

FARMSHINE

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January 17, 2025



Photo by Sherry Bunting

Not far from this daybreak scene in eastern Lancaster County, Pennsylvania, Dr. David Kohl, Virginia Tech ag economist, told 500 farmers at the 8th annual Univest Ag Summit on Jan. 15th that he loves coming to Lancaster County to speak, and has been doing so for four decades. They surely look forward to his visits as well. Look for more on page 3.

U.S. House Ag Chair and new Ranking Member share 2025-26 priorities at annual Farm Show listening session

Whole milk, new farm bill top their bipartisan to-do list

By SHERRY BUNTING
Special for Farmshine

HARRISBURG, Pa. — Bipartisan priorities were evident — especially on getting whole milk back in schools and completing a new farm bill — during Rep. Glenn ‘GT’ Thompson’s annual listening session on opening day of the Pennsylvania Farm Show Jan. 4th in Harrisburg.

With a thin Republican House majority, Thompson, who represents the largely rural 15th district of north central Pennsylvania, will continue as Chairman of the Ag Committee.

He introduced the more than 100 attendees to the Ag Committee’s new top Democrat, Ranking Member Angie Craig, who represents the mostly rural 2nd district of southeast Minnesota.

They were joined by Ag Committee and Ag Appropriations Committee member, Rep. Chellie Pingree, representing the 1st district of Maine, and by Pennsylvania Secretary of Agriculture Russell Redding.

Whole milk

“We got really close to getting this done,” said Thompson about his Whole Milk for Healthy Kids Act after Berks County dairy farmer Nelson Troutman with the Grassroots Pennsylvania Dairy Advisory Committee asked: What’s next for the bill in the new 2025-26 Congress?

“We have to start over, but there is a lot more support this time,” Thompson replied. He doesn’t see any obstacles on the House side after overwhelming bipartisan support in the 2023 floor vote.



House Ag Committee Chairman GT Thompson of Pennsylvania and the new Ranking Member Angie Craig of Minnesota (left), along with Rep. Chellie Pingree of Maine talked of priorities with whole milk in schools and a new farm bill ranking at the top of their bipartisan to-do list in the 2025-26 Congress. Photos by Sherry Bunting

He expects the bill to move quickly through the Education and Workforce Committee under its new Chairman Tim Walberg (R-Mich.), a whole milk bill cosponsor. Then Thompson will work with House leadership to get it on the calendar for a 2025 vote.

He said the Senate side also looks “very promising” as Sen. John Boozman (R-Ark), a supporter of the bill, replaces former Ag Committee Chair Debbie Stabenow (D-Mich.) who had blocked it.

Craig gave further assurance. She and the new Ag Committee Ranking Member on the Senate side, Amy Klobuchar (D-Minn.), are working together on this. “We do not see what we saw last time on the Democratic side to get this done for GT,” said Craig.

Both are Democrats from Minnesota who previously cosponsored the bill – Craig on the House side, Klobuchar on the Senate side.

Thompson credited the education and leadership of the Grassroots Pennsylvania Dairy Advisory Committee and 97 Milk in raising awareness and support. “The grassroots effort also helped improve the bill by suggesting language that makes sure the calories don’t count toward the fat in the school meal,” he said.

Pingree is also a big supporter of whole milk in schools. She was “amazed” to see all the Drink Whole Milk signs, banners, and painted bales while visiting her brother-in-law in Lancaster County, Pennsylvania.

“I don’t know too many states where you see something this interesting while you’re driving down the road. It’s pretty impressive. It has spread far and wide,” she noted.

ESL milk

Troutman asked if the bill could address

extended shelf life (ESL) milk in schools. He is concerned about taste and acceptance by students, saying “schools should only be allowed to serve ESL milk if that’s the only option available to them.”

His concern arises from the volume of new plant capacity coming online across the country for ESL and aseptic shelf-stable milk packaging, along with new Federal Milk Marketing Order formulas that will price Class I milk differently based on shelf life. This creates potential competitive issues, especially in Pennsylvania, for bottlers of conventionally pasteurized milk that tends to be more local vying for school contracts with ESL milk coming from potentially more distant locations.

Farm-to-School

State lawmakers and young people in attendance voiced further concerns about the quality of school meals and the practice of schools shipping-in prepackaged meals prepared out-of-state, leaving Pennsylvania agriculture out of the loop.

They requested incentives for local farm-to-school food programs. Frank Stoltzfus, a 9th generation farmer from Lancaster County pointed to the PA Beef to PA Schools program as a successful example.

These discussions come under the jurisdiction of the House Education and Workforce Committee and its “long overdue overhaul,” said Thompson: “The Childhood Nutrition Reauthorization is where we reform and refine to update school meals. I’ll be encouraging Chairman Walberg that we do that reauthorization, and this (ESL question) is

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PERIODICAL • DO NOT DELAY

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MilkPEP may help market your milk, webinar to explain

HARRISBURG, Pa. — The Center for Dairy Excellence will host another webinar for dairy processors on Tuesday, January 21 from 1-2 p.m., titled “How MilkPEP Is Modernizing Milk.” This is the next webinar in the bi-monthly processor webinar series to help spur discussion, collaboration and innovation across the dairy supply chain. Al Dejewski, Senior Vice President of Marketing at MilkPEP, will share how dairy processors can leverage MilkPEP programs, insights, and category leadership offerings for their brands.

“We know dairy processors are always looking for ways to increase the consumption and demand of fluid milk, so this webinar should give an inside look at what MilkPEP programs have to offer,” said Jayne Sebright, Executive Director at the Center for Dairy Excellence. “You’ll learn how these programs from MilkPEP can help dairy processors enhance their brand and modernize a beverage that has been around for so many years – and continues to deliver so many nutrients and benefits.”



Al Dejewski

During the webinar, Dejewski will share how the marketing arm for the fluid milk industry is reaching consumers and positively impacting attitudes toward milk. He will also describe MilkPEP’s integrated programming that is driving reconsideration of milk as a modern performance beverage.

Al Dejewski is a successful CPG sales and marketing executive with over two decades of expertise in go-to-market, consumer and commercial roles with renowned brands like Chobani and PepsiCo. As the Senior Vice President of Marketing at MilkPEP, Dejewski leads the marketing and communications initiatives for the national dairy milk promotion program, which aims to increase the consumption and demand of fluid milk in the US.

To sign up for the free webinar on January 21, visit www.centerfordairyexcellence.org/processor-webinar or call the Center at 717-346-0849.

For questions about the Dairy Processor Webinar Series, contact Jayne Sebright at jsebright@centerfordairyexcellence.org or call 717-346-0849.

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— Jared Daubert

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Jared grew up in central Pennsylvania, steeped in Brown Swiss genetics, earned his animal science degree at Penn State and worked for several large farms before he and Laura and their 4 children began milking 125 Brown Swiss, Holsteins and Red & Whites on their first-generation JA LA DA Dairy near Millmont, Pa. He loves seeing genetic improvement and seeing his kids grow up learning to take care of things.

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 Melissa Johnson, Advertising Representative
 Ashley Denlinger, Advertising Representative
 Sue McCloskey, Secretary
 Douglas Denlinger, Publisher

Send subscriptions, news & advertising to:
 FARMSHINE
 342 E. Main St., Suite 201, Leola, Pa. 17540
 Phone 717-656-8050 | Fax 717-656-8188
news@farmshine.net | ads@farmshine.net

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'You have what they crave'

Dr. David Kohl, Virginia Tech professor emeritus of agriculture and applied economics and partner in Homestead Creamery gave 500 farmers a lot to think about, generating thoughtful questions and discussion. Kohl was the keynote speaker for Univest's 8th annual Ag Summit Jan. 15 in eastern Lancaster County, Pennsylvania. Kohl quote of the day: "With 88% of the U.S. population 'urbanized' today, Gen-Z is now three to four generations removed from agriculture, which teaches life skills. You are the ones who can bring it together. Products are commodities, but experiences sell. Market by the five senses because consumer experiences are woven into that. You have what they crave."

Photos by Sherry Bunting



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Exports are growing, imports too

December's USDA Economic Research Service Livestock, Dairy and Poultry Outlook took a look at the growth in the volume of imported dairy products on a milk-fat, milk equivalent basis and red meats as well for the past decade 2016 through 2025. (See chart below.) Granted, the data are actual volumes for 2016 through 2023 and estimated for 2024 based on 10 months of data, while estimating completely for 2025. Given some of the surprises in the January WASDE report, these charts may see an update that could raise the 2025 forecasted import volumes a bit more.

The 2025 forecast for U.S. dairy imports keeps getting raised as the milk supply growth in the U.S. is not materializing; however, USDA FMMO Market Administrators' reports indicate that milkfat levels are reaching record highs in the domestic milk supply.

According to the ERS December Outlook: "Projected volumes (of dairy imports) are increasing to 9.1 billion pounds on a milk-fat basis and 7.4 billion pounds on a skim-solids basis, each representing a 0.1-billion-pound increase from the previous month's forecast. This upward revision is primarily driven by anticipated increases in imports of cheese, butter, and whole milk powder."

Whole milk powder imports have grown significantly since 2020. Stay tuned on this.

Strong domestic demand for dairy products in 2025 is expected to draw down existing stocks, according to the ERS, leading to a downward revision of the 2025 ending stocks forecast. As a result, domestic use forecast is raised by 0.9 billion pounds on a milk-fat basis to 225.1 billion pounds and by 1.2 billion pounds on a skim-solids basis to 185.1 billion pounds.

As for red meat, the jump from 9.2 to 12.3 billion pounds has a few drivers. First, cattle inventories are down, and we won't know until later this month what the Jan. 1, 2025 All Cattle and Calf Inventory Report has to say. Second, the ERS Outlook says beef demand is strong, and imports are filling the supply gap, rising 35% year over year in October to 414 million pounds.

Imports were up from last year from all major suppliers



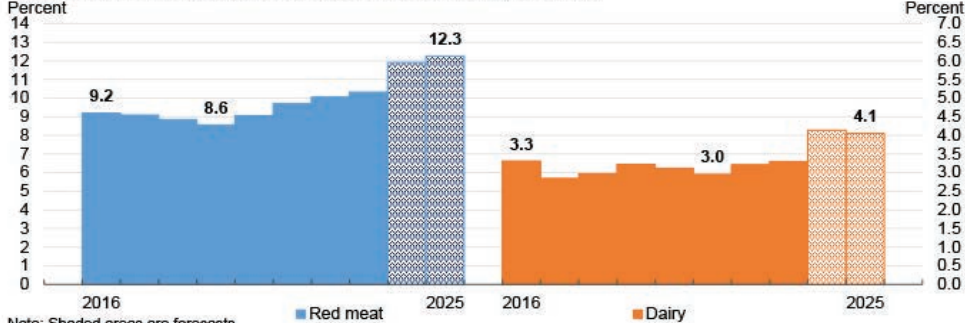
Milk Market Moos

by Sherry Bunting
agrite2011@gmail.com

FEDERAL ORDER UNIFORM PRICE ANNOUNCEMENTS FOR DECEMBER 2024 MILK MARKETINGS (published Jan. 13, 2025)

FEDERAL ORDER	SUP @3.5F, 2.99P (\$/cwt)	Change f/ prior mo	Avg. Pool Test Fat, Protein (%)	Change Fat, Protein f/ prior mo	SUP Value @Test (\$/cwt) before adjustments	Change f/ prior mo	PPD @base zone	Change f/ prior mo
Florida (FO 6)	25.44	1.3511	4.04, N/A	0.0711, N/A	27.13	1.2111	N/A	N/A
Southeast (FO 7)	24.18	1.2811	4.32, N/A	0.0811, N/A	25.88	1.0911	N/A	N/A
Appalachian (FO 5)	23.43	1.2911	4.25, N/A	0.1211, N/A	25.30	1.0211	N/A	N/A
Northeast (FO 1)	21.47	1.0011	4.43, 3.33	0.1011, 0.0411	24.87	0.9011	2.85	0.3311
Upper Midwest (FO 30)	18.98	1.3511	4.47, 3.37	0.0811, 0.0211	22.69	1.3711	0.36	0.0211
Mideast (FO 33)	20.85	0.7011	4.42, 3.38	0.1211, 0.0411	23.99	0.8311	1.89	0.1911
Southwest (FO 126)	20.55	1.2111	4.50, 3.51	0.0711, 0.0111	24.22	1.3011	1.93	0.1211
Central (FO 32)	19.95	1.0811	4.38, 3.44	0.0511, 0.0011	23.44	1.2011	1.33	0.2511
California (FO 51)	19.99	1.2911	4.35, 3.46	0.0011, 0.0311	23.43	1.2611	1.37	0.0411
Pacific NW (FO 124)	19.94	0.9611	4.66, 3.57	0.0511, 0.0111	24.51	1.1811	1.32	0.3711
Arizona (FO 131)	21.12	0.9311	4.30, N/A	0.0011, N/A	23.38	1.0211	N/A	N/A

Import share of disappearance: Red meats and dairy, 2016-25



Note: Shaded areas are forecasts. Dairy import shares are on a milk-fat milk-equivalent basis. Source: USDA, Economic Research Service with USDA World Agricultural Outlook Board data.

except Canada. Australia has surpassed Canada as the top supplier of beef to the U.S. for the first time since 2016.

Based on increased imports from Oceania and South America, the beef import forecast for fourth quarter 2024 is raised 80 million pounds to 1.170 billion, bringing the annual forecast to 4.588 billion pounds. If realized, this would be a 23% increase year over year.

Beef imports from Brazil continue strong, despite being subject to the higher out-of-quota tariff rate through the end of the year.

Class III milk futures tumble lower

Class III milk futures tumbled lower this week ahead of losses on the spot cheese market. Normally we'd see this

happen the other way around. Losses were toughest in the upfront months of February through April 2025, dropping by 50 cents to \$1.00 per hundredweight below last week -- slipping out of the \$20s back into the \$19s.

Contracts for the fall months firmed up and the fourth quarter months made some gains, so the 12 month average came in at \$19.31 on the close Wed., Jan. 15 -- down 19 cents from the 12-month average on the prior Wednesday.

Class IV milk futures were mixed, and the 12-month average trimmed 3 cents at \$20.72.

CME dairy product markets steady; but cheese, butter lose ground at midweek

The daily CME spot market for dry whey held its ground this week, pegged Wed., Jan. 15 at 73 3/4 cents per pound, generally steady with the prior Wednesday with just 5 loads trading over 5 days. USDA reports indicate that production of dry whey and whey protein concentrate powders are lagging year ago levels by 5 to 30%.

The USDA AMS weekly National Dairy Product Sales Report (NDPSR) is stuck at 70 cents per pound for the week ending Jan. 11, despite the spot market having been at 73 1/2 to 75 cents for five weeks. The NDPSR is used in FMMO price formulas.

Spot cheese was steady until Wed., Jan. 15 when 40-lb block cheddar dropped nearly a dime, pegged at \$1.8225/lb with

16 loads trading over 5 days; 500-lb barrel cheese lost just 3 cents, pegged at \$1.84/lb with 8 loads changing hands. The barrel price, which will be excluded from FMMO pricing formulas when the USDA's final decision is implemented in the second half of the year, is trading almost 2 cents per pound above the block price.

On the Class IV side, the spot butter price held at \$2.60/lb until a 3-cent drop on Wednesday put it at \$1.5675/lb with 24 loads trading in 5 days. Nonfat dry milk was generally steady at \$1.3675/lb with 14 loads changing hands.

FDA requests information on high-protein yogurt ingredients, manufacturing

This week, the FDA issued a request for information (RFI) on manufacturing processes and ingredients used to make high-protein yogurt, Greek yogurt, or Greek-style yogurt (also collectively referred to as "high-protein yogurt" in this RFI). The FDA is taking this action, in part, because the existing yogurt standard of identity (SOI) may not align with certain manufacturing processes and ingredients used to concentrate protein to manufacture high-protein yogurt.

In 2019, this was identified by the dairy processing sector, particularly makers of high-protein Greek yogurt that does not qualify for school lunch programs due to its misalignment with the yogurt SOI, even when it is a condensed natural product with increased nutritional benefits.

Industry has raised concerns that the existing yogurt SOI does not accommodate certain practices or technologies for manufacturing high-protein yogurt, such as ultra-filtration.

The FDA is seeking information from all interested parties to understand current manufacturing practices and ingredients used to make high-protein yogurt. The FDA is also seeking information regarding the usage of various names for high-protein yogurt (e.g., Greek yogurt, Greek-style yogurt), including specific company practices, trade convention, and consumer studies. We intend to use the information and data resulting from this RFI to determine what type(s) of actions, if any, should be taken.

