocked herds and heifer growers. Mostly A.I. sired with several good Registered cows, with most on test w/ low SCC and lots of milk! **Including 8 fresh cows from one farm fresh less than 60 days!!!**
- ★ Brandt-View sends 5 fresh and fancy cows, w/ deep ped. & genomics, A2/A2, and milking well!
- ★ Also a nice selection of heifers from healthy calves to close springers!
- ★ 5 close springers from one farm, w/ nice frames and good feet and legs!
- ★ Several breeding age bulls out of good cow families!

NOTE: Fancy fresh cows, and well grown heifers are in high demand! Call early to get free advertising! ****Need that special cow or just a good replacement? Come spend the day with us! We're selling a great selection of dairy cattle right off the farm. All cattle vet checked and vaccinated. Trucking available.**

Can't make the sale? You can now participate online at Cowbuyer.com.
For on-line questions, call Katie Shultz 717-543-7883.

Manager/Auctioneers
Jason Brubacker Lic. AU5608
717-729-0173

Darryl Jones Lic. AU5194
717-226-0776



Sale Barn
Ivan Brubacker
717-414-6657

Pedigrees
Art Kling

Free
ice
cream

NEW HOLLAND
SALES STABLES, INC.

Free
ice
cream

Located 12 Miles East of Lancaster, PA. Just Off Rt. 23, New Holland

DAIRY COW & HEIFER SALE

WEDNESDAY, JAN. 15TH • 10:30 A.M.

**All quality consignments of cows, heifers
and service age bulls wanted!**

**Recently fresh cows milking 100+ lbs.
and with low SCC are in demand.**

Good quality open & bred Holstein heifers selling at historical highs!

Consignors: Please send all info with truckers for the catalog.

For more information, contact dairy reps:

Aaron Martin, 717-445-4825 (home); Bill Hough, 973-224-0204 (cell).

REMINDER:

• Friday, Jan. 17th - First Special Horse Sale.
Start time 12 noon with drafts, followed by driving horses.

Sale Managed By
New Holland Sales Stables, Inc.

Barn 717-354-4341 Fax 717-355-0706 • David Kolb, Mgr. 61L

DAIRY SERVICE TECH - servicing all brands of dairy equipment. South central, Pa. Wes Sollenberger, 814-505-6304.

CUSTOM COMBINING services. Well maintained equipment. Reasonable prices. Call 315-573-6742 for more information.

RESTORING GRANDPA'S old tractor doesn't have to cost an arm and a leg! Full service repairs and restorations. Agriculture and industrial repairs. York Co. 717-368-1354.

FARM MACHINERY REPAIRS, NH small square baler parts, Discbines, Haybines, rakes, feed mixers, discs (new blades), forage harvesters and more. 607-243-5896.

DISCBINE DOCTOR - Repairing all makes. Buying & selling. After market cutter bar, bearings, or NH/JD/Kuhn and used parts. Call ahead 717-768-7542.

SERVICE DONE ON ALL brands of fence energizers and battery chargers. Call Sensenig's Electronic Repair 717-445-9905 for your repair needs.

3 Dairy Equipment

1000 GALLON TANK, receiver group, detergent pump, pipeline washer control panel. If interested in all or some, contact 717-598-0563. (2/7)

SOLLENBERGER SILOS
5778 Sunset Pike
Chambersburg, PA 17202
Poured Concrete Silos for Farm and Industry Since 1908
For information call:
Ken Mansfield
717-503-8909
www.sollenbergersilos.com

SURGE MILKING PARTS. Claws, pipeline washers, pulsators, pulsation controls, parlor gates for Surge Side open parlors, air cylinders for parlor gates and much more. Call and ask about something you might need. Sullivan Co., Pa. 570-419-8981. (1/24)

NINE 36 INCH SHAEFFER basket fans, \$290 each OBO; 40 Westfalia Surge SS 06 style shells, best offer. 717-450-6095. (1/10)

USED MILK TANKS - 700 gal. Mueller M; 800 gal. Mueller OH; 900 gal. Mueller OH. T.H. Horning. 717-438-3104.

SURGE PIPELINE SYSTEM. Dumping station, bucket units. 814-274-8354.

