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# FARMSHINE

We rise every week to cover farmers and agribusinesses

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February 7, 2025



## For the love of cows and a whole lot more

It's the cows; definitely the cows, as this curious member of the Klein-Line Farms Registered Holstein herd in Northampton County, Pa. quietly but effectively makes known. Very accustomed to being around people, including

children on bicycles and tricycles, these bovines are cared for by Amanda and Jacob Klein, pictured taking a "back seat" for this photo. They love their cows and the lifestyle that comes with owning and operating a dairy farm. What's

more, the family has discovered even more satisfaction, income streams and fun through diversification. Opportunities seemingly have no boundaries and they can prove it. Their story appears on page 12.

*Photo by Dieter Krieg*

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## February 12 HPAI call invites your participation

HARRISBURG, Pa. — The Center for Dairy Excellence and Penn Ag Industries Association will host the next joint monthly Pennsylvania Agriculture HPAI Conference Call on Wednesday, February 12 at 1 p.m. EST for producers and stakeholders from all animal ag industries.

With the Pennsylvania Department of Agriculture reporting a preliminary finding of H5, 2.3.4.4 in a commercial poultry flock in Lehigh County on January 27, panelists will answer questions about the quarantine order and required surveillance for dairy farms in the 3-Kilometer (2-miles) infected zone around an infected poultry or dairy premise. This is not the strain that has infected dairy cattle in California and other states. It is the strain that has been transmitted through wild geese in the Eastern Fly-Way Zones. This is part of the quarantine order in an effort to exercise precaution to protect our dairy farms and poultry facilities in that area.

Panelists will also answer questions about Pennsylvania’s overall response efforts, the ongoing HPAI health situation and more. Individuals who join the conference call will be able to ask real-time questions to each panelist. To ensure as many questions can be addressed as possible, questions can be submitted in advance of the call. Text 717-585-0766 to submit questions or email [ctr-dairyexcellence@gmail.com](mailto:ctr-dairyexcellence@gmail.com).

- To join the conference call on Feb. 12: Dial +1 301-715-8592 Meeting ID: 841 2794 6647 Passcode: 833183
- To submit questions in advance: Text 717-585-0766 to submit questions or email [ctr-dairyexcellence@gmail.com](mailto:ctr-dairyexcellence@gmail.com).
- To sign up to receive email updates and get notified of future calls, news and resources, please visit [www.centerfordairyexcellence.org/newsletter](http://www.centerfordairyexcellence.org/newsletter)

# “We’ve used Udder Comfort for 10 years. It’s good stuff!”

— Matt Collins



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“We’ve used Udder Comfort™ for 10 years. It’s good stuff! We use it on fresh cows with edema and any cow that might show signs of subclinical mastitis to soften and reduce swelling,” says Matt Collins, Eastern Kentucky University farm manager, where 50 Holstein and Brown Swiss cows milk robotically. He and Brittany stopped by our booth at the 2025 Georgia Dairy Conference.

Matt loves working with cows and the students on the farm, “seeing kids go from not knowing anything to being able to do everything. I love that,” he adds.

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# Better margins foreseen for dairy across much of U.S.

*Cheese and whey will 'drive the bus,' with big growth in processing on the road ahead*

By SHERRY BUNTING  
Special for Farmshine

EAST EARL, Pa. — Looking at the milk markets for 2025, Calvin Covington sees farm-level milk prices in the Northeast averaging 25 to 75 cents per hundredweight higher this year. He said milk margins, nationally, averaged \$11.86 for the first 11 months of 2024, and he expects