To ensure comments are considered, please submit written or electronic comments by April 15, 2025.

Submit comments electronically on Regulations.gov to docket number FDA-2024-N-5716.

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Dive into the future on February 5-6 in State College

HARRISBURG, Pa. — “Caleb and Alice Crothers both have a fascinating story, with nontraditional journeys and careers that eventually led them back to their family’s 8th-generation dairy farm. They plan to share their experience interfacing with consumers, farming with sustainability and heritage in mind, and their mindset for achieving goals.”

So said Jared Kurtz, Pennsylvania Dairy Summit chair and dairy farmer from Berks County, Pa., adding that Caleb and Alice will share their story at the Summit next month.

Long Green Farms Inc. is a 330-cow dairy operation located near Rising Sun, Md. As a bicentennial farm, it is one of the oldest operating dairies in the state. Caleb Crothers is the proud owner/operator. Alice is the treasurer and has shared her passion of the farm’s heritage and sustainability journey in numerous publications as well as Maryland Public Television.

“When it comes to designing your tomorrow, the pathway to chasing dreams and achieving goals is never linear. The conditions will never be perfect. Success requires a plan, patience, perseverance, partnership, and permission to pivot, plan and perform,” said Alice.

The upcoming Pennsylvania Dairy Summit is centered around the idea that designing our futures in the dairy industry begins with the decisions we make today. Hosted by the Professional Dairy Managers of Pennsylvania and Center for Dairy Excellence, the Pennsylvania Dairy Summit is scheduled for February 5-6, at the Penn Stater Hotel and



Caleb and Alice Crothers of Long Green Farms near Rising Sun, Maryland, will share their story during one of the Producer Showcase keynote sessions titled “Building for Tomorrow Today.”

Conference Center in State College, Pa. The two-day conference is nationally recognized as one of the best conferences for dairy professionals and offers inspiration, education, and networking for dairy farmers in all types of production.

“The keynote speakers at this year’s Dairy Summit will not only dive into what the future of the dairy industry looks like, but they will share tangible steps and decisions we could be making today to start designing our future,” Kurtz affirmed.

In addition to Alice and Caleb, the following keynote speakers will speak from the Summit stage next month:

- What’s exciting about dairy’s future with Peggy Coffeen from Uplevel Podcast
- Farming for the future in a world where people know their farmers: Producer Showcase with David Moser of Oakridge Dairy
- Today’s ideas, tomorrow’s reality: A panel discussion on new opportunities in Fluid Milk

In addition to the keynote sessions, the Pennsylvania Dairy Summit will include 12 breakout sessions for all sizes of operations and all members of dairy teams. Breakout sessions will cover four specific tracks:

Herd and health; feed, forages and energy; people and potential; and outcomes and opportunities. Many of the breakout sessions will be led by dairy producers from Pennsylvania and beyond.

Visit www.padairysummit.org to save the date and view conference information. Registration is now open.



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Dairyman's Datebook

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, Scottsdale, Pa.

FEBRUARY 17, noon, Dairy Old Timers Luncheon, O'Brien's Irish Pub, 701 West Lumsden Road, Brandon, 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. 22, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

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

JAN. 29, 12-1 p.m. See Dairy Complete Online Dispersal, Macy, Ind. Sale managed by Kreeger and Associates.

FEB. 1, 9 a.m. Fisher/Stoltzfus Farm Auction, Bird In Hand, Pa. Sale managed by Tim Weaver Auction Service.

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.

Subscriptions, renewals are always welcome

Dear Reader:

A note we received from J.M. Weaver of Ohio is typical of the many comments we receive week after week: "The only true, grassroots, common sense information available nowadays."

Whether you've been a long-time subscriber or are perusing through our pages for the first time, we hope you'll find *Farmshine* interesting, pertinent to your needs and enjoyable to read. As thousands of readers have discovered for themselves, *Farmshine* is a source of information that you will not likely see in other newspapers or magazines. We simply tell it like it is!

Farmshine's current subscription rate is \$20 for one year, which comes to only 39 cents per week. A slightly better deal is offered if you subscribe for two years at a time: \$38.

Whether you'd like to be a new subscriber or are up for renewal, please use the handy order form at the top of page 2 to keep *Farmshine* coming to your mailbox every week.

We thank you for your consideration and support.

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Annual shoe drive invites you to step up; now through March 7

CHAMBERSBURG, Pa. — The Tide® (www.thetide.org) announces their fourth annual "Your Soles, Their Souls" shoe drive, sponsored by Cubes Storage Solutions of Chambersburg.

Each year, The Tide collects new and gently used shoes in a unique program whose benefits are twofold: the shoes collected benefit microbusinesses in developing countries around the world, and the funds raised from this campaign will be used to benefit Gospel outreach through literacy classes in India.

This year's shoe drive began on January 2 and ends on March 7. Last year's shoe drive gathered 6494 pairs of shoes, and this year The Tide hopes to collect even more.

"Many of us have shoes in our closets that we never or hardly wear. Our annual shoe drive is a great way for our supporters to clean out their closets and support our ministry work at the same time," says Don Shenk, The Tide® ministry director.

Ways to get involved:

- Become a community drop-off location.
- Promote the shoe drive and collect shoes.
- Donate new/gently used shoes.

For more information on getting involved, or for a list of Community Collection sites, visit the Tide's website.

PHA 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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Lessons to communicate in Spanish offered by Katie Dotterer

HARRISBURG, Pa. — To assist dairy farm families in improving communication, safety and productivity, while building respect and positive relationships with Spanish-speaking employees, the Center for Dairy Excellence is once again offering \$100 discounts to dairy producers who sign up for the “Spanish for Agriculture” (Dairy Beginners or Intermediate) online course with Katie Dotterer of Agvokate this winter. Individuals who sign up will have 24/7 access to all course content through May 9.

Dairy producers will receive \$100 off the cost of registration and access to 16 online, interactive classes along with all the resources the instructor provides. The \$100 discount is available for both the Beginners and Intermediate course. Producers must sign up by January 31 to receive the discount.

Led by Katie Dotterer, a lifelong dairy farmer and former Spanish teacher, the online Spanish course will be held live on Tuesday and Thursday evenings from February 4 through March 27 from 7:45 to 8:45 p.m. for

the Beginners course. The Intermediate course will be held live from 6 to 7 p.m. on Tuesday and Thursday evenings. All classes are recorded for on-demand viewing with no mandatory live attendance required. Individuals can save and download all resources, with the exception of videos, to utilize after the conclusion of the course. Resources include digital flashcards, comprehensive vocabulary lists, and resource links.

The 16 classes span over a total of eight weeks and include two, one-hour classes per week. Classes are interactive with in-class work and participation as well as homework for reinforcement of the material. The course begins with Spanish basics and expands to include specific dairy vocabulary that will help farmers better communicate with employees.

• Cost: The course is \$597 per person, which includes a \$100 discount from the Center for Dairy Excellence for dairy producers. The course is designed to track individual progress, not a couple or family. For those

who sign up by January 22, Katie is offering her Bilingual Measurement Guide for free. The guide is a comprehensive Spanish-English measurement guide, and it includes: easy conversion tables with standard, metric & imperial units, visual measurement comparisons for quick understanding, and more.

• How to Sign Up: Dairy producers should visit www.centerfordairyexcellence.org/spanish-discount to sign up and receive the discount. You will receive details on how to access the course after registering.

Katie Dotterer is a lifelong dairy farmer who received degrees in business management, and secondary education, Spanish. She worked as a Spanish teacher in middle and high school for 4+ years, and has worked to develop curriculum and instructed online

courses for the dairy industry for six years and over 700 students nationwide. She has worked with native Spanish speakers for 16+ years. Katie also studied abroad in Panama and Mexico, and she is certified in ESL- English as a Second Language. She received the 2008 Employer of the Year (Dotterer Dairy) from the Pennsylvania Department of Education Migrant Education Program.

Visit www.centerfordairyexcellence.org/spanish-discount to learn more about the discount and the course, or call 717-346-0849 for more details. Sign up no later than January 31, 2025 to receive the discount.

To learn more about the course, visit: www.agvokate.com/new-online-spanish-course-1

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Congratulations to all exhibitors and winners of the 2024 World Dairy Expo!

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Western Pa. Grazing Conference set for March 13 in Clarion

CLARION, Pa. — The Western Pennsylvania Grazing Conference will be held on March 13 at Trinity Point Church of God, 180 West Trinity Drive, Clarion, Pa.

The program:

- 7:30 a.m. - 8:30 a.m. Registration
 - 8:30 a.m. Welcome
 - 8:40 a.m. Introductory presentation - J.B. Harrold, NRCS and Chris Leiden, Leiden Land & Cattle Co.
 - 9 a.m. Keynote speaker: *Making the Most of Your Pastureland Ecology with Adaptive Grazing Management* - Dr. Matt Poore, North Carolina State University & Triple Creek Ranch.
 - 10:30 a.m. Visit with vendors/sponsors
 - 11:15 a.m. - noon Breakout sessions
- A. The Importance of the Unseen: Holistically Managing Our Land & Our Minds** - Caleb Schneck, Deer Run Acres.

B. Solar Grazing on Farms - Daniel Dotterer, Daniel Dotterer Farms, Agrivoltaic Innovations.

C. Bale Grazing to Improve Soil Health & Productivity of Highly Degraded Soils - State of the Art & Perspectives for Pennsylvania - Dr. Sjoerd Duiker, Penn State University & Allegheny Grass Fed Coop.

• **Noon - 1 p.m. Lunch**
 • 1 p.m. Keynote speaker: *Starting with Nothing / Using What You Have & Low Input Grazing / Farming While Full-Time* - Eli Mack, Mack Farms.

• 2:30 p.m. Visit with vendors and sponsors
 • 3 p.m. Breakout sessions

A. Making Sense of Nutrition for Pasture-Raised Beef Cattle - Dr. Matt Poore.

B. Tying Nutrient Cycling, Manure Utilization, & Soil Health

Together - Dr. Robb Meinen, Penn State University.

C. Considering Input Costs to Establish Prices - Aaron Miller, Miller Livestock Company

- 4 p.m. Speaker panel
- 4:45 p.m. Closing remarks, door prizes, evaluations.

Growing consumption in Mexico bolsters dairy exports, says CoBank

DENVER, Colo. — U.S. dairy exports are approaching record levels as consumer demand for dairy products in Mexico continues to outpace the country's production. Mexico is the leading export market for U.S. dairy products, accounting for more than one-fourth of international sales. All told, Mexico purchases 4.5% of U.S. milk production via dairy products and ingredients. While milk production in Mexico has grown annually since 2011, it hasn't been enough to keep pace with surging demand. Dairy product consumption in Mexico has increased by 50 pounds per capita since 2011.

According to a new report from CoBank's Knowledge Exchange, the upside potential for increasing U.S. dairy sales to Mexico remains strong and broader export market opportunities are positioning the U.S. dairy industry for long-term growth.

"Dairy product sales to Mexico have the potential for continued growth as more consumers enter the middle class and seek higher quality proteins and fats," said Corey Geiger, lead dairy economist with CoBank. "Mexico faces an annual dairy product deficit ranging between 25-30%, and the U.S. supplies over 80% of that shortfall. Beyond Mexico, the U.S. has strong growth prospects in the wider dairy export market that will be increasingly important as new dairy processing capacity comes online."

The European Union and New Zealand currently hold the top two spots for global dairy exports, but milk production in those regions has stalled. Greenhouse gas reduction policies have constrained production in the EU, and New Zealand has likely reached its peak cow population due to land constraints.

Growth prospects for U.S. dairy both domestically and abroad triggered an \$8 billion investment in new processing plants that will be ramping up production over the next two years. By the middle of 2025, nearly 20 million pounds of new milk is expected to be flowing through those plants. That means more cheese, whey and other dairy proteins will be seeking a home, and exports are expected to be a major destination for those products.

A generation ago, almost all the milk and dairy foods produced in the U.S. were sold domestically. Today, the milk from one in six tanker trucks leaving American farms is processed into dairy products and ingredients sold to other countries.

Free trade agreements have been instrumental to export growth for dairy and other agricultural products, Geiger noted. Prior to the implementation of the North American Free Trade Agreement in 1994, the U.S. exported just \$211 million in dairy products to Mexico. By 2011, Mexico became America's first \$1 billion dairy export market. Dairy exports to Mexico surpassed \$2 billion in 2022 under the United States-Mexico-Canada Agreement.

U.S. dairy exports to Mexico totaled 1.38 billion pounds in 2023, and the 10-year growth rate for U.S. dairy sales to Mexico is 42%, according to USDA data. Geiger said the dairy industry is hoping that trajectory continues.



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JOB0 HOLSTEIN FARM	17 XX	25097	1194	858
JOB0 HOLSTEIN FARM	75 BS	24656	1096	841
ROUND HILL DAIRY	107 HO	25692	1109	834
BER CRK	252 HO	25067	1044	808
HERDS WITH A RHA SCC LESS THAN 200,000				
JOB0 HOLSTEIN FARM	HO	170	972	

Bedford

BRENT HELSEL	115 HO	29105	1210	972
ADAM NOLT	87 HO	29518	1235	961
SINGING BROOK FARMS	304 HO	27843	1102	901
MARLIN D. HEISEY	144 HO	27415	1131	874
JOHN W. BECHTEL	63 HO	27501	1021	865
ANDREW & CHELSEY RITCHEY	82 HO	25658	1125	855
BRIAN & BARRY WOY	403 HO	26594	1035	832
SNIDER HOMESTEAD	28 HO	24339	937	765
MIKE & FANNIE BROU	184 JE	18668	947	712
MIKE DIVELY	79 HO	21355	867	683
HARRY & EDNA SNYDER	68 HO	20945	840	676
WYLES FARM	113 HO	18758	739	608
RYAN CARBAUGH	44 HO	17756	720	566
SNIDER HOMESTEAD	50 GU	17009	758	560
BETH CLARK & CHRIS REICHA	20 GU	15659	665	506

HERDS WITH A RHA SCC LESS THAN 200,000				
BRENT HELSEL	HO	34	115	
ADAM NOLT	HO	72	87	
JOHN W. BECHTEL	HO	76	63	
ANDREW & CHELSEY RITCHEY	HO	81	82	
SINGING BROOK FARMS	HO	113	304	
MARLIN D. HEISEY	HO	137	144	
BETH CLARK & CHRIS REICHA	GU	172	20	
SNIDER HOMESTEAD	GU	174	50	
BRIAN & BARRY WOY	HO	175	403	
KEITH FISHER	MS	176	28	

Berks

SUMMIT LEVEL FARM	123 HO	33927	1408	1055
KURLAND FARMS	314 HO	30948	1242	965
DEWDROP-MEDO HOLSTEINS	117 HO	30724	1233	944
GLEN-JAN HOLSTEINS	118 HO	29771	1237	940
LEONARD HORST	72 HO	29859	1165	937
ZAHNCROFT DAIRY LLC	291 HO	29831	1223	936
WINDY-MANOR HOLSTEINS	127 HO	29025	1156	924
BRUBAKER FAMILY FARM	116 HO	27591	1208	921
WOODEN BRIDGE FARM	61 HO	28582	1151	918
NEVIN BRUBAKER	117 HO	28742	1245	918
MOUNTAIN VIEW HOLSTEINS	138 HO	28351	1159	917
DARRYL OBERHOLTZER	97 HO	28525	1122	893
TULPACANAL FARM	158 HO	27771	1081	891
MEADOWVIEW DAIRY	117 HO	28629	1027	886
LEROY H. HOOVER	93 HO	27297	1066	884
GERALD HOOVER	72 HO	27388	1037	876
LARRY BRUBAKER	97 HO	27544	1084	854
EVERETT NEWSWANGER	52 HO	26531	1047	843
PHILIP NEWSWANGER	78 HO	26465	1015	836
FLOYD KURTZ	67 HO	26885	1012	833
MATTHEW BENNETCH	142 HO	25343	1064	831
LEON S. LAUVER	90 HO	26533	1044	827
DERLYN EBERLY	101 HO	25210	1003	820
PHILIP STUMP	111 HO	24515	984	817
TODD SCHROEDER	173 HO	25609	1036	805
KY-ANNE-FARMS	136 HO	25277	1012	800
RONALD KELCHNER	147 HO	24574	957	794
NEIL BURKHOLDER	60 HO	25470	962	792
JACOB WEAVER	54 HO	24358	1020	782
BRIAN MARTIN	134 JE	20748	1063	778
SHELDON & JOLENE BRUBAC	126 HO	24406	950	770
OAK GROVE HOLSTEINS	37 HO	23402	890	762
KEVIN & JANICE BURKHOLDER	61 HO	23680	988	758
DARRYL BRUBAKER	90 HO	23733	1039	750
DUANE BURKHOLDER	79 JE	20531	1119	750
WOODEN BRIDGE FARM	21 JE	19237	1032	734
DANIEL & JOANN LEID	35 HO	23322	924	730
MARLIN S. LAUVER	72 HO	23156	923	728
AARON BURKHOLDER	134 JE	19769	1052	723
MARVIN BURKHOLDER	47 HO	22063	908	696
WILLIAM HOOVER	58 JE	17322	857	629