DOWN COW HYDRO therapy float tank, \$25/day. Blairsville, Pa. 724-309-1990.

4' X 6' COW MATS. GOOD mat for the money and easy to install. \$80 each, including hardware. Call 717-304-6684.

GUTTER GRATES FOR tiestall barns. Innovative design prevents hoof injuries. Call for more information and current pricing. 717-464-6476.

4 Dairy Cows

FRESH 2 YEAR OLD Holsteins, milking up to 85 lbs. Call for pricing. 717-354-6370. (1/24)

SOYBEAN ROASTING ON YOUR FARM
• Full-fat roasted soybeans for maximum feeding value
• High-energy, bypass protein and palatability
• Toxic enzymes and molds destroyed
• Custom roasting in MD, DE, PA & Southern NJ
HORST GRAIN ROASTING
Chester Co., PA
(717) 926-4310

BUYING AND SELLING dairy herds, heifers and service bulls. Aaron Coons, 717-816-4118.

JUST FRESH, 1ST LACTATION Reg. Holstein cows. Good quality, well grown animals. 3-4 generally available each month. Call 570-297-5118.

6 Dairy Bulls

B&W AND R&W POLLED homozygous Holsteins, A2A2. Some genomically tested also. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

WANTED - Reg. Jersey bull, 12-15 mos. old. 856-478-2942.

REG. HOLSTEIN BULLS for sale. Ar-Joy Farms, Cochranville, Pa. 610-637-7423.

HOLSTEIN BULLS ready for free stalls and younger. High genomic tested bulls from contract matings and high type cow families. 610-932-6062. Call between 8:00-8:30 a.m.

BULLS FOR SALE & LEASE - Reg. Holsteins, any age out of dams with records to 30,000M, 1200F. Stump Acres. York Co. Call 717-792-3216.

7 Semen, Embryos

WELCOME CLASSTOPPER semen. A2/A2 aAa 213645 2-3 VG-85 +2798 GTPI. \$15/unit. Delivery available in some areas, can ship.

Precast Systems, LLC
Producing concrete since 1923
FEED BUNKS
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NCPA certified plant
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www.precastsystemsllc.com
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Streamline Genetics, 607-965-0089 or 706-578-0731.

HELSEL-HILL HAS expanded. Call or text Keith Helsel for No Bull sires, Blondin sires, Resolution-Red, Furnace Hill Zas Endure, and more. 814-515-5455.

CUSTOM COLLECTING - WE custom collect your bull at our facility. Semen is processed with high quality standards at very competitive rates. We also offer short-term housing options during collection. Triple-Hil Sires 855-955-2100.

DONEGAL-CREEK BAXTER Pedro-ET, reg # 139932533. He is EX-94 AAA (4352). From 5 EX dams- 94, 90, 91, 91 & 95. Dam is 94 pt. Outside daughter, still in herd at 10 yrs. old & looks half her age. Sire stack is Baxter, Outside, Rudolph, Conquest, Starbuck, Citation R, Elevation. Very well balanced bull siring the right kind. Strength with dairyness. High productive life, low SCC, high conception. Early daughters are milking great & look better than their dams. Priced at \$14 for 20 units or more. Joe Wivell 717-471-5260.

9 Equipment & Machinery

NEW HOLLAND FR920 forage harvester. Year 2020. 900HP FPT engine with 2,725 hours. 2,150 cutterhead hours. KP with hoist. Stone detection. LEDs. Auto-contour. Call for inspection report. \$189,500. 717-400-7917.

RISSLER 610 TMR MIXER; Patz bedding chopper; WIC bedding chopper; 7 BouMatic auto take-offs, pulsation and stall cocks. 724-856-9656. (1/24)

20' LAIDIG Grain-O-Matic unloader, good condition, \$3500; Weaverline 436, not used since went through shop, \$2000. 717-598-0563. (2/7)

8 FT. DRYHILL LIQUID manure pump. Good work-

ing condition. \$2500. 610-334-4885. (1/17)

SELF-PROPELLED FORAGE harvester. 2015 John Deere 7280 with 8-row head. Row guidance, 4WD, ProDrive, 25 mph. 13.5 liter with 440HP. 2350 cutterhead hours. Pre-Def. Many new parts. \$172,500. 717-400-7917. (1/10)

USED WEAVERLINE Series 5 silage cart. Front and side unloading. Needs batteries. \$1,500 OBO. Call Jeremy at 717-437-5215. (1/31)

NH 489 HAYBINE. NH rake. Hydraulic double rake hitch. Hydraulic 3 pt. bale spear. Moisture testers. 814-274-8354.

FOR RENT: E RISSLER 330 trailer TMR mixer, \$30/day; IH Rissler 510 TMR cart, \$10/day. Delivery avail. Myerstown, Pa. 484-793-2179.

ROOFERS BUGGY-RENT for \$125/day or \$500/week. Lancaster Co., Pa. Call 717-808-4155.

10 Feeds

CORN FODDER - 4X5 bales, nice and dry. \$30/bale. Centre Co., Pa. 814-206-4379. (1/17)

1ST, 2ND & 4TH ALFALFA tested, 3x4x8' Chinook dried straw. Delivered or FOB. 610-767-2409, heidelhol-lowfarm.com.

BUYING DAMAGED GRAIN. Trucking is available. Call 717-575-5197.

CERTIFIED ORGANIC KELP meal. Redmond minerals. Dealers available in select areas. Hess Farm Supply. 717-354-9492.

FASTRACK - Improve milk production, increase feed utilization and improve herd health with Fastrack direct fed microbials. Contact Karl at 740-504-2859 or email klbss@columbus.rr.com.

11 Hay

LARGE SQUARE BALES, 3x4x8, first cutting timothy/

orchard grass. Bales weigh 1100 lbs. each. Very good quality. \$90 per bale. Delivery available. Sullivan Co., Pa. 570-419-8981. (1/10)

FIRST CUTTING BALEAGE in small bales. Good heifer feed. Test results available. \$6/bale. 610-334-4885.

HIGH QUALITY 1ST & 2ND cutting grass hay, 3x3x7 bales, low potassium. #1 hay, tested. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

CERTIFIED ORGANIC mixed grass and clover hay. Call from 7a.m.-4 p.m. 717-463-9731, leave message.

ROUND BALES OR LARGE squares. Delivered by ton loads. Coons Farms. 717-816-4118.

HAYBUSTERS - Dairy and beef quality alfalfa, low K hay and straw. Large and small squares. Call Mark at 800-371-7928, or visit www.haybusters.com.

12 Straw & Bedding

SMALL BALES STRAW. \$4 per bale. 440-293-7955.

CHOPPED STRAW in 3x3x6 bales. Good for bedding or TMR mixers. Available now. Lebanon Co., Pa. Con-Ger Farms. 717-821-1454.

HIGH QUALITY SAWDUST available for delivery. Great sawdust for dairy and beef cattle. Call 301-334-6212 for delivery range, pricing and availability.

USE BALED SHAVING in your dairy barn. You'll love this very fine pine bedding. \$5.50/ 40 lb. bag. 610-273-3602.

HAY OR STRAW-any type or quality. Call 717-253-6049 for pricing.

14 Tractors

INTERNATIONAL 3088, ROPS, 5670 hours, all new radial tires, professionally repainted. Excellent condition. \$19,500. OBO. Sullivan Co., Pa. 570-419-8981.

Dealer Inquiries Welcome
We Ship Parts
ALL PLASTIC CONVEYORS AVAILABLE
Good for Under Silo Unloaders Or Any Wet Place, In 18", 24" & 30"
Also Available: Standard Wooden Conveyors And Feeders
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FINE GROUND *Wood Bedding*
Dry, Absorbent BEDDING For Sale
14 yd, 30 yd, and 110 yd loads
Call for Pricing
Buy in bulk and save!
BEILER INDUSTRIES
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KISH VALLEY DAIRY SALES
Located on corner of S. Walnut St. & Front Mountain Rd., Belleville, PA.
MONTHLY CONSIGNMENT DAIRY SALE
3RD FRIDAY OF EVERY MONTH
*****AFTERNOON SALE*****
Friday, January 17 at 1 p.m.
Please have all consignments in by 10:30 a.m. Friday.
Fresh cows, springers, bred & open heifers, service-age bulls
Other consignments are welcome!
Lunch stand and restroom facilities at ringside.
AUCTIONEER: Michael P. Yoder, Pedigrees 717-437-5846
DON CHESNEY - AU-005039 717-994-5266