HERDS WITH A RHA SCC LESS THAN 200,000				
WOODEN BRIDGE FARM	HO	46	61	
PHILIP NEWSWANGER	HO	51	78	
NEVIN BRUBAKER	HO	62	117	
LEONARD HORST	HO	94	72	
GERALD HOOVER	HO	98	72	
SUMMIT LEVEL FARM	HO	104	123	
WOODEN BRIDGE FARM	JE	105	21	
BRUBAKER FAMILY FARM	HO	110	116	
KY-ANNE-FARMS	HO	121	136	
GLEN-JAN HOLSTEINS	HO	122	118	
WINDY-MANOR HOLSTEINS	HO	126	127	
DARRYL OBERHOLTZER	HO	131	97	
TULPACANAL FARM	HO	134	158	
MARVIN BURKHOLDER	HO	136	47	
EVERETT NEWSWANGER	HO	136	52	
KEVIN & JANICE BURKHOLDER	HO	144	61	
MARLIN S. LAUVER	HO	147	72	
MEADOWVIEW DAIRY	HO	148	117	
JACOB WEAVER	HO	151	54	
PHILIP STUMP	HO	159	111	
SHELDON & JOLENE BRUBACHE	HO	159	126	
MOUNTAIN VIEW HOLSTEINS	HO	161	138	
LARRY BRUBAKER	HO	167	97	
DUANE BURKHOLDER	JE	182	79	
DEWDROP-MEDO HOLSTEINS	HO	188	117	
MATTHEW BENNETCH	HO	193	142	

Blair

SMITH HOLLOW FARMS	441 HO	30761	1234	1002
KENSINGER FARMS	126 HO	29511	1154	977
PENN ENGLAND LLC	2065 HO	28985	1232	970
SMITH HOLLOW FARMS	17 BS	26297	1063	905
MERLE & PRISCILLA FOX	120 HO	27014	1114	890
DRY CREEK FARM	241 XX	28431	1143	887

COVE VIEW FARM	182 HO	26698	1181	885
THOMAS NEWSWANGER	67 HO	25582	893	831
POINT VIEW FARM LLC	59 HO	23560	927	735
TIFFANY & MACK KLINE	77 XX	19637	885	697
STONEY HOLLOW JERSEYS	64 JE	17850	880	657
JOB0 FARM	38 JE	17097	796	591
HERDS WITH A RHA SCC LESS THAN 200,000				
MERLE & PRISCILLA FOX	HO	63	120	
KENSINGER FARMS	HO	85	126	
POINT VIEW FARM LLC	HO	107	59	
SMITH HOLLOW FARMS	HO	111	441	
DRY CREEK FARM	XX	115	241	
COVE VIEW FARM	HO	151	182	
PENN ENGLAND LLC	HO	181	2065	

Bradford

JAY GOOD & BEN & KARLA M	715 HO	29750	1199	947
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SOUTHMONT FARMS	392 HO	27226	1167	876
DEAN & REBECCA JACKSON	84 HO	25093	964	802
CLAY & SALLY HARKNES	87 HO	23808	987	778
KIM, DORTHY & LESLIE KINSM	87 HO	24949	930	765
BRUCE KING, JR.	90 HO	23815	947	758
STEVE GROFF	122 HO	22424	936	731
SCHUCKER FARM	55 HO	22236	879	716
HARNISH, ERIC	144 XX	21426	971	712
LISA SCHUCKER	62 JE	17726	934	696
SOUTHMONT FARMS	150 JE	18839	996	693
NOBLEDALE FARM	87 JE	17351	843	649
HERDS WITH A RHA SCC LESS THAN 200,000				
JAY GOOD & BEN & KARLA MULL	HO	95	715	
SCHUCKER FARM	HO	124	55	
STEVE GROFF	HO	158	122	
SOUTHMONT FARMS	HO	179	392	
KIM, DORTHY & LESLIE KINSM	HO	184	87	
DEAN & REBECCA JACKSON	HO	188	84	

Bucks

CROOKED ACRES DAIRY	51 HO	28728	1061	891
DELAWARE VALLEY UNIVERSI	33 HO	26891	1147	877
ENSENADA FARM LLC	98 HO	24805	1061	796
TANNERS BROS. DAIRY	231 HO	24144	877	718
DELAWARE VALLEY UNIVERSI	10 AY	18835	809	614
ENSENADA FARM LLC	10 XX	17471	750	589
CURLY HILL FARM	49 HO	18268	743	573
HERDS WITH A RHA SCC LESS THAN 200,000				
ENSENADA FARM LLC	XX	86	10	
ENSENADA FARM LLC	HO	149	98	
CROOKED ACRES DAIRY	HO	159	51	
DELAWARE VALLEY UNIVERSITY	AY	166	10	
DELAWARE VALLEY UNIVERSITY	HO	182	33	

Cb/Cmn/Crb

THOUSAND HILL DAIRY	216 HO	23933	895	721
THOUSAND HILL DAIRY	16 HO	22768	840	694
HERDS WITH A RHA SCC LESS THAN 200,000				
THOUSAND HILL DAIRY	HO	130	216	
THOUSAND HILL DAIRY	HO	189	16	

Centre

DAN & PENNY ULMER	247 HO	25324	1083	768
DANIEL E. SMUCKER	52 HO	22509	962	701
PENN VIEW	50 HO	22656	889	697
MICHAEL K. KING	43 HO	21728	891	680
HERDS WITH A RHA SCC LESS THAN 200,000				
MICHAEL K. KING	HO	84	43	
PENN VIEW	HO	85	50	

DANIEL E. SMUCKER	HO	149	52	
JEFFERY BIDDLE	HO	156	83	
DAN & PENNY ULMER	HO	160	247	

Chester

ARJOY FARMS LLC	928 HO	31931	1285	1074
KING DAIRY LLC	152 HO	30348	1204	935
DAVID F. KING FARM #2	43 HO	27632	1004	895
JOEL M. KAUFFMAN	75 HO	28327	1133	888
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J. & M. DAIRY	249 HO	25242	1072	851
JOE & KRISTEN LUSBY	63 HO	26470	1096	848
LEON KING	62 HO	27907	1054	847
DAVID K. KING	85 HO	26253	1137	845
PEI-VALLEY	243 HO	24445	1050	842
AARON K. MILLER	65 HO	27476	1095	837

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AMOS S. LAPP, JR.	46 HO	26440	1044	829
JOHN S. BLANK, JR.	67 HO	26911	1043	824
CHRIST KAUFFMAN	55 HO	26320	1060	822
NOAH H. MARTIN	67 HO	25657	1102	801
WILMER F. KING	59 HO	25649	1067	800
ENOS K. STOLTZFUS	54 HO	25024	1040	790
REUBEN KING	61 HO	24919	945	762
ELVIN E. KAUFFMAN	74 HO	25439	978	755
SAMUEL F. BLANK	58 HO	23841	907	745
AMOS LAPP	65 HO	24644	907	744
DELMAR SENSENIG	122 HO	22893	929	743
BENJAMIN & SADIE GLICK	52 HO	24104	964	739
SAMUEL E. STOLTZFUS	53 HO	24163	1004	734
BENJAMIN M. KAUFFMAN, JR.	50 HO	23440	885	731
ELMER S. KING	59 HO	22046	904	723
DONALD L. FISHER	68 HO	24117	914	722
JAY S. & MARY STOLTZFUS	42 HO	23861	1018	718
ISAAC FISHER	48 HO	21640	927	678
JOE STOWE	86 XX	20114	832	663
THE FARM AT DOE RUN	13 JE	17090	838	663
STEVEN N. FISHER	41 HO	21094	865	633
DON & PAM GABLE	106 AY	18331	789	609
JOHN B. FISHER	53 HO	20482	794	599
DAVID S. STOLTZFUS	43 HO	18614	744	590
J. DAVID LAIR	60 HO	18217	757	577
MIKE S. ZOOK	65 AY	16950	681	540
DANIEL F. STOLTZFUS	39 HO	17537	750	521
BENJAMIN Z. STOLTZFUS	51 JE	14513	669	508

HOMESTEAD RIDGE DAIRY	68 HO	25583	1055	852
MARCUS GOOD	132 HO	26417	1088	842
PAUL R. & WILMA N. ZIM	71 HO	27121	1007	831
SPRING RUN FARM	57 HO	25459	1074	829
IRVIN ZIMMERMAN	126 HO	25844	1099	813
RYAN LEID	61 HO	24609	1023	809
COUNTRY VIEW FARM	56 HO	24182	1009	809
CURVIN & EILEEN HURST	59 HO	24106	1034	806
TRIPLE L FARM	160 HO	24183	1000	787
HILLCREST FARM	75 HO	25505	970	778
NORMAN RAY ZIMMERMAN	99 HO	23175	992	772
MARK ZIMMERMAN	96 HO	23483	956	766
BULLSHED DAIRY	103 HO	24584	1033	759
WALTER BURKHOLDER	33 HO	23796	952	758
MOLLY PITCHER MILK LLC.	1000 HO	26191	1015	753
RAINBOW VALLEY FARM	71 HO	23943	1033	750
KOSER-VALLEY FARM	41 HO	22171	914	715
DESTINY FARMSTEAD	100 XX	20993	913	698
NEIL N. MARTIN	39 HO	21336	859	694
LESTER WENGER	63 HO	21029	843	671
ANDREW LEINBACH	110 XX	16309	887	627

HERDS WITH A RHA SCC LESS THAN 200,000

ZIMMERMAN DAIRY	XX	59	54
ROCK SOLID DAIRY	HO	72	393
CURTIS WEAVER	HO	75	203
NEALAND FARMS	HO	78	441
IRVIN ZIMMERMAN	HO	83	126
RAINBOW VALLEY FARM	HO	88	71
OKAVILLE ACRES LLC.	HO	95	250
ALLEN Z. BURKHOLDER	HO	104	83
BULLSHED DAIRY	HO	109	103
EVERETT & KATRINA NOLT	HO	110	145
C VALLEY HOLSTEINS	HO	113	71
RYAN LEID	HO	128	61
GARY SNYDER	HO	132	80
HILLCREST FARM	HO	146	75
COUNTRY VIEW FARM	HO	153	56
CARL NEWSWANGER	HO	162	140
HOMESTEAD RIDGE DAIRY	HO	163	68
NEIL N. MARTIN	HO	171	39
MARCUS GOOD	HO	171	132
JOSEPH RAMER	JE	174	72
DESTINY FARMSTEAD	XX	176	100
SPRING RUN FARM	HO	180	57
RYAN SNYDER	HO	187	79
CURVIN & EILEEN HURST	HO	194	59
ANDREW LEINBACH	XX	195	110
LESTER WENGER	HO	196	63

Dauphin

SYLVAN & RACHELANN PET	49 HO	27076	1096	879
RAYMOND S. PETERSHEIM	253 HO	25689	951	829
AMOS & NANCY KI	43 HO	25621	1096	820
ALVIN & NOAMI FISHER	48 HO	25431	980	781
STEVEN & RACHEL EBE	62 HO	25085	1010	760
ISAAC E. LANTZ	59 HO	23047	899	720
AMOS MARK STOLTZFUS	57 HO	24196	830	712
IVAN PRISCILLA STOLTZFUS	53 HO	22634	910	683
STEVEN & ELIZABETH K.	46 HO	20912	819	654

HERDS WITH A RHA SCC LESS THAN 200,000

AMOS MARK STOLTZFUS	HO	180	57
ALVIN & NOAMI FISHER	HO	197	48

Fayette

ORR AGRICULTURE LLC.	200 HO	24350	984	815
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Franklin

ROARING CREEK FARM	145 HO	31269	1377	1005
BURK LEA FARMS	973 HO	30495	1372	991
DAVID BAKER	109 HO	29841	1315	989
NEVIN WENGER	95 HO	30011	1250	978
WADE BENEDICT	138 HO	28198	1321	954
LAMAR MARTIN	65 HO	26988	1180	928
AMOS BENEDICT	101 HO	27611	1306	927
RYAN LEID	99 HO	28440	1163	912
RAISING KANE FARM	209 HO	27830	1137	909
IVAN BENEDICT	79 HO	27711	1128	909
THOMAS PRIEST	194 HO	27487	1338	907
RICK WADDEL	317 HO	25884	1140	904
MARVIN CONLEY	67 HO	27026	1165	897

JAY HAWBAKER	129 HO	27705	1124	891
CARL PUGH & SON LLC.	242 HO	26093	1152	874
TWOTOP HOLSTEINS LLC.	298 HO	27799	1224	872
RICECREST DAIRY LLC.	236 HO	27253	1141	867
ARLIN HECKMAN	145 HO	24779	1096	842
EUGENE L. MARTIN & SONS	185 HO	25122	1093	833
EVAN HAWBAKER	127 HO	26706	1053	830
BROOK END FARM	116 HO	25509	1064	823
ROOT CELLAR FARMS	90 HO	26045	1075	812
DANA FUNK	152 HO	25601	1157	807
CURTIS MEYERS	252 HO	24146	1088	798
LESLIE HAWBAKER	93 HO	24099	941	773
ANDREW GARBER	101 HO	24708	971	770
LICKING CREEK FARM LLC.	125 XX	22947	948	756
EDWARD MARTIN	50 HO	23831	963	748
TY-TAN DAIRY	75 XX	21132	923	744
DUSTIN & CARRIE GINGERICH	186 JE	19477	1035	721
MARCUS J. LAUVER	182 HO	22237	899	698
DAR VIEW FARMS	144 XX	18197	781	583

HERDS WITH A RHA SCC LESS THAN 200,000

NEVIN WENGER	HO	72	95
LICKING CREEK FARM LLC.	XX	90	125
AMOS BENEDICT	HO	110	101
DANA FUNK	HO	114	152
LAMAR MARTIN	HO	114	65
DAVID BAKER	HO	115	109
ROARING CREEK FARM	HO	116	145
TY-TAN DAIRY	XX	117	75
TWOTOP HOLSTEINS LLC.	HO	120	298
JAY HAWBAKER	HO	124	129
DUSTIN & CARRIE GINGERICH	JE	127	186
RICECREST DAIRY LLC.	HO	128	236
RAISING KANE FARM	HO	128	209
IVAN BENEDICT	HO	129	79
JEFFREY BAUGHMAN	HO	135	60
MARVIN CONLEY	HO	145	67
EVAN HAWBAKER	HO	148	127
MARCUS J. LAUVER	HO	151	182
BURK LEA FARMS	HO	152	173
BROOK END FARM	HO	154	116
CARL PUGH & SON LLC.	HO	170	242
STARR DAIRY	HO	175	99
ROOT CELLAR FARMS	HO	183	90
EUGENE L. MARTIN & SONS	HO	196	185

Fulton

MISTY MOUNTAIN DAIRY	487 HO	28796	1284	940
MARK KNEPPER	463 JE	21297	1193	816

HERDS WITH A RHA SCC LESS THAN 200,000

MARK KNEPPER	JE	131	463
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Huntingdon

DOUGLAS VARNER	238 HO	28141	1213	925
DOUGLAS PARSONS	175 XX	22931	921	740
DOUGLAS VARNER	32 AY	20711	953	713

HERDS WITH A RHA SCC LESS THAN 200,000

DOUGLAS VARNER	HO	44	238
DOUGLAS VARNER	AY	49	32

Indiana

NATHANIEL STOLTZFUS	81 HO	28795	1136	916
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HERDS WITH A RHA SCC LESS THAN 200,000

NATHANIEL STOLTZFUS	HO	173	81
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Juniata

LELAND EBERLY	76 HO	31014	1276	965
ZUGSTEAD FARM	39 HO	27820	1154	895
SPRING WATER ACRES	281 HO	26949	1196	888
ZUGSTEAD FARM	36 HO	26866	1129	869
ZUGSTEAD FARM	838 HO	26667	1143	866
DWIGHT MARTIN	79 HO	26374	1039	840
HENRY-ACRES HOLSTEIN	223 HO	25575	1093	818
SEVEN STARS DAIRY	336 XX	26028	958	809
GARY MARTIN	76 HO	24428	981	776
SPEERETTE FARM	65 HO	21834	838	672
SPEERETTE FARM	11 XX	20175	782	635
R. E. SHEARER & FAMILY	87 HO	16521	626	500