HIGH OLEIC BEAN GRAINBANK & STORAGE PROGRAM
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CANOLA MEAL LINSEED MEAL
CORN GLUTEN MEAL BAKERY FEED MINERALS NON-GMO
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WE MIX FEED ACCORDING TO CUSTOMER AND NUTRITIONIST FORMULAS
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Zabel Equipment Hydraulic Manure Pumps
DRYHILL Manure Pumps
afS automatic Hammermills
E. RISSLER MFG. Spiro Mixers
Quality Parts, Inc. Harvestore® Aftermarket Parts
Challenger Slurrypump HOT-DIP GALVANIZED
Rebuilt Harvestore® Unloaders In Stock - installed with a 2 year warranty
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SERVICE DEPOT
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Norwain Acres Orrville, Ohio 330-621-1276
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Zimmermans is not affiliated with CST Industries, Inc.

AUTO-STEERING KITS BY FJDynamics. Simple installation and easy to operate. No hydraulic modifications required. 1" accuracy and no subscriptions. End of year pricing. 717-400-7917.

15 Vehicles & Trailers

TRAILER PARTS, TOWING accessories, trailer hitches, and cushion hitches. UPS to your door. Weaver Distributing. 800-Weaver-D. Save!

16 Fencing

SERVICING ALL BRANDS of fences. 717-723-3175.

TIMELESS FENCING - The post is the insulator. Versatile design is self-insulating and easy to install for sheep, goats, cattle & horses. Allegheny Meadows. 814-285-1541.

17 Silos

12' JAMESWAY Volumax ring drive silo unloader. On a pallet, ready for pickup. \$3500. 717-598-0563.

SILLO UNLOADER WINCH; Harvestore silo sheets. 717-363-6741.

USED A.O. SMITH model 1250 Slurry Pump with agitation nozzle and load out line. 717-463-9731.

SILLO DEMOLITION. Contact Beiler Silos. Call 570-745-3574.

HARVESTORE SILLO ROOFS, affordable white or stainless. Solve spoilage. Sheet replacement, sillo demolition. Parts and repairs on Harvestore and stave silos. 717-517-2080.

HARVESTORE SILLO REPAIRS, also demolition and removal. Used replacement blue or white sillo roofs, door frames, doors, lids, breather bags. Installation available. 717-768-0452.

BEILER SILOS - SILLO PARTS, sales and service. New and used silos. Shotcrete relining. Foundation repair with Shotcrete. Tear down and rebuild. Sillo doors made to order. 20 years ex-

perience. Serving Lycoming and surrounding Co. Jersey Shore, Pa. 570-745-3574.

I BUY USED SLURRY-STORES. 315-404-6721 or 315-495-6506.

SILLO DOORS, galvanized steps and latches, poly door panels cut to size for all types of silos. Quality products are always a good investment. Meadow Springs Farm, Gordonville, Pa. Sales brochures and quotes call J. Elmer 717-768-3337 ext.1.

RE-BUILT SILOS, New or used, relines, parts and repairs. Call SR Silos 717-527-4103.

S & S SILLO SERVICE - We erect silos, repair silos with shotcrete, repair concrete walls, stone walls, and foundations with shotcrete. Serving the shotcrete and sillo industry for 25 years. 610-273-3993.

MANUFACTURERS of sillo doors and hardware. Double thick tongue and groove cedar poly and plywood doors. Hardware is powder coated. Agri-Door. Call 717-949-2034.

19 Real Estate

RETIRING BROTHERS selling 1000 cow turnkey dairy in Wisconsin with all cattle and facilities. Guaranteed milk market and renewed CAFO. Can supply feed. 920-960-2566. (2/28)

SPATIAL LAND MASS AND dwelling featuring two distinct living spaces, large main floor plus a huge basement with level walkout family room with wood burning area. Cozy setting for family gatherings. Deceptively large dwelling. Private views. Located off Route 80 in Northeastern Pa. A rare opportunity for a cash buyer. 717-856-2024.