HERDS WITH A RHA SCC LESS THAN 200,000

LELAND EBERLY	HO	118	76
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GARY MARTIN	HO	118	76
DWIGHT MARTIN	HO	186	79
SEVEN STARS DAIRY	XX	193	336

Lancaster

BRUBAKER FARMS	1445 HO	32336	1305	1007
RANCKSTEAD FARM LLC.	96 HO	31371	1219	984
JEFF SENSENIG	90 HO	29904	1281	982
JOEL & PRISCILL	39 HO	30776	1259	965
MEADOW VISTA FARM	860 HO	29948	1270	960
MARVIN LEE ZIMMERMAN	117 HO	30066	1279	955
DELMAR SHELLEY	56 HO	29227	1219	953
WEAVER HOMESTEAD FARM	204 HO	29317	1246	952
JONATHAN S. STOLTZFUS	79 HO	29792	1248	945
DUSTY RIDGE FARM LLC.	266 HO	29024	1189	945
MATT AUMENT	76 HO	29007	1197	942
KREIDER DAIRY FARMS	2146 HO	28992	1207	939
WANNERS PRIDE-N-JOY	930 HO	28855	1289	937
JAY & JOANNE WISE	78 HO	27993	1230	936
EZRA S. HORST, JR.	121 HO	29611	1224	932
CLINTON HURSH	79 HO	28463	1144	926
DARVYL SENSENIG	79 HO	28652	1200	925
CENTRAL MANOR DAIRY	206 HO	29577	1263	923
CURVIN MARTIN	81 HO	29153	1180	921
DAVID RAY HOOVER	64 HO	29397	1088	921
MEADOW SPRING FARM	522 HO	29097	1197	920
TOM NAUMAN	68 HO	27577	1149	913
PAUL DAVID GARMAN	59 HO	29386	1112	913
OLD PIKE DAIRY	155 HO	29227	1171	909
MAPLEHOFF FARM, INC.	127 HO	28270	1116	908
LINNUS M. HURST	51 HO	28049	1106	907
JOHN M. BURKHOLDER	154 HO	28324	1212	905
JOLAN & KATIE MARTIN	96 HO	29374	1168	904
SPRING MEADOW DAIRY	86 HO	29948	1080	903
ANDREW L. WEAVER	90 HO	28550	1159	902
RIVERSIDE ACRES	71 HO	27386	1148	902
FERNCREST FARM	74 HO	29140	1138	901
SPRING VALLEY DAIRY	91 HO	28514	1173	899
WHEATLAND DAIRY	86 HO	30134	1092	899
HILLSIDE MEADOWS FARM	200 HO	27647	1166	898
ARLIN BENNER	777 HO	28630	1164	898
CHARLES FARMS, INC.	438 HO	28881	1177	896
MERVIN Z. HOOVER	56 HO	27232	1108	896
BURNELL R. GOOD	70 HO	27400	1161	894
OMAR K. MILLER	58 HO	27378	1124	894
DOUG & MICHELE ZEISE	116 HO	27465	1336	894
JESSE MARTIN	186 HO	27109	1108	893
DELMAR J. OBERHOLTZER	99 HO	27765	1132	892
PENNMAR DAIRY LLC.	2314 HO	28117	1165	886
RED VALLEY HOLSTEINS	87 HO	26269	1092	886
DAVID Z. BEILER	63 HO	29411	1145	883
FRANKLIN VIEW FARMS	925 HO	27843	1186	882
L. MICHAEL WEAVER	79 HO	27571	1085	882
BENJAMIN K. ESCH	62 HO	28028	1117	880
ALVIN S. BEILER	66 HO	29248	1202	879
MELVIN L. BEILER	71 HO	28671	1098	879
STEVIE K. STOLTZFUS	54 HO	27945	1161	878
STATELINE HOLSTEINS	110 HO	27922	1071	872
MELVIN MILLER	80 HO	26989	1072	872
AMOS S. KING, JR.	80 HO	27003	1124	871
FAHNSTOCK FARMS	396 HO	26155	1041	869
MELVIN K. & ESTHER ST	54 HO	26811	1142	868
SWEIGART FARMS 2 LLC.	515 HO	28288	1097	868
PAUL B. ZIMMERMAN, JR.	150 HO	26328	1132	866
CHRIST FISHER	53 HO	26891	1090	865
SAMUEL N. SHIRK	49 HO	27073	898	864
G. ANTHONY ZIMMERMAN	89 HO	26984	1093	863
JAMES B. HOOVER	55 HO	26904	867	862
PAUL & MARK MILLER	139 HO	26799	1088	861
HATTI HOLLOW DAIRY	60 HO	28113	1115	861
CENTRAL MANOR DAIRY	17 XX	25745	1243	861
DANIEL K. SMUCKER	54 HO	26476	1138	859
CHRISTIAN LANDIS	32 HO	25767	1107	859
OMAR S. FISHER	62 HO	26800	1092	8

AMOS S. BEILER	66 HO	23056	930	699
ELMER Z. BLANK	44 JE	19515	1010	699
HOMESTEAD HOLSTEINS	51 HO	21320	902	697
PAUL WEAVER	116 HO	20780	902	696
ISAAC D. KING	36 HO	21278	818	693
JOHN B. ESH	46 HO	22288	905	692
SAMUEL K. FISHER	36 XX	20975	932	692
GALEN C. MARTIN	64 HO	21421	822	689
AMMON, JR. & MARY LA	28 JE	19126	897	685
LEVI LAPP	71 HO	21115	843	683
DANIEL F. BEILER	54 JE	19595	950	683
MERVIN B. ESCH	62 HO	22390	895	681
SAMUEL K. ESH	65 HO	21893	842	680
MARK LEID	65 HO	21150	882	679
LEADERCREEK HOLSTEIN	70 HO	20292	828	678
KEVIN STOLTZFUS	48 GU	19785	1119	677
JACOB B. FISHER	45 HO	22218	897	677
ALVIN F. LAPP	47 HO	22163	850	672
ALVIN LEE STOLTZFUS	52 HO	21628	866	672
MERVIN S. ZOOK	50 JE	18635	979	671
BALMER BROTHERS	116 JE	18637	954	668
EVERGREEN VALLEY FARM	67 HO	20968	831	664
JERLYN MARTIN	68 HO	19999	879	664
JOEL M. BRUBAKER	38 XX	19815	793	663
BENJAMIN B. LAPP	44 HO	21566	860	662
NATHAN & LUCY NOLT	32 HO	21923	932	655
MEADOW RUN FARM	40 JE	17982	879	655
HENRY B. ESH	46 HO	22077	846	652
JOSEPH B. BEILER	41 XX	20500	822	650
LOREN BRUBAKER	35 HO	21007	851	646
HENRY NOLT	29 HO	20037	848	645
AMOS & ELIZABETH RIE	55 HO	20430	865	645
EPHRAIM BEILER, JR.	33 HO	19977	778	643
AMOS M. STOLTZFUS	36 HO	20904	818	640
ELMER K. BEILER	50 HO	20995	859	637
SAMUEL S. LANTZ	45 HO	21303	822	637
ZIMMERMAN ACRES LLC.	62 HO	20526	810	635
ELI B. ZOOK	48 XX	20384	786	623
JAMES S. LANTZ	71 HO	17882	804	618
CHRIST S. MILLER	56 HO	20210	800	610
MARLIN & DOREEN BECK	108 HO	19123	788	610
GREEN BANK ACRES	43 HO	20123	800	608
DANIEL S. ESH	38 HO	20255	952	600
DAVE LAPP	85 JE	16169	785	599
HENRY L. GLICK, JR.	45 HO	19636	770	594
NEIL M. GOOD	129 HO	19349	780	592
IVAN S. BEILER	52 HO	18794	780	583
SAMUEL J. STOLTZFUS	46 HO	19359	757	574
AMOS F. ESH	53 JE	16116	781	574
IVAN LANTZ	68 HO	17239	756	574
THOMAS ARROWSMITH	53 JE	14810	826	572
DAVID B. FISHER	43 HO	18667	723	561
DAVID Z. HORST	44 HO	17600	679	552
LESTER MARTIN	34 HO	17573	666	527
HERDS WITH A RHA SCC LESS THAN 200,000				
PAUL & MARK MILLER	HO	28	139	
KEVIN BALMER	XX	50	124	
RIVERSIDE ACRES	HO	57	71	
CENTRAL MANOR DAIRY LLC.	XX	61	17	
STEPHEN GLICK	HO	67	86	
GARY R. MARTIN	HO	68	91	
MERVIN Z. HOOVER	HO	74	56	
DAVID J. KULP	HO	75	41	
SUNBEAM DAIRY	HO	78	135	
LINNUS M. HURST	HO	79	51	
LAMAR ZEISET	HO	80	62	
CURVIN MARTIN	HO	80	81	
PAUL B. ZIMMERMAN, JR.	HO	81	150	
SUNNYBROOK DAIRY FARMS LLC.	XX	83	115	
JAY & JOANNE WISE	HO	85	78	
JOHN B. STOLTZFUS	HO	87	73	
DANIEL & MARY STOLTZFUS	HO	87	66	
RANCKSTEAD FARM LLC.	HO	89	96	
CHRIST E. STOLTZFUS	HO	90	57	
ARLIN BENNER	HO	91	777	
LEONARD N. FOX	HO	94	55	
DAVID Z. BEILER	HO	95	63	
SYLVAN J. OBERHOLTZER	HO	96	163	
DAVID J. KULP	BS	97	52	
MEADOW VISTA FARM	HO	98	860	
JONAS B. & MATTIE L. MILLER	HO	98	30	
JEFF SENSENIG	HO	99	98	
MEADOW RUN FARM	JE	101	40	
JOHN & LAROSE HOOVER	HO	102	68	

ANDREW L. WEAVER	HO	103	90
CONRAD SENSENIG	HO	104	209
SAMUEL K. FISHER	HO	104	59
DAVID K. STOLTZFUS	HO	104	35
AMOS B. FISHER	HO	104	40
IRVIN FARM	HO	104	82
STEVIE K. STOLTZFUS	HO	107	54
GLENN H. MARTIN	HO	108	60
CHRISTIAN LANDIS	HO	109	32
SPRING MEADOW DAIRY	HO	110	86
BRUBAKER FARMS	HO	112	1445
ISAAC D. KING	HO	114	36
JESSE MARTIN	HO	115	186
ELAM K. KING	HO	116	58
AMOS J. GLICK	HO	116	52
OREGON DAIRY FARM LLC.	HO	117	62
ELMER KING	HO	117	41
WEAVER HOMESTEAD FARM LLC.	HO	118	204
JOHN STOLTZFUS	HO	120	35
DANIEL L. STOLTZFUS	HO	121	48
LINDEN HOLLOW FARM	HO	122	97
JOLAN & KATIE MARTIN	HO	122	96
JERLYN MARTIN	HO	123	53
VIRGIL & JEAN GOOD	HO	123	54
DAVID M. ZOOK	HO	123	69
CHARLES FARMS, INC.	HO	124	438
BURNELL R. GOOD	HO	124	70
SMYRNA PINE	HO	124	54
JOHN K. KING	HO	124	52
SPRING HOLLOW FARM	HO	126	49
CENTRAL MANOR DAIRY LLC.	HO	126	206
MELVIN L. STOLTZFUS	HO	128	73
AMOS B. KING, JR.	HO	128	79
JOHN ERVIN STOLTZFUS	HO	129	79
MARVIN LEE ZIMMERMAN	HO	130	117
AMOS RIEHL	HO	130	60
DAVID S. KING	HO	130	69
DANIEL STOLTZFUS	HO	130	43
JONATHAN S. STOLTZFUS	HO	130	79
LOREN BRUBAKER	HO	131	35
BENJAMIN S. STOLTZFUS	HO	131	54
OLD PIKE DAIRY	HO	132	155
BENJAMIN S. STOLTZFUS	HO	132	47
JOHNATHAN S. STOLTZFUS	HO	132	66
SPRING VALLEY DAIRY LLC.	HO	133	91
EZRA S. HORST, JR.	HO	133	121
IVAN S. BEILER	HO	133	60
LEVI JAMES STOLTZFUS	HO	133	54
TOM NAUMAN	HO	134	68
HIDDEN HOLLOW LLC.	HO	134	59
SAMUEL K. ESH	HO	134	65
JOHN F. STOLTZFUS	HO	136	47
DELMAR SHELLEY	HO	136	73
G. ANTHONY ZIMMERMAN	HO	137	47
SWEIGART FARMS 2 LLC.	HO	138	46
AMOS S. KING, JR.	HO	139	58
WHEATLAND DAIRY	HO	140	61
CHRIST S. MILLER	HO	140	64
CHRIST G. FISHER	HO	142	58
HENRY NOLT	HO	143	29
ENOS F. KING	HO	145	83
GOLF VIEW	HO	145	56
STEPHEN KING	HO	145	50
FAHNESTOCK FARMS	HO	147	396
MELVIN L. BEILER	HO	147	71
DUSTY RIDGE FARM LLC.	HO	149	266
PAUL DAVID GARMAN	HO	149	59
EDWIN N. ZEISET	HO	150	67
ELI L. STOLTZFUS	HO	150	41
JOHN M. BURKHOLDER	HO	151	154
MEADOW VIEW FARM	HO	151	61
JAMES S. ZIMMERMAN	HO	151	79
WARREN Z. SENSENIG	HO	152	67
ALVIN S. BEILER	HO	152	66
KREIDER DAIRY FARMS	HO	153	2146
MELVIN K. & ESTHER STOLTZFUS	HO	153	54
JACOB E. SMUCKER	HO	154	75
ELMER S. MILLER	HO	154	49
DANIEL G. FISHER	HO	155	61
STEPHEN M. STOLTZFUS	HO	155	61
GAP-HOLLOW FARM	HO	155	66
FOX MEADOWS FARM LLC.	HO	157	88
ELI B. ZOOK	XX	158	48
DELMAR J. OBERHOLTZER	HO	159	99
LARRY LEINBACH	HO	159	57

AARON K. KING	HO	159	39
WALNUT RUN FARM	HO	160	898
LEVI LAPP	HO	161	71
KENNETH L. WENGER	HO	163	75
LESTER MARTIN	HO	163	34
DARYL SENSENIG	HO	163	79
L. MICHAEL WEAVER	HO	164	79
JOHN S. FISHER	HO	164	43
BENJAMIN K. STOLTZFUS	HO	165	62
JACOB B. FISHER	HO	165	45
DALE L. ZIMMERMAN	HO	167	97
SAMUEL K. GLICK	HO	167	70
JOHN ESH	HO	168	55
SAMUEL B. LAPP, JR.	HO	169	64
SKY VIEW DAIRY	HO	169	176
MELVIN F. ZOOK	HO	169	63
ELMER KING	HO	169	41
FOUR CORNER FARM	HO	170	72
CARDINAL HOLLO FARM	HO	170	73
LINFORD ZEISET	HO	171	56
JOHN D. KING, JR.	HO	172	49
LANDYSHADE DAIRY FARMS LLC.	HO	173	383
JORDAN ABBY EWING	HO	173	52
JEFF NEWSWAGER	HO	173	54
JOEL & PRISCILLA REIFF	HO	174	127
IRON VALLEY FARM	HO	174	39
MARLIN M. HIGH, JR.	HO	174	42
HAMMERCREEK HOLSTEINS	HO	175	205
JACOB BEILER	HO	175	47
JOSHUA LEE KING	HO	175	85
JOHN M. STOLTZFUS	HO	176	99
JONATHAN GLICK	HO	176	69
STEVEN B. KING	XX	176	34
ENOS E. STOLTZFUS	HO	177	95
RYAN E. ZEISET	HO	178	90
ALVIN F. ZOOK	XX	178	60
BEN B. STOLTZFUS, JR.	HO	179	81
AMOS F. ESH	JE	179	53
MELVIN MILLER	HO	179	80
MATT AUMENT	HO	179	76
HENRY B. KING	HO	180	43
FERLIN ZEISET	HO	180	89
JOEL M. BRUBAKER	XX	180	38
BC ACRES	XX	181	51
MERVIN B. ESCH	HO	181	62
STEVE K. BEILER	HO	182	63
OMAR K. MILLER	HO	182	58
DAVID S. SMUCKER	HO	182	63
HIDDEN HOLLOW LLC.	HO	183	82
MATT & ALICIA DERR	HO	183	65
JOHN F. STOLTZFUS	HO	183	46
DELMAR SHELLEY	HO	184	56
G. ANTHONY ZIMMERMAN	HO	184	89
SWEIGART FARMS 2 LLC.	HO	184	515
AMOS S. KING, JR.	HO	185	80
WHEATLAND DAIRY	HO	185	86
CHRIST S. MILLER	HO	186	56
DAVID WISE	HO	186	58
MEADOW SPRING FARM	HO	187	522
JOHN S. BEILER	HO	187	68
JOSEPH E. CONLEY	HO	187	66
ELAM B. MILLER	HO	187	54
LEVI E. STOLTZFUS	HO	190	46
IVAN S. BEILER	HO	190	52
BRIAN WEAVER	HO	191	69
HILLSIDE MEADOWS FARM LLC.	HO	192	200
DAVID B. FISHER	HO	194	43
STEPHEN B. LAPP	HO	195	46
JOHN K. BEILER	HO	195	76
LEVI K. STOLTZFUS	HO	196	68
DANIEL S. ESH	HO	196	38
FERNCREST FARM	HO	197	74
J. & D. MARTIN	HO	197	101
DENNIS H. FREY	HO	198	36
BRIAN K. MULL	HO	198	140

Lebanon				
WHISTLE WAY HOLSTEINS	74 HO	33652	1407	1076
FURNACE HILL HOLSTEINS	445 HO	31072	1287	1018
JEFF NEWSWAGER	112 HO	30394	1387	960
IRON VALLEY FARM	132 HO	29020	1289	947
DEEP RUN CRK HOLSTEINS	189 HO	29448	1166	941
MARLIN M. HIGH, JR.	103 HO	29419	1183	935

HAMMERCREEK HOLSTEINS	92 HO	29066	1247	925
JACOB STOLTZFUS	88 HO	28933	1169	917
GALEN ZIMMERMAN	80 HO	29579	1190	917
MEADOWBROOK HOLSTEINS	213 HO	28025	1107	912
SHALLOW CREEK HOLSTEINS	116 HO	27842	1207	895
NATHANIEL & KAYLA REIFF	133 HO	27258	1100	879
NATHAN NOLT	81 HO	27320	1095	877
CHRISTIAN & KORIN GINGRICH	63 HO	26673	1070	869
JAVIN OBERHOLTZER	114 HO	27574	1133	869
VILLA DALE FARM LTD.	192 XX	26310	1125	856
BRIAN L. MARTIN	66 HO	24852	1037	830
STONE-HAUS HOLSTEINS	92 HO	26006	1080	826
RAYMOND B. ZIMMERMAN	82 HO	25670	1013	824
AUSTIN ZIMMERMAN	101 HO	26612	1032	809
JERYL LEHMAN	56 HO	24633	975	805
ELCO HOLSTEINS	152 HO	25346	970	779
LEVI L. ZOOK	64 HO	22726	1032	743
JUSTIN & LESLIE VARNICLE	49 HO	21821	894	706
WILLARD & RACHEL HORNING	159 HO	22511	883	672

HERDS WITH A RHA SCC LESS THAN 200,000				
NATHAN NOLT	HO	70	81	
JACOB STOLTZFUS	HO	75	88	
JORDAN ABBY EWING	HO	75	80	
JOSEPH BEIDLER	HO	106	112	
VILLA DALE FARM LTD.	XX	113	192	
IRON VALLEY FARM	HO	115	132	
MARLIN M. HIGH, JR.	HO	117	103	
HAMMERCREEK HOLSTEINS	HO	122	92	
JERYL LEHMAN	HO	122	56	
MEADOWBROOK HOLSTEINS	HO	124	213	
AUSTIN ZIMMERMAN	HO	130	101	
NATHANIEL & KAYLA REIFF	HO	132	133	
STONE-HAUS HOLSTEINS	HO	135	92	
RAYMOND B. ZIMMERMAN	HO	135	82	
WHISTLE WAY HOLSTEINS	HO	139	74	
FURNACE HILL HOLSTEINS	HO	147	445	
CHRISTIAN & KORIN GINGRICH	HO	151	63	



Republican Chairman of the U.S. House Ag Committee GT Thompson of Pennsylvania (speaking) is flanked by Ag Committee Democrats, including new Ranking Member Angie

Craig of Minnesota (left) and Rep. Chellie Pingree of Maine. They were joined by Pennsylvania Ag Secretary Russell Redding during Thompson's 16th annual Farm Show listening

session attended by over 100 members of Pennsylvania's diverse agriculture community.

Listening session

from page 1

something we can certainly take a look at." Pingree noted "some farm bill funding also goes to school meals, and we can put more into resupplying kitchens for on-site meal prep and local procurement."

Nutrition overhaul

The last time Congress did a Childhood Nutrition Reauthorization was in 2010, when it tied school meals more strictly to the Dietary Guidelines for Americans (DGAs).

"When it comes to nutrition, if kids won't eat it, then it's not nutritional, and we are seeing a lot of waste today," Thompson observed.

On that score, he pointed to "good reforms" to the Dietary Guidelines process that will again be part of the markup of the farm bill to "take some of the food politics out of the process coming from the so-called 'ex-

perts.' We want science-based not agenda-based guidelines."

Farm bill

Asked about a timeline for the new farm bill, Thompson was optimistic. New committees are still being populated, and new members will need some farm bill education.

"But I would love to see this farm bill go to committee markup in the first quarter of this year -- that is my goal -- and then see it move quickly to the floor," he said in a *Farmshine* interview after the event. "We will continue to do listening sessions, but I want to move ahead. We've had great input from all across the country, but I do think it's important that we keep listening and touching base."

Both he and Craig shared concerns about nosediving grain prices and net farm income. They differed on what constitutes cuts vs. cost-control on the Supplemental Nutrition Assistance Program (SNAP) that makes up the bulk of the now over \$1 trillion farm bill.

They both want the Inflation Reduction Act (IRA) funds pulled into the conservation title and baseline, but they differ on removing the IRA's climate mandates for these funds.

Thompson warned about competition from conservatives who are interested in using these funds as 'pay-fors' on tax policy, which he said Ag Committee Republicans would oppose. "I want these IRA funds in this farm bill," he said.

Craig said the IRA funds best practices like carbon sequestration, and Pingree said she likes the focus on resilience for healthy soils. They pointed to carbon markets that see the value and lauded Sec. Vilsack's use of \$3 billion in CCC funds for pilot projects that will "help give us better metrics."

While there is general agreement that most practices on farms improve the planet, the question is -- how do the things farmers already do get monetized?

"They are not getting enough credit for their ecosystem services -- carbon sequestration, air quality, water quality, filtration of

rain. Farmers improve our environment just by farming," said former State Senator Mike Brubaker. "Is there some way for them to get paid?"

SUSTAINS Act

Thompson said the farm bill does not address this specifically, but legislation passed in 2022 includes the SUSTAINS Act, which he described as "providing a framework for private industry to be involved."

Corporations and foundations can donate funds to USDA for conservation purposes, like improving technical assistance for more farmers to have access to popular programs like EQIP. He cited a "great return on investment" from Chesapeake Bay Foundation initiatives as an example.

But he pushed back on the Ag Secretary's use of CCC funds for such purposes because administrations come and go, with their own changing priorities.

"Having certainty going forward is incred-

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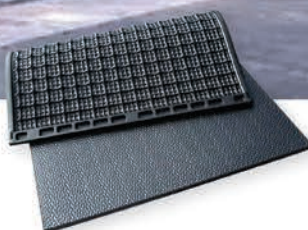
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CDE is offering free FARM record-keeping books

HARRISBURG, Pa. — As we begin a new year, the Center for Dairy Excellence is once again offering free copies of Animal Care Protocol Record-Keeping Books to Pennsylvania dairy producers and veterinarians. With more than 5700 books distributed to date, they have been created to help Pennsylvania dairy farm families comply with National FARM requirements associated with record keeping.

The latest version of the record-keeping books have been updated to match FARM Version 5.0's standards related to animal care. One book should cover three program years for a smaller-sized herd.

Veterinarians and consultants can order free copies of the books for their dairy clients, and dairy producers can order copies directly for their farm. Blank, fillable protocol sheets and additional record-keeping templates are available on the National FARM website at www.nationaldairyfarm.com/producer-resources/herd-health-and-protocols/. The National FARM Program also requires that any family or non-family employee have a record documenting training in stockmanship, calf care, non-ambulatory, euthanasia or fitness to transport.

"The record-keeping books are great for dairy produc-



ers who don't know where to start and like to have everything conveniently in one spot. It helps to be able to walk through it with the producer, and they can also walk through it with their veterinarian. It drives a little bit of consistency," said Alyssa Snyder, a dairy field representative from Land O'Lakes. "There's also a lot of great built-in information. Producers don't have to come up with the protocols out of nowhere. It's a huge benefit to give them the book and go through it with them and have everything captured that they can refer back to."

The record-keeping books were compiled by the Center for Dairy Excellence, using resources from the National FARM Program, AllTech, the American Association of Bovine Practitioners, Mid-Maryland Dairy Veterinarians, and Valley Mobile Veterinary Services.

To request a free copy of the Animal Care Protocol Record-Keeping Book, visit www.centerfordairyexcellence.org/request-book or call Allen Hess at 717-788-0304.

"It's a great time to request a copy of this record-keeping book for your dairy operation to establish a good system for managing animal care efforts and protocols," said Valerie Mason-Faith, Risk Education Program Manager.

Listening session

from page 12

ibly important," he said. "Sec. Vilsack wanted to do things by regulation and his interpretation of how CCC funds could be used. He should have come to us (Congress), instead."

Likewise, concerns were voiced about emerging land use policies at local, county, state and federal levels.

Renewable energy

Asked for their views on traditional and alternative energy, a bipartisan preference emerged for balancing affordable and renewable sources with science, technology and innovation as "pathways for solutions."

"We need 'all of the above' because energy

will be a mix for a very long time," said Pingree. "But we have to stay in this (renewable) dialog."

Thompson said the ultimate destination of the Farm Show butter sculpture — a digester on a Pennsylvania dairy farm — is a good example of renewable energy produced from cow manure and food waste.

Craig said biofuels through E15 standards are vital for corn and soybean farmers in her district of Minnesota, with new biobased aviation fuel standards an exciting opportunity that U.S. farmers should benefit from, not imported corn from Brazil.

"Our farmers have to be at the forefront of it, we have to get this right," said Craig. "As Ranking Member, I've got to manage my caucus just like GT does as Chairman, to work together for the right solutions, which are probably somewhere in the middle."

Food security

Questions were also raised about invasive species, animal health, and safeguarding the food supply — especially in regard to inspection of border crossings for invasive pests that threaten all types of agriculture and novel cross-species migration of highly pathogenic avian influenza (HPAI H5N1) in poultry and now dairy operations.

"We have to make sure we keep investing in our laboratories, inspections, and research," said Thompson.

According to Redding, the Pennsylvania Diagnostic Laboratories System (PADLS) was born out of the poultry industry's first difficult encounter with avian influenza back in the early 1980s. Today PADLS is instrumental as the state is one of the first to enter the mandatory national bulk milk testing strat-

egy, and has established some protocols credited to the poultry industry.

He stressed the importance of cross-species engagement between Pennsylvania's top two ag sectors of poultry and dairy, where biosecurity is essential.

"We're at about 100% of milk representing our nearly 5000 dairy farms, and we've not found (H5N1) on the third cycle of testing now," Redding reported. "The difficulty with a national strategy is finding a model that fits the diversity of all the states."

Craig said HPAI is a big concern for her home state of Minnesota, which is No. 1 in turkey production and No. 7 in dairy.

They look forward to working with the new U.S. Secretary of Agriculture on what the national strategy looks like going forward "without overburdening the farmers."



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Market factors may mean favorable futures forecast

By SHERRY BUNTING
Special for Farmshine

EAST EARL, Pa. — Year 2024 was tumultuous, and 2025 is shaping up to be equally, if not more so. Here's a look at how supply, demand, and other market factors are shaping up for milk prices and dairy margins heading into 2025.

We are a few weeks away from a few key yearend reports that will give us a better handle on production and cattle inventories, but the current market fundamentals favor a forecast for higher milk prices into 2025.

Better prices

In fact, the Jan. 10th World Agriculture Supply and Demand Estimates (WASDE) just raised by 50 cents per cwt the estimated 2025 All-Milk price average at \$23.05 after having lowered it the month before.

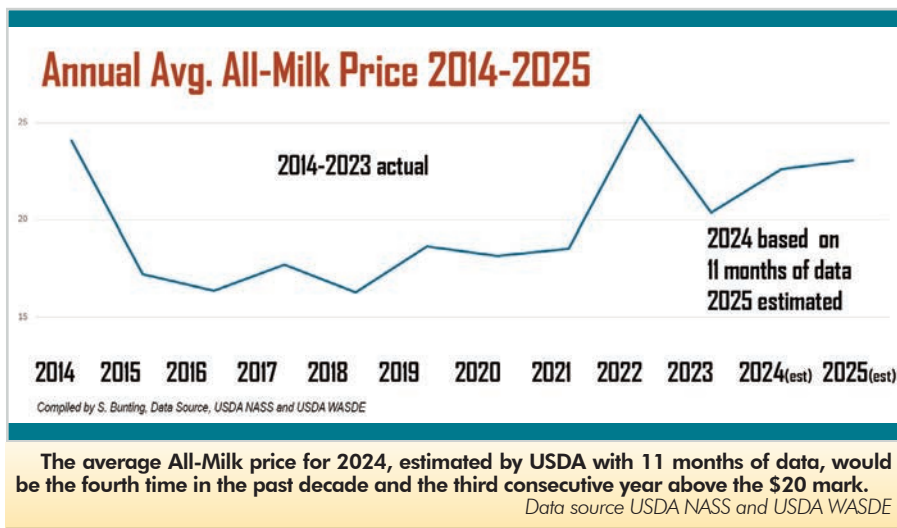
Based on 11 months of official data, however, the January WASDE shaved another nickel off the 2024 average All-Milk price, now estimated at \$22.60, which would be \$2.20 higher than the average All-Milk price of \$20.40 for 2023 but \$2.80 lower than the decade's high point of \$25.40 in 2022.

At an estimated \$22.60, the average All-Milk price for 2024 would be the fourth time in the past decade and the third consecutive year that the annual average All-Milk price was above the \$20 mark. (Fig. 1).

Better margins

For 2024, the milk over feed cost margin only fell below the Dairy Margin Coverage (DMC) program's highest payment trigger level of \$9.50/cwt in the first two months of the year. In fact, Sept. 2024 saw the highest DMC margin on record at \$15.57 with an All-Milk price of \$25.50 and a feed cost at \$9.93. Since then, Q4 margins have declined to \$14.50 as the All-Milk price fell and feed cost remained fairly constant.

This measure does not account for the higher fuel and energy costs, higher labor costs, rising cost of insurances, higher interest rates on capital, and generally higher costs for other



inputs that keep a dairy farm going.

Strong demand

Positive supply and demand fundamentals for 2025 include the reported strong domestic and international demand for cheese and butter; tighter than expected milk supplies; tight to adequate dairy product inventories; growth in year over year (YOY) sales of fluid milk; and strong domestic demand for skim solids in the form of nonfat dry milk, dry whey and whey protein concentrate coupled with reduced production of these products limiting the availability for export.

A sustained price rally in the CME spot market-clearing price for the market indicator product dry whey reached a multi-year high of 75 cents per pound by the end of the 2024 and is holding at near 74 cents per pound into mid-January. Trouble is, this market-clearing price has been tardy all year in translating to sales reported on the USDA weekly price survey used in the Federal Milk Marketing Order (FMMO) price formulas.

Despite the positive supply and demand fundamentals, we saw fourth quarter 2024 milk prices decline \$1 to \$1.50 from the year's high point at \$25.50 in September, and even though dairy products are holding steady on the CME spot

cash markets, the CME milk futures markets took a tumble into below-\$20 territory across the board this third week of the New Year.

So what's the deal? Uncertainty.

Fewer cattle?

Uncertainty prevails about future cattle inventories after Sec. Vilsack canceled the mid-year 2024 Cattle Report last summer. The Jan. 1 Cattle Inventory Report comes out Jan. 31st. It's unlikely to show any big surprises in the two-year trend toward reduced cattle numbers, including dairy replacement heifers. USDA says this report will give the trade an indication of producers retaining dairy heifers for their milk herds.

With prices skyrocketing \$800 to \$1200 per head above year ago levels for fresh cows and springing, bred, and open heifers, a sudden rise in replacement heifer numbers is unlikely.