THE GET-R-DONE REALTOR. Rodney Rice, 717-729-9501. 50 years serving farmers selling, buying, auctioning. Landfarmrec-JAK Real Estate. 717-753-5510.

TO BUY/SELL REAL ESTATE in Pa. call Thomas Hershey at 610-209-7096. Hershey

Farm Agency, Inc., HersheyAuctionLLC.com. 800-880-3831.

BEILER-CAMPBELL Realtors and Auction Services, Farm and Land Division. Are you looking to purchase or sell a property in Pa. or Md. Call Chris Taylor, office mgr., 888-786-8715 for an auctioneer or realtor.ctaylorfarms.com.

20 Wanted

I'M LOOKING FOR SOME dairy cattle to buy or lease on a milk assignment. 240-559-6888. (1/17)

USED HARVESTORES AND Slurrystores. 717-993-2373.

LOOKING FOR AYRSHIRE or Lineback heifer calf, Reg. or grade. 223-216-0160.

CERTIFIED ORGANIC dairy heifers. 2 months old to springers. 570-250-1725.

BUYING OLD ISSUES OF Holstein World, Jersey, Brown Swiss, etc. (all other dairy cattle breeds) magazines, sale catalogs and sire directories. 716-255-5625.

BUYING HARVESTORE silos & Slurrystores. Call 717-517-2080.

I BUY TRUCKER HAT collections. 215-896-5609.

21 Opportunities Wanted

I'M SEEKING WORK ON family farm with small house. Most any area. Prefer part-time plus. Call 717-816-9693.

EXPERIENCED PERSON seeking full time employment on dairy, beef or horse farm in Western Pa. or Western Md. Some type of housing needed. 717-487-5170.

YOUNG FARMER looking for a dairy farm to rent. Ideally rent to own situation in Pa. or Md. 717-824-1320.

22 Help Wanted

DAIRY HERD MANAGER- Excellent opportunity to manage a large dairy operation (850-1000 cows) in the Mid-Atlantic region. The ideal candidate is a self-

motivated individual driven by results and success that is capable of managing the total operation and motivating employees to perform at a high level to help us improve the performance of our dairy. Compensation commensurate with training and experience. This is a great opportunity for someone who wants a challenge and enjoys developing solutions to make a difference. Interested parties should send an inquiry and resume to dairyopportunitiesva@gmail.com. (1/24)

23 Pets

OUT OF RESPECT FOR animal welfare, "Pets or Dogs Wanted" will not be accepted as classified ads. We will continue to accept household pet "For Sale" ads. Please take care when purchasing, selling or giving away a pet, keeping the animal's well-being in mind.

24 Seeds

SEED GENETICS DIRECT - Roundup corn \$200-\$245 a bag, conventional corn as low as \$133. Enlist E-3 soybeans \$46 a bag. These are top of the line genetics with rock bottom prices. These prices are for ordered and paid by 11/10/24. Martin-Dale Holsteins. 717-445-6548. (2/28)

ALFALFA, GRASS MIXES, oats and sorghum. Hefty brand and Augusta seed corn. Jacobsen GT soybeans. Leabrook Ag, call us at 717-898-9576.

NEED SEED OATS? We can obtain almost any variety. Also publish quarterly oat marketing newsletter. \$12/year. J.C. Goss, Box 312, Hurley, MO 65675, 417-708-7860.

KING'S AGRISEEDS, feeding your farm's future through high energy forages, and soil building cover crops. Lancaster, Pa. 717-687-6224, info@kingsagri.com, www.KingsAgriSeeds.com.

CORN SEED. PRICING starting at \$129/bag (before discounts). De Dell Seeds, the leaders in Non-GMO corn. 519-264-CORN.

ALFALFA, CORN, SOY-BEANS and more! Call us for all of your crop needs. Growmark FS-Eighty Four. 724-222-4303, www.growmarkfs.com.

TRY THE NEW WINNER 2015 World Forage Analysis Superbowl - Alforex Hi-Gest 360 Alfalfa, cutting edge digestibility. Hess Farm Supply 717-354-9492.