Meanwhile, beef-on-dairy calves continue to give dairies an immediate \$800 to \$1000 check on a 3-day-old bull calf requiring very little input cost. That's \$900 in income per cow for dropping a calf, even before she starts her lactation.

The tug-of-war on breeding decisions for future dairy farm calf crops continues as the total U.S. beef and dairy calf crop, by the way, has already declined 1.6 million head in the two year period from Jan. 1, 2022 to Jan. 1, 2024. On Jan. 31st, we'll see what the Jan. 1, 2025 numbers say.

Global trade

Uncertainty also exists around global trade amid 'tariff talk' against the backdrop of YOY growth in export volume, that is tempered by YOY growth in import volume. The January WASDE expects the trend of export volume growth to continue, but also expects the larger import volumes to continue. While the report specifically mentions cheese and butter, USDA FAS data show growth in the imported volume of skim milk powder, and especially YOY growth in whole milk powder (WMP) imports in each of the past four years.

FMMO changes

Uncertainty about the implementation of USDA Federal Milk Marketing Order (FMMO) price formula changes in the second half of 2025 that will impact risk management. The updated make allowances will trim class and component index prices by 75 cents to \$1.00 against a CME milk futures markets that bases contracts on the FMMO formulas. That changeover will have to be dealt with.

Uncertainty about how new, efficient expansions of cheese and ingredient production capacity may be tied into sourcing from multi-site dairy farms that have planned expansions

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Analysis from page 14

with internal heifer replacement models. What will be the impact on the rest of the industry when they start cranking out tons more cheese on the new and higher make allowance margin.

H5N1 impacts

Uncertainty about milk production trends after the impact of the bird flu outbreak in California dragged down total U.S. milk output well below expectations. The next report for December milk output will be released on Jan. 24th.

The January WASDE reduced its total milk production forecasts for 2024 and 2025, driven by "lower milk cow inventories and lower expected milk output per cow."

Fig. 2

Nutrition Info	
Per serving 1 container	% Daily Value
Saturated Fat	18% Med
Sodium	37% High
Added Sugars	5% Low

FDA.gov

Just six days before new leadership comes to HHS and FDA, the outgoing FDA Commissioner Robert Catliff threw down the gauntlet on saturated fat and sodium, stating the "science is clear," which it is not. The Jan. 14 draft rule on front-of-package labeling uses an at-a-glance "rating" system shown in this example. FDA wants food manufacturers to reformulate in response. The rating system for sodium and saturated fat may negatively impact real, natural, whole foods like beef, cheese, and whole milk, by prompting reformulation through ultra-processing.

This came on the heels of the November milk production report released in late December, showing California's 9.3% drop in state-wide milk output, attributed to HPAI H5N1 hitting at that point half of the state's dairy herds. This drove the total U.S. output down an unexpected 1% YOY.

The WASDE also forecasts "slower growth in output per cow" in its rationale for reducing the milk production estimate for 2025. This means what producers have been reporting is now showing up in the USDA data. Producers in areas hit by H5N1, especially California, report an initial 30 to 40%

herd level production loss that only comes back about half-way, six to eight weeks later.

Producers also indicate a 2% increase in herd-level mortality and increased culling. Both veterinarians and producers in previously affected areas are now reporting impacts on dry cows and springing heifers, aborted calves, shaved production peaks, and emerging questions about milking performance in the following lactation.

According to APHIS data, as of Jan. 10, the virus was detected in 708 dairy herds in California since the outbreak was first reported there in September. That's nearly 75% of the state's dairies affected to-date. In the past 30 days, 66 California herds have been affected, with the most recent detection on Jan. 10.

Apart from the California outbreak, the only other detections of H5N1 on U.S. dairies in the past 30 days is one herd

in Michigan on Dec. 30. This is good news, considering that 13 states have now been fully brought into the National Bulk Milk Testing Program announced on December 6th as a mandatory program for all 48 continental states.

Those initial states include California, Colorado, Indiana, Maryland, Michigan, Mississippi, Montana, New York, Ohio, Oregon, Pennsylvania, Vermont, and Washington.

Labeling games

Other market factors may increasingly play a sidebar role. On the demand side, FDA's new draft rule on Jan. 14 requires front-of-package labeling that in addition to listing grams of saturated fat and percent of total recommended daily value, will now use a rating system to mark the saturated fat **turn to page 16**

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Analysis from page 15

tent of foods and beverages as high, medium, or low as the outgoing Administration attempts to further push consumers into the low-fat Dietary Guidelines regime.

Despite the noise around low-fat and anti-animal, USDA reports strong demand for real beef and dairy, with whole milk the top volume growth category in the fluid milk market.

FDA also issued new draft guidance on Jan. 14 for 'best practices' in naming and labeling of fake plant-based foods that are marketed and sold as alternatives for animal-derived foods. This guidance applies to fake meat, eggs, seafood, and dairy products, but does not include the labeling of fake beverage milk. FDA reminded the trade of its 2023 draft rule for plant-based fake milk.

This follows the same pattern as the previous fake milk guidance – recommending

that the plant-based food be “qualified by type of plant source” when using the name of a standardized animal product such as cheese or beef. (Fig. 2)

This is how FDA has treated fake milk for the past 15 years, by allowing for example, the ‘almond’ qualifier in front of the word ‘milk.’ The FDA’s 2023 guidance on milk, specifically, recommends, but does not require, additional nutrition statements to clarify nutritional differences.

Frankenfoods

Likewise, on the supply side, fake Frankenfood is emerging as FDA continues mulling a draft rule on what to call the products of lab-creation seeking to replace real animal-derived foods.

For dairy, this comes in the form of microbes bioengineered with bovine DNA to excrete fake dairy protein and fat analogs that USDA refers



In FDA's Jan. 14 draft guidance on naming and labeling of fake plant-based foods that are sold as alternatives for animal-derived foods, FDA provided this example showing placement of the plant source (in this case soy) in connection with the standardized animal-derived food (in this case cheese).

to as “precision fermentation protein products” while lab-created gene-edited cells growing into blobs of fake meat, egg, seafood, even dairy analogs are referred to as “cell-cultured” chicken, seafood, beef, dairy etc.

In late December, the USDA Economic Research Service (ERS) released its first ever report on “The Economics of Cellular Agriculture.” This means the Department has now recognized Frankenfood as part of the Agriculture domain. Yes, we’re talking about fake food from a factory, not a farm.

The 45-page ERS report notes that for 25 years, scientists in the public and private sectors have been “actively researching methods for producing food products that are physically and chemically equivalent to livestock- and poultry-produced foods (i.e., meat, dairy, eggs) but that minimally rely (if at all) on animals.”

By 2023, more than 200 private firms existed worldwide, and cumulative invested capital in the cell-culture and precision fermentation industries exceeded \$5 billion. As of 2024, more than 100 patents have been filed. U.S. food agencies (FDA, USDA and FSIS) have been developing regulatory frameworks to accommodate and ensure the safety of these products, according to the report.

To-date cell-cultured fake chicken meat has been commercialized in Singapore and the U.S., largely through unique restaurant chains. This led to states like Florida banning the stuff.

Meanwhile, “precision fermentation-derived fake dairy protein analogs have been commercially available more broadly,” according to the ERS report.

These Frankenfoods tout smaller carbon footprints, less land and water usage, but ERS authors observe that, “Open questions remain concerning the design of bioreactors and important elements of the production process, including cell source, growth medium, and energy requirements, as well as the optimal size and configuration of production-processing plants.”

The report states so-called “precision-fermented dairy products are already on the market in the U.S., and, like their plant-based counterparts, sell for a premium over animal-based. For example, the company Perfect Day partners with other companies that sell products like ice cream and milk featuring their precision fermentation animal-free whey protein.”

In this way the fake dairy protein analogs are marketed as an ingredient in a business-to-business vs. business-to-consumer model.

According to the ERS, precision fermented protein products (fake dairy analogs) are increasingly available in U.S. markets, while cell-cultured products (fake meat and seafood analogs) are not.

Short run profitability, according to ERS, will rely on consumer willingness to pay for these products with current consumer attitudes described as “mixed.” But the labeling guidance remains unclear as the fake dairy protein analogs are actually the harvested excrement of the bioengineered microbes, not the DNA-altered microbes themselves. Consumers need to know what they are buying.

The ERS report also states that despite some of these companies and investors releasing bold lifecycle ecosystem claims, the “environmental impacts are largely unknown.”

Part III in a future *Farmshine* will look at the yearend reports due later this month.

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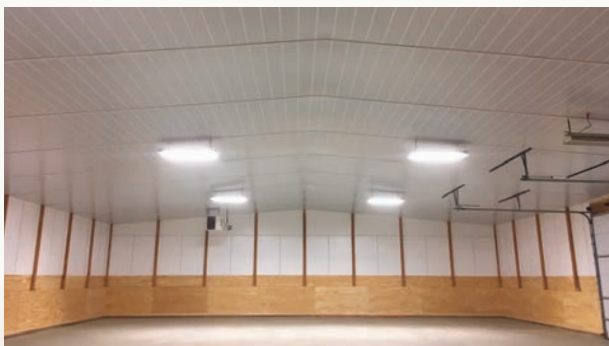
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New year, new challenges, new opportunities for dairy

By GREGG DOUD, President and CEO
National Milk Producers Federation

ARLINGTON, Va. — A new year, a new administration, a new Congress, and new challenges. Regardless of what does or doesn't happen this year, buckle up. And welcome to 2025.

The watchword of the year is change. Voters demanded it, and members of Congress and the new administration are vowing to deliver. At the same time, what those changes may be, how they occur, and which ones happen when, remain very open questions. Until new leaders in federal agencies are in place, and until congressional coalitions begin to coalesce, where dairy's priorities fit into the broader picture remains to be seen — and as last month's column stated, sorting out what's real and what isn't, and acting accordingly, is itself a critical area of emphasis in 2025.

But we do know this: We at NMPF are

ready to pursue and seize the opportunities for better farm policy that will undoubtedly present themselves over the course of the next year. Here's why:

- We're coming off a great 2024. Our successful efforts at building what became the foundation of a USDA Federal Milk Marketing Order modernization plan that farmers can get behind; our efforts to maintain dairy's prominence in the federal Dietary Guidelines for Americans as reflected in its recent scientific report; and our leadership in developing export markets through collaboration with the U.S. Dairy Export Council and others, all create the muscle memory and momentum that carries us into this year with credibility and confidence.
- We have a great team. In each of our key



Gregg Doud

areas of emphasis — government relations and regulatory affairs, economics and trade — we have seasoned, well-connected staff working hard to understand the new policy environment and make it work for dairy farmers and their cooperatives. As Washington transitions, we are making the phone calls and meeting the key players as they emerge, ensuring our interests are on their minds.

- We speak with a consistent voice. As we saw throughout FMMO, the power of farmer unity is not to be underestimated. By representing the cooperatives that handle the vast majority of U.S. milk, we play key roles in nourishing Americans and the world while boosting rural economies. That's our voice — and it's a voice to be reckoned with that's recognized in policy circles.
- We are supported by the collective strength of our members and the broader

dairy industry. NMPF takes pride in being a leader, but we also know we are far from alone in our efforts. Our colleagues among cooperatives and our friends in the broader dairy and agricultural communities create momentum and quality teamwork as we seek our goals together. It's like returning a kickoff in football — a team that has the ball, knows its assignments and makes the right blocks can make it a long way downfield. And we do, and we will.

That doesn't mean we'll always be on offense. When proposals come up that create problems for dairy farmers and their cooperatives, we will respond effectively on behalf of our members. Within the new Washington are many perspectives, and we will work to support the outcomes that best allow dairy to thrive. We are confident of positive change — we also know that much of it won't come easily.

But above all, we're ready. Ready to embark on a new path in an era that has its risks and pitfalls, but that also holds exciting opportunities. Let's work together, and we'll make good things happen for dairy.

USDA program enrollment open

WASHINGTON, D.C. — The U.S. Department of Agriculture (USDA) has announced that agricultural producers can now enroll in the Farm Service Agency's (FSA) Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC) programs for the 2025 crop year. Producers can submit applications to USDA's Farm Serv-

ice Agency (FSA) for ARC and PLC for the 2025 crop year from Jan. 21 to April 15 and for DMC for the 2025 coverage year from Jan. 29 to March 31.

For more information, contact your local USDA Service Center.

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Apprenticeships can help you get stuff done

WOMELSDORF, Pa. — Agriculture Secretary Russell Redding and Labor & Industry Secretary Nancy A. Walker joined the state-supported Center for Dairy Excellence this fall at Berks County's Zahncroft Dairy near Womelsdorf to showcase dairy herd manager apprentices and how important their work is to the future of Pennsylvania's dairy industry.

"Apprenticeships are critical opportunities to get hands-on, real-world experience with the enticement of earning while you learn," Secretary Redding said. "They are just one part of the Shapiro Administration's comprehensive strategy to keep our agriculture industry a national leader by investing in opportunities for everyone to succeed in the field that is key to Pennsylvania's future."

The Center for Dairy Excellence sponsors dairy herd manager apprentices and farm labor pre-apprentices, which are registered with the Apprenticeship and Training Office (ATO) within the Pennsylvania Department of Labor & Industry. The apprenticeship offers hands-on experience in a real-world setting, without interrupting the apprentices' income stream. The goal is to develop the



Agriculture Secretary Russell Redding and Labor & Industry Secretary Nancy Walker tour Zahncroft Dairy in Womelsdorf to see how apprentices help Pennsylvania dairy farmers grow their businesses.

skilled managers and labor the nearly 5000 dairy farms across the state need to succeed. With additional funding from the Northeast

Dairy Business Innovation Center, the program is expanding its reach to provide more opportunities for workers over age 18.

Zahncroft Dairy, a family-owned farm in Berks County, has worked closely with the Center on transition planning. The farm, which has been in the Sattazahn family since the 1930s, transitioned from Dennis and Betsy Sattazahn to their sons, Doug and Dave, who now oversee daily operations and the apprentices.

With 270 Holsteins and Brown Swiss cows, Zahncroft Dairy averages 92 pounds of milk per cow per day, producing a significant volume of dairy products to support the local economy. Kristina Quinn is their first dairy herd manager apprentice.

"We were excited to engage with the Dairy Herd Apprenticeship program to help Kristina hone her skills," Zahncroft Dairy co-owner Katie Sattazahn said. "The combination of hands-on learning combined with the outside learning opportunities strengthens our operation and gives Kristina more perspective about Pennsylvania's dairy industry."

Pennsylvania has eight registered agriculture apprenticeship programs, including the Dairy Herds Manager Apprenticeship. These programs are part of a broader strategy to enhance agricultural education, increase opportunities to enter the ag workforce, and ensure Pennsylvania remains a leader in agriculture.

"Apprenticeship programs open doors for all Pennsylvanians by offering meaningful career pathways without the burden of debt," said Secretary Walker. "Through collaboration with the Department of Agriculture, this program is a direct response to the workforce needs of the dairy industry. It is a commitment to workers and their families, our farmers, and a win for Pennsylvania's evolving economy."

Since taking office, Governor Josh Shapiro has prioritized creating opportunities for hardworking Pennsylvanians to secure good-paying jobs. The Shapiro Administration supports skills-based hiring and values every career path, whether it requires a college degree or not. In July, Governor Shapiro signed the bipartisan 2024-25 budget, which increased funding for vocational-technical and Career and Technical Education programs by \$30 million over last year.

Across Governor Shapiro's first two budgets, the Administration has committed an additional \$61 million to workforce development initiatives and has approved more than 50 new apprenticeships and enrolled nearly 10,000 new apprentices statewide. Pennsylvania's more than 1,500 programs now have nearly 16,000 current apprentices.

Pennsylvania has the second largest number of dairy farms in the U.S. and is ranked eighth nationally in milk production. The Pennsylvania dairy industry provides more than 47,000 jobs and supports the state economy to the tune of \$11.8 billion annually. The Keystone State continues to be a national leader in production of ice cream, butter, and Swiss cheese.

"The Center for Dairy Excellence continues to hear from Pennsylvania dairy producers about their need for a more skilled workforce and how challenging it can be to fill this important leadership role within their team," said Workforce Development Manager Michelle Shearer. "The Dairy Herd Manager Apprenticeship program is an exciting opportunity for dairy producers and young dairy professionals alike. Now that we have several students in the process of completing the program, we are seeing how beneficial these apprenticeships are to developing a skilled workforce at the farm level."

Pennsylvania's bipartisan 2024-'25 budget includes robust investments in the state's dairy industry, including \$5.6 million to reform Dairy Margin Coverage protections that protect dairy farmers from harmful price fluctuations, \$1.45 million for the Center for Dairy Excellence, continued investment in buy-local promotions like PA Preferred® and Scooped: An Ice Cream Trail to introduce visitors to dairy families and their delicious products at creameries across the state.



R&J Dairy Seminar

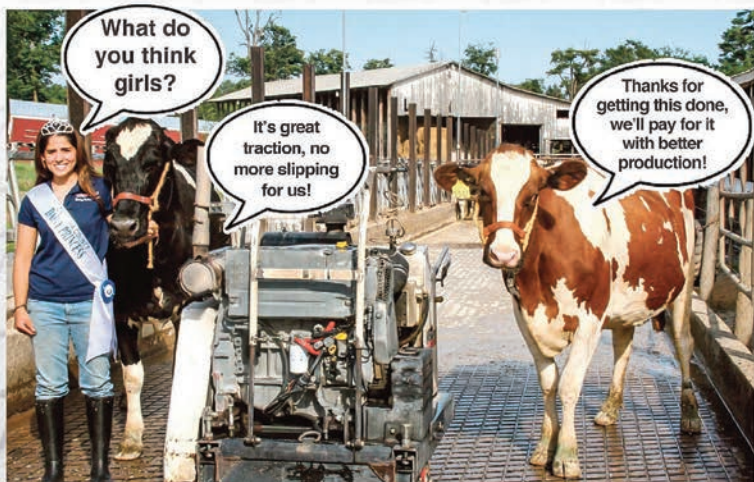
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Tuesday, January 28th
8:45 a.m. to 2:30 p.m.
 Shady Maple Restaurant

- 
Calvin Covington
 Retired Dairy Cooperative CEO
 "What is on the Dairy Marketing Radar Screen Over the Next 3-5 Years"
- 
Robert James, Ph.D. PAS
 Down Home Heifer Solutions
 "The 'little' Things that are the 'BIG' Things in Success with Calves"
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Tom Kilcer
 Advanced Ag Systems
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Markets

Kutztown Auction

January 11, 2025

Alfalfa	250
Mixed hay	190-250
Timothy	240-290
Grass	140-265
Orchard	160-220

Livestock Auction

January 14, 2025

Alfalfa	6.00-6.50
Mixed hay	3.75-9.00
Orchard	3.75
Timothy	4.00
Grass	3.00-8.75
Straw	5.50

Morrison's Cove Auction

January 13, 2025

Alfalfa & grass	270-300
Grass	265-295
Mixed hay	90-190
Round bales	130-195
Straw	145

Wolgemuth Auction

January 13, 2025

Alfalfa	220-335
Mixed hay	140-550
Timothy	230-350
Grass	150-295
Straw	130-265
Orchard	155-420
Corn fodder	100-135

Dewart Auction

Dewart, Pa.
January 13, 2025

Cattle: 141	
Slaughter cows:	
PrmWht 65-75% lean	120-127
Breakers 75-80% lean	115-147
Boners 80-85% lean	112-139
Lean 85-90% lean	90-125
Slaughter bulls	140-178
Feeder cattle:	
Steers:	
M/L-1-2	245
Holstein steers:	
L-3	175
Heifers:	
M/L-1-2	180-230
Bulls:	
M/L-1-2	152-257
Calves: 358	
Feeder calves:	
#1 Hol bulls	575-700
#2 Hol bulls	450-575
#3 Hol bulls	310-385
Utility bulls	30-70
Hol heifers	525-585

Greencastle Livestock

Greencastle, Pa.
January 13, 2025

Cattle: 505	
Slaughter cattle:	
Steers:	
HiCho & Prm	205-222
Choice	195-201
Select	180-183
Holstein steers:	
HiCho & Prm	170-174
Choice	162-168
Heifers:	
HiCho & Prm	195-198
Choice	191-193
Slaughter cows:	
Breakers 75-80% lean	123-128
Boners 80-85% lean	112-128
Lean 85-90% lean	98-112
Slaughter bulls	128-164
Feeder cattle:	
Steers:	
M/L-1	160-260
Holstein steers:	
L-3	150-265
Holstein heifers:	
L-3	140-230
Heifers:	
M/L-2	185-265
Bulls:	
M/L-1	152-270
Calves: 425	
Feeder calves:	
#1 Hol bulls	600-700
#2 Hol bulls	500-610
#3 Hol bulls	400-480
Utility bulls	200-250
#1 Hol heifers	600-720

Hosking Sales

New Berlin, N.Y.
January 13, 2025

Cattle:	
Dairy cows	1.06
Bone utility	.90-1.38
Canners & cutters	1.08 & down
Easy cows	.70 & down
Organic bulls/steers	1.23
Bulls over 1100 lbs.	1.55
Steers over 1100 lbs.	1.23
Maiden heifers	1.52
Feeders:	
Dairy	1.00-1.22
Bulls	1.57-1.92
Heifers	1.75-2.32
Steers	1.70-1.86
Calves:	
Bull	top 6.70
Heifer	top 7.70

Livestock Auction

Hackettstown, N.J.
January 14, 2025

Bulls	1.39-1.45
Calves	.30-4.25
Cows	.85-1.10
Feeders	1.33-1.50

Morrison's Cove

Martinsburg, Pa.
January 13, 2025

Cattle: 106	
Steers:	
Choice	185-199
Good	165-180
Heifers:	
Choice	180-195
Good	145-175
Cows:	
Util/Commercial	110-125
Can/LoCut	80-108
Bulls Y/G #1	145-155
Feeder cattle:	
Steers	150-290
Bulls	130-330
Heifers	130-300
Calves: 94	
Choice	150-350
Good	150-350
Standard	50-200
Hol bulls	200-670
Hol heifers	450-600

New Holland Auction

New Holland, Pa.
January 13, 2025

Cattle: 1276	
Slaughter cattle:	
Steers:	
Choice	190-213
Select	170-205
Heifers:	
HiCho & Prm	209-215.50
Choice	193-208
Heifers	177.50-187.50
Slaughter cows:	
Breakers 75-80% lean	122.50-137.50
Boners 80-85% lean	120-137
Lean 85-90% lean	102.50-142
Slaughter dairy cows:	
Breakers 75-80% lean	116-134
Boners 80-85% lean	100-128
Lean 85-90% lean	88-140
Bulls:	
1-2	127.50-186
Calves: 755	
Feeder calves:	
#1 Hol bulls	575-735
#2 Hol bulls	510-700
#3 Hol bulls	175-435
Utility bulls	10-125
#1 Hol heifers	525-675
#2 Hol heifers	475-650
#3 Hol heifers	175-250
Utility heifers	20-325

Wyalusing Livestock

Wyalusing, Pa.
January 13, 2025

Cows:	
Fat	1.10-1.40
Good	.95-1.35
Lean	.55-1.20
Holstein calves:	
70-89 lbs.	3.00-4.75
90-110 lbs.	3.00-4.50
Feeder cattle:	
200-300 lbs.	1.75-2.50
301-500 lbs.	1.50-2.50
501-700 lbs.	1.25-2.45
701-900 lbs.	1.25-2.45

CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — JAN. 15, 2025 — except where noted

JAYNE SEBRIGHT
Executive Director, CDE
717.346.0849
jsebright@centerfordairyexcellence.org



Getting to the why. Any of us who has ever had little kids can probably remember how easy the word “why” came up. As children, we are more comfortable asking “why?” when someone tells us something or we see something we don’t quite understand. However, as we grow, we become less apt to ask why because we don’t want to appear like we don’t know the answer. Eventually we began to fill in the blanks to answer why on our own, which can sometimes lead to misconceptions and negative opinions.

That is why it is important for anyone managing employees or working with others in a business to always include the “why.” As a writer, I was often encouraged to have every article I wrote address the five “W’s” – who, when, where, what and why. But, as we think about how we communicate with each other, whether it’s with family members, employees, business associates, or just in our society, we tend to focus more on the what than the why. Sharing the why, though, is what leads people to action.

As a dairy producer, you probably have a lot of folks telling you what you should do – enroll in the USDA’s Dairy Margin Coverage Program, get a biosecurity plan, make sure you are following the National FARM Program, keep your somatic cell counts low, get your components higher, feed a balanced ration, etc. Until you understand why you should do those things, they can just sound like a laundry list of demands on your business. Understanding why doing each of those things matters can help motivate you to incorporate them into an already overwhelming schedule.

Take, for example, the USDA Dairy Margin Coverage Program. Enrollment for 2025 hasn’t opened yet, but the last-minute passing of a Farm Bill Extension in December created the pathway for USDA to open the program for the coming year. According to the website, enrollment is expected to open on January 29 and close on March 31. If you look ahead at the margins projected for 2025, it looks like margins are not projected to fall below the \$9.50 per hundredweight at all in the coming year. With these projections, it is hard to see the value of protecting your margin through Dairy Margin Coverage in 2025 until you consider why you should enroll.

The reason why folks enroll in the DMC Program is not because it is a guaranteed boost to your milk margins. It is because of the unpredictability we have in our milk markets right now. While milk prices are projected to stay relatively strong for 2025 and commodity prices are projected to stay low, nobody knows when a drought or a demand collapse could dramatically impact our prices. Looking back on the past six years, DMC paid net indemnities out in five of six years. In 2023, the net benefit of the DMC Program to those covered at the \$9.50 level was \$2.41 per hundredweight, after the 15-cent premium is deducted off the total and after sequestration, or about \$24,000 for a million pounds of production. The reason why you sign up is because DMC is a safety net for your business if prices fall through the floor.

In any situation and in any action, the “why” is what motivates someone to do something. We make sure we have strict protocols around prepping cows and sanitizing our milking equipment not because we enjoy the extra time it takes. We do it because it leads to lower somatic cell counts and lower SPC and PI scores. On some dairies, that helps bring in more premiums. On all dairies, it helps our cows be healthier and produce more milk.

During next month’s Pennsylvania Dairy Summit, Peggy Coffeen who hosts the Uplevel Dairy Podcast is going to walk us through thinking about “why” in a broader context. She is using concepts from the “Start with Why” book written by Simon Sinek to help all of us better define why we do what we do – or in other words, our purpose. Peggy will lead both a keynote presentation and a breakout session to help both dairy producers and dairy professionals define your why so that it can serve as both a motivator for you and a way to inspire those around you to believe in your passion and your purpose.

If you haven’t ever attended the Dairy Summit, you should check it out. It’s packed with lots of good, hands-on insight and thought-provoking inspiration like what Peggy has to share. You can learn more about the Summit by visiting www.padairysummit.org or calling the Summit Business Office at 814-355-2467.

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.

CME DAILY FUTURES & OPTIONS TRADING — JAN. 15, 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: Jan down \$0.10; Feb-Apr down \$0.50-1.00; May-Jun down \$0.15; Jul-Oct steady to firm; Nov-Dec up \$0.30	20.30	19.94	19.67	19.47	19.28	19.08	19.15	19.10	19.08	19.10	19.00	18.60	12-Month Avg. 19.31 ↓↓												
CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Jan-Feb firm; Mar-Apr up \$0.10; May-Jul weak to \$0.10 lower; Aug-Dec firm to \$0.05 higher.	20.98	21.00	20.95	20.95	20.59	20.64	20.65	20.70	20.80	20.65	20.65	20.10	MIXED												
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	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)	4.784	4.866	4.904	4.572	4.554	4.662	4.740	4.760	458.6	4.570	4.684	4.736	↑↑
SOYMEAL FUTURES (\$/TON)	299.8	307.2	313.2	314.3	314.2	313.7	316.3	317.1	318.1	319.0	321.0	320.3	↓↓
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-24													206.63
NOV-24													192.20
*DEC-24													*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
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
FEED \$	13.88	13.24	12.56	12.16	12.12	12.16	11.62	11.16	11.05	10.90	11.48	11.14	10.47	9.88	9.93	10.03	* 9.91

DAIRY COMMODITIES - GLOBAL BIWEEKLY Internet Auction (\$/LB) 01/07/25	U.S. CMES SPOT DAILY (\$/LB) 01/15/25	U.S. WEEKLY USDA NDPSR (\$/LB) WK ENDING 01/11/25*
Weighted Avg. 1 to 6 mo. FORWARD CONTRACTS per metric ton converted to \$/LB	Prev. 5 day Lids	FMMO PROD MIL LBS WTD AVG \$
NEXT GDT AUCTION 01/21/25	Spot price	Weekly Avg
ALL-PRODUCT INDEX 1.8280 ↓ 1.4%	NFDM 14 1.3675 ↓ 1.3667 ↓	NFDM 13.4 1.3913 ↓
BUTTER 3.0008 ↓ 0.6%	BUTTER 24 2.5675 ↓ 2.5850 ↑	BUTTER 4.0 2.5964 ↓
MILK FAT (AMF) 3.2527 ↓ 1.6%	CHEDDAR-40 16 1.8225 ↓ 1.8775 ↓	CHEESE-40 9.0 1.8813 ↑
BUTTERMILK POWDER 1.4138 ↑ 0.9%	CHEDDAR-500 8 1.8400 ↓ 1.8633 ↑	CHEESE-500 14.9 1.8180 ↑
LACTOSE 0.4083 ↓ 2.4%	WHOLE POWDER (WMP) 1.7259 ↓ 2.1%	DRY WHEY 4.4 0.7084 ↓

ANNOUNCED FEDERAL ORDER PRICES (\$/CWT) NASS ALL-MILK		CURRENT FEDERAL ORDER VALUES (\$/LB) * = NEW	
CL I ADV ↓	CL II ↓	PRODUCT	VALUE
20.38 (JAN)	21.28 (DEC)	CHEESE	1.7608
	18.62 (DEC)	BUTTER	2.5748
	20.74 (DEC)	NFDM	1.3952
	24.20 (NOV) ↓	DRYWHEY	0.6353
	25.00 (NOV) ↓		

U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report		U.S. AVG. MILKING COWS per head as reported by USDA Monthly National Dairy Comprehensive Report	
NOV-23	2108	NOV-23	1830
DEC-23	N/A	DEC-23	1988
JAN-24	1635	JAN-24	N/A
FEB-24	N/A	FEB-24	1792
MAR-24	N/A	MAR-24	N/A
APR-24	N/A	APR-24	N/A
MAY-24	2115	MAY-24	2120
JUN-24	2016	JUN-24	2254
JUL-24	N/A	JUL-24	1624
AUG-24	N/A	AUG-24	N/A
SEP-24	2800	SEP-24	N/A
OCT-24	N/A	OCT-24	2800
NOV-24	2250	NOV-24	2489
*DEC-24	N/A	*DEC-24	N/A

CATTLE - DAIRY PURPOSES (\$/HD) USDA and other East and Midwest auction reports combined 4-week rolling average as of JAN. 10, 2025		PA Auction Markets Jan. 9-14, 2025	
*MILK COWS (NASS) U.S. Avg.	FRESH HEIFERS: Springing Bred Beef x	Choice & Prime	1250-1550 lb
\$2600 OCT-24 ↑ \$2360 JUL-24	OPEN: 300-600 lbs Beef X 600-900 lbs Beef X 900-1100 lbs	BULL CALVES: No. 1 & 2, 90-130 lbs	70-85 lbs
3375	900 1300 1200 N/A 1600 1800		
\$1850 OCT-23 \$1760 JUL-23			
2075			
2100 1650 1400			

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. Har-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. bobthe-signman@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. Feed-

ing 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, dlqgar@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., Ohio. Call/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 service 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.

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

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

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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.

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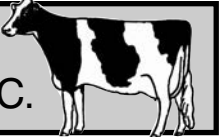
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We will be selling many good, young, fresh cows and heifers from overstocked herds and heifer raisers, Reg. and grades, also several fancy springers, **including:**

- 10 top, young, fresh cows from one 27,000 lb. herd with smashing udders and lots of milk, all AI sired.
- 8 good, young, Reg., fresh or springing cows and heifers from one 25,000 lb. herd.
- Several good, young, fresh cows and heifers, milking up to 100 lbs. from one farm with 28,500 RHA.
- 3 top, young, Reg. fresh cows from one 28,000 lb. herd milking up to 110 lbs.
- Reg. EX-90 4 yr. Piranna-P, fresh. Dam EX, 2nd dam VG.
- Reg. 2 yr. Sidekick, due Feb., fancy! Dam EX-90 274,530 3.7 3.0 life. 2nd dam EX-95 2E 6-08 365 40,370 4.0 1617 3.0 1207. 3rd dam Triday Ashlyn EX-96 4-09 365 43,090 4.8 2079 3.5 1503.
- Reg. 2 yr. Jacoby, due Feb. from 3 EX dams.
- Reg. 2 yr. Summerfest, due Feb., fancy! Dam EX-93 4-03 365 34,900 6.7 2340 3.8 1311. Next 4 dams all EX.
- Two 6 month old Jersey heifers A2A2.
- Reg. Red & White bull born 1-26-24. Sire Red-Lea. Dam VG-87. 2nd dam EX-91 with 33,000.
- Reg. bull born 11-28-22. Nice cow bull. Sire Perfect. Dam VG-87. 2nd dam EX-90 3.3 365 38,736 4.2 1628 3.1 1185.