SEED CORN - Partners brand, Mid-Atlantic, Prairie Hybrids. Lots of customer satisfaction. Dairyland hybrid alfalfa's quality yield digestibility. Oregon AG, 717-656-0067.

HUBNER SEEDS - Alfalfa, Corn, Soybeans, call Merle Stoltzfus. 717-224-0700.

APPLY AGROWSIL TODAY Quick and long lasting PH increase, increased yields, soil nutrient release, disease and stress tolerance, and drought tolerance. 1-800-850-0527.

25 Miscellaneous

14 HESS TRUCKS. NEW in box, never opened. \$30 each. 717-360-8223. (1/17)

LAND O'LAKES BASE, 7100 lbs. 570-837-3137.

LAND O'LAKES MILK base for sale. 2600 lbs. 717-803-0999. (1/31)

LAND O'LAKES BASE for sale. Snyder Co., Pa. 570-765-8658. (1/10)

CUSTOM MADE CLEAR poly carbon doors, including custom manufacturing and repair. Also, hot beds and little greenhouses, stainless steel water troughs, horse barn grills, gates and doors. Sunnyside Welding, Manheim, Pa. 717-361-8853, x 4.

STOP FLIES. GREAT products. Fly parasite plans. Cedar solar traps (the best). Zapper that just keeps zapping. www.dairyflyparasites.com. 888-771-3276. Useful Farm Products.

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CLEANING OUT YOUR attic? We'll take any magazines, newspaper, books, etc. for old man to shred for horse bedding. Call now. 717-529-2326, ext. 1.

SEE FARMING IN N.Y. through the eyes of an 11 year old. Visit Youtube and search "4th Gen Dairy Farmer" for videos. Call 716-474-1705 for more information.

HORSE, DONKEY AND calf blankets. Reasonably priced. Dealers welcome. Call 717-361-4474.

POLY SILLO DOORS - Steel horse hitches; pine shavings; pine bedding pellets; Meadow Springs Farm, Gordonville, Pa. 717-768-3337, ext. 1.

PAINTED MILK CANS - farm scenes \$200 or have one custom painted with cows, horses or any family pet. Carroll County, Md. 410-259-1276.

OLD AERIAL PHOTOS of your farm or home dating back to 1963. Nathan Lewis 888-402-6901 or vintageaerial.com.

27 Livestock

ANGUS BEEF, READY FOR slaughter. 570-488-6596.

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Holstein Dairy Herd Dispersal

FOR TIMOTHY & RUTH EBERLY

Thursday January 16, 2025 • 11:00 AM

Location: 2096 Pine Rd., Newville PA (Cumberland Co.) Traveling I81 take exit 37 onto Rt. 233 South to Pine Rd. Turn right, follow to sale.

50 Head- 40 milking, 6 dry cows, 4 springing heifers
RHA - 24,384 F - 4.2 P - 3.2 SCC - 175,000
Dec. DHIA - 8 cows milking 100 lbs or more

14 - 1st calf heifers 13 - 2nd calf heifers Balance in 3rd & 4th

All cattle will be vet checked and vaccinated. Catalogs available sale day.

SPECIAL NOTE: 17 cows tested A2/A2



Auctioneers:
Melvin Sensenig - AU005885L 717-226-3994
Les Longenecker - AU002975L 484-256-1323
Pedigrees: Myron Diller

Dairy Equipment

Equipment will be offered prior to dairy cattle. 1250 gal Mueller bulk tank with washer, 7 Demax milker units (West Falia), 2" stainless steel pipeline for 50 cows, West Falia milker pump, Milker track for 50 cows, 4 Can't kicks, 50 used comfort mats




Terms: Cash or honorable check. Not responsible for accidents.

Food stand provided.

Sale for Timothy & Ruth Eberly (Newville PA) 717-776-4200



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We're not some company that just sells products. We're a team of individuals working together to help your farm prosper. On-farm nutrition consultants. Ph.D. nutritionists. Ruminant microbiologists. Farm records analysts. Specialty consultants. Ration analysts. Lab technicians. All together, our mission is simple: Work together to provide you with the best service and technologies to ensure your farm's success.

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