*Plus many more top, young cows with lots of milk.
If you need milk, we should have the cow you need.
Free chocolate milk • Not responsible for accidents*

Sale managed by: **FISHER'S QUALITY DAIRY SALES**
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Located 12 Miles East of Lancaster, PA. Just Off Rt. 23, New Holland
DAIRY COW & HEIFER SALE
WEDNESDAY, JAN. 22ND • 10:30 A.M.

Recently fresh cows milking 100+ lbs. w/low SCC are in demand!

All sizes of quality Holstein heifers, both open and bred, are 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).
Thank you - N.H.S.S.

Sale Managed By
New Holland Sales Stables, Inc.
Barn 717-354-4341 Fax 717-355-0706 • David Kolb, Mgr. 61L

3 Dairy Equipment

CALFTEL HUTCHES, good condition. Metal pipe fencing. \$275; Free stalls, used, good condition. Multiple sizes available. \$25 each. Chambersburg, Pa. 717-729-0915. (3/7)

RR1000 GALLON TANK, receiver group, detergent pump, pipeline washer control panel. If interested in all or some, contact 717-598-0563. (2/7)

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)

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.

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4 Dairy Cows

REG. JERSEYS. CALVES/ heifers, in milk, just fresh and dry cows available. Great for 4-H showing. 717-320-2696. (2/7)

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

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 avail. each month. 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

SEMEN SALE - Cowbuyer.com. January 25th-Holstein; February 1st-Holstein/Jersey beef; plus semen tanks. Select Sires handling inventory and shipping. Todd, 937-605-0139.

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

tion. 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 9080 big square baler, 3x4x8, with preservative applicator. 29,000 bales. Uptime service done every year. Very well maintained and in excellent condition, field ready. \$45,000. Sullivan Co., Pa. 570-419-8981.

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.

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

Classifieds

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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.



Regional Sales Representative

The Holstein Association seeks dynamic, innovative, and talented **Regional Sales Representatives** for the State of New York. The Syracuse, Utica area is the preferred area of residence.

Job Purpose: Promotes and sells Holstein Association USA products and services to current and prospective customers to help the Association achieve its annual sales and revenue goals.

Major Responsibilities: **1.** Increases Holstein Association revenues by selling/providing the full menu of Association products and services, selecting specific products and services for individual dairy producers that will increase both their short-range and long-term profitability. **2.** Works to continually develop and strengthen personal marketing abilities by constantly upgrading computer skills, staying on the leading edge of Association software and prominent dairy management software, learning new selling techniques, and setting aside time to read and stay current on Holstein and industry topics. **3.** Enhances the knowledge level about Holstein Association services within the industry by attending/participating in sales, shows, member meetings, seminars, trade shows, and conferences where education and promotion can be accomplished. **4.** Works to improve Association products and services by providing feedback to product managers and other Brattleboro staff on ways to increase the usefulness and value of our current services and offering ideas for new services. Maintains a professional attitude about current products at all times. **5.** Develops a network of industry contacts within assigned territory in order to remain up to date on industry developments and obtain new business prospects. **6.** Supports all Holstein Association staff by giving field assistance when appropriate and maintaining a professional team attitude while dealing with criticism of operations and/or other staff.

Education and Experience: BS in Dairy Science, Animal Science, Business or related field, preferred. 3+ years of experience, preferred.

Competencies: Must have valid driver's license and insurable driving record. Excellent cattle evaluation skills. Excellent computer skills. High level of sales skills. High level communication skills (listening, written, oral). Very strong organizational skills. Strong knowledge of dairy cattle management, genetics, and registered Holstein dairy business. Positive, professional, and enthusiastic attitude. Ability to relate to all types of dairy producers. Ability to maintain a professional appearance and demeanor. Ability to travel 60% - 75% of their work time.

Salary Range: \$59,000 - \$70,000 depending on related sales and dairy industry experience.

The **Regional Sales Representative** will receive a competitive salary and benefits package. If you meet the qualifications noted above, please apply through the Holstein Association Careers website.

The Holstein Association is an Equal Opportunity Employer and as such, complies with all federal, state, and local laws prohibiting discrimination, actual or perceived, based on race, creed, color, age, religion, alienage or national origin, ancestry, citizenship status, sexual orientation, genetics, protected veteran status, gender identity or expression or any other characteristics protected by law.

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- ✓ 800 lbs. Protein
- ✓ SCC 100,000 – 150,000
- ✓ BAA 105 & up
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Sell your Holsteins through PHA!

- Wanted: 200/month! Reg. or sire ID'd open heifers, ready to breed. Must be negative Leucosis, BVD & Neospora. Call today!
- Cows available from various sources and herd sizes including full herds of cows. Call to find out more.

Upcoming sales:

- February 8, 2025 – PA Holstein Convention Sale, Gettysburg, Pa. Selections underway.
- March 6, 2025 – "Know What You Buy" Heifer Sale, Middletown, Pa.
- March 22, 2025 - DVU Green & Gold Sale, Doylestown, Pa. Selections underway!

PA Holstein Sales
Pennsylvania Holstein Association

Herd dispersals done right by trusted sales management that is licensed and bonded!

Contact: David J. Lentz, 717-329-9202, djl1018@pa.net or PHA office, 814-234-0364. Email: director@paholsteins.com

Classifieds

"Say you saw it in FARM SHINE"

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. (2/7)

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 tires, excellent condition. \$19,000. Sullivan Co., Pa. 570-419-8981. (2/7)

AUTO-STEERING KITS BY FJDynamics. Simple instal-

lation 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. 1-800-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 Volumaxx ring drive silo unloader. On a pallet, ready for pickup. \$3500. 717-598-0563.

SILO 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.

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

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

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

BEILER SILOS - SILO PARTS, sales and service. New and used silos. Shotcrete relining. Foundation repair with Shotcrete. Tear down and rebuild. Silo doors made to order. 20 years experience. Serving Lycoming and surrounding Co. Jersey Shore, Pa. 570-745-3574.

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

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

MANUFACTURERS of silo 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 North-eastern 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

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

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COWS-HEIFERS-BULLS-HERDS
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BRUBACKER'S QUALITY DAIRY SALES

10 BROWN ROAD, SHIPPENSBURG, PA

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

★ **Short notice Reg. herd dispersal! 18 cows and 34 heifers** including Brown Swiss, Linebacks, Ayrshires, two Guernseys, and a Jersey. **Not pushed, with no TMR,** but bred for plus on stature, DPR, and udders. Housed in a tiestall and almost all halter broke. 18,500 lb. RHA 4.5F 3.9P SCC 200,000. Cows are in various stages of lactation and heifers range from weaned to bred heifers, with several show age heifers! **Cows will be tested for A2/A2.**

★ **We are also 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!!!**

★ **12 A2/A2 Holsteins fresh from 2 weeks to 5 months with anything bred will be sexed or beef! Very wet group, with cows milking up to 120 lbs.!** 25,000 proj. ME w/ 4.2F up to 31,458 lbs.!! Ave. 90 lbs.!!

★ **Brandt-View sends 5 fresh and fancy cows, w/ deep ped. & genomics, A2/A2, and milking well!**

★ **5 top fresh cows out of 29,000 lb. freestall herd with low SCC and smashing udders!!**

★ **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 including an 11-month-old R&W!**

★ **A2/A2 18 mon. milking shorthorn bull sired by Cyride.**

★ **Semen tank YDS-20 in good condition.**



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
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717-414-6657

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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, SOYBEANS 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)

CUSTOM MADE CLEAR poly carbon doors, including custom manufacturing and repair. Also, hot beds and little greenhouses, stainless steel water troughs, horse

Classifieds

"Say you saw it in FARM SHINE"

barn grills, gates and doors. Sunnyside Welding, Manheim, Pa. 717-361-8853, x4.

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.

LOOKING TO GET RID of insects? Buy bluebird or tree swallow houses. Plus more. 717-529-2326, ext. 1.

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 SILO 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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Meyer SXI 865 Spreader (2023) | **Houle 5250 Manure Tank** | **Houle Gea Pump** | **4120 PENTA Mixer** | **All The Dairy Equipment - (2) 1000 Gal Mueller Tanks, Single 11 Parlor Package, Take-Offs, Superhutches & MORE!!**

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2X Avg 88# 4.4%F 3.2%P 160K SCC
 Herringbone, Sand Stalls
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 Dave Bennett 989-286-7244
 Gabe Papoi 989-444-8275
 Jason Cast 402-641-2255
Bryant See & Family
 419 East 1100 North
 Macy, IN 574-727-4961

- Leola Area -
Fisher/Stoltzfus FARM AUCTION
65 Hd. Organic Herd Dispersal - 5 Mules
7 Horses - 2 Tractors - Farm Machinery - Silage - Straw
Saturday, February 1, 2025 @ 9 a.m.
 Location: 212 Forest Hill Rd., Bird In Hand, PA 17505 (Lanc. Co.)
 Directions: Rt. 23 West of Leola. Turn right onto Quarry Rd., to right onto Forest Hill Rd., to auction on left.

Organic 28 Head A2A2 **Freestall Parallel Parlor Trained**

JD 4020/Bale Trailer **Flame Weeder** **IH 1086**

- Selling for Steve & Esther Fisher -
 - HERD INFO -
 65 hd. organic herd. Holstein, Tan Jerseys, Hol./Dutch Belt, Hol./Jersey, & Lineback Crosses; Current Avg. 50 lbs./4.5 BF/3.3 Pro; (20) fresh in Sept., (10) Oct. to Dec.; (13+) due in Jan. & Feb.; **28 head A2-A2**; Freestall/parallel parlor trained; **Cows bred back & due before May 13 are bred A2A2 Jersey. After May 13 bred to Flek-vieh bull (possibly A2-A2); All slaughter eligible except 3 hd.; Possibly a few baby calves; Hooves trimmed as needed; Nutritionist: Paul Horning; Cattle can be kept until Monday to accommodate trucking; Auction held in heated tent.**

Duke & Dan **Smokey**

NOTE: Looking for organics? Come join us. A good selection for anybody. Calm group of cattle - should do well in the stall setting. Organic herd list and certificates for every buyer.

- AUCTION INFO -
 Join us at the Fisher farm for the farm sale of the Fisher & Stoltzfus families. Organic cows, work horses & mules, farm machinery, tractors, & more. Auction will begin at 9:00 w/a few wagon loads smalls. Fam Machinery approx. 11:00, followed by horses & mules. Cows last approx

1:00 (sold in heated tent). Auction Co. and sellers are not responsible for accidents. Payment terms: cash, approved check, or credit card w/3% fee. Benefit food stand. Can't make it to the auction? Contact Tim @ 717-354-9524 before auction day to arrange absentee or phone bidding.

Auction for:
Steve & Esther Fisher, 717-413-9772
Levi & Naomi Stoltzfus, 717-656-0520 ext. 1

Tim Weaver AUCTION SERVICE
 717-354-9524
 Steve Schuler 717-666-4381
 Tristan Sensenig 717-799-5541
 See more @ auctionzip.com, ID#25403
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RECKLESS P

Luster P x EX-94 2E Crush x 16 gen EX back to Audrey Posch

POLLED! A2/A2!



A polled, A2/A2 Luster P son from a high-scoring, high-producing branch of the Royal Rosa family!



Reckless' Dam:

**Calori-D Crs Crush Ryle-ET
(EX-94 2E)**

5-03 365d 45,564 4.1 1856 3.4 1555

LFTD: 1605d 150,180 4.3 6457 3.4 5169

Fresh again with her 5th calf; off to a great start!

Daughters: EX-90 Doc, VG-86 Delta, VG-85 Pharo

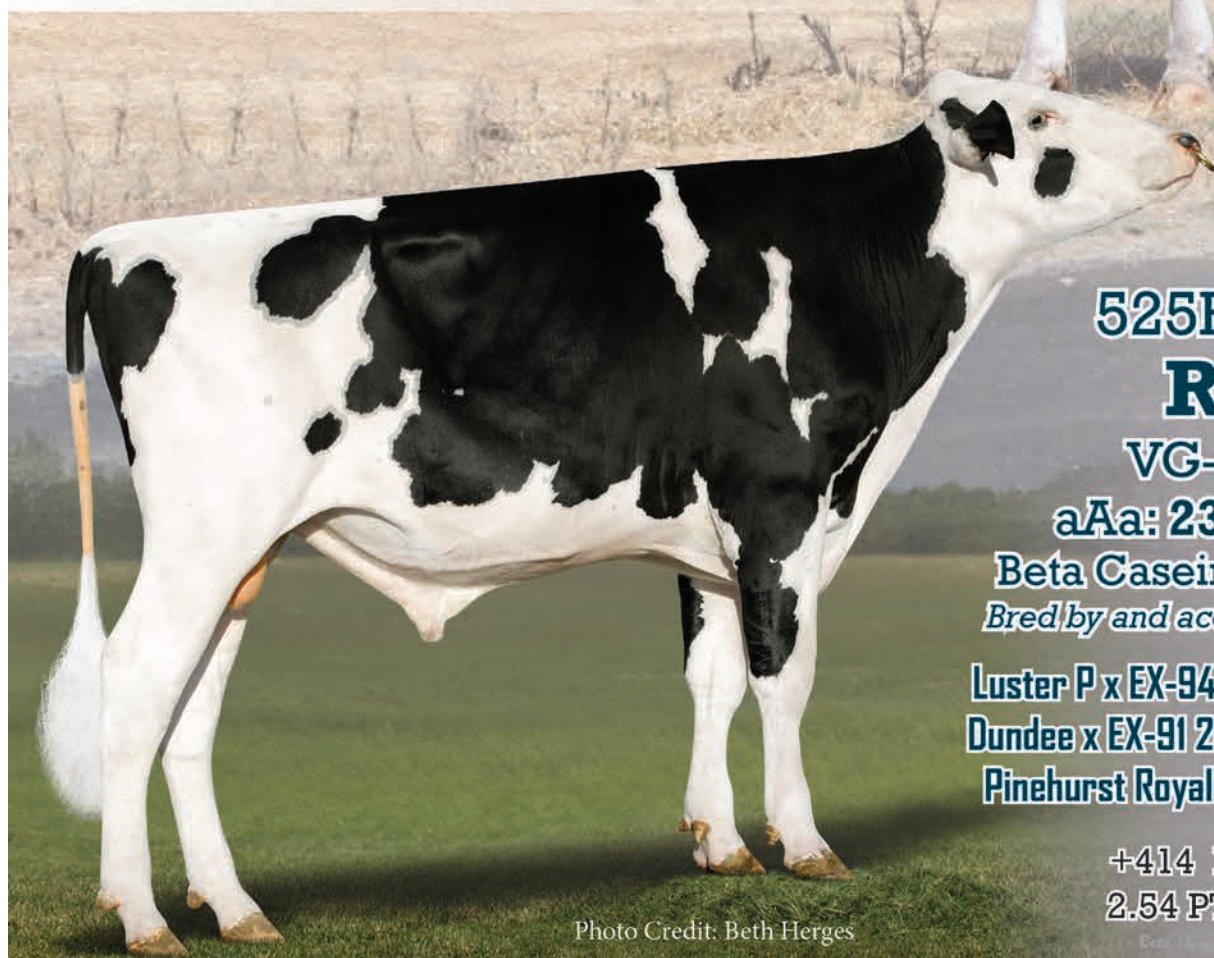


Photo Credit: Han Hopman

**525HO156 Calori-D
Reckless P**

VG-85 1yr | 99% RHA

aAa: 234165 | DMS: 234,123

Beta Casein: A2/A2 | *TL *TR *TY *TC

Bred by and acquired from Stephen Mast, Denair CA

Luster P x EX-94 2E Crush x EX-90 2E Dempsey x EX-90
Dundee x EX-91 2E stormatic x EX-92 2E Linjet x EX-91 2E
Pinehurst Royal Rosa x 11 gen EX back to Audrey Posch

+414 Milk | +.05 Fat | 1.9% CE
2.54 PTAT | 2.12 FLC | 2.84 SCS

Photo Credit: Beth Herges

Source: CDCB - PTA 12/24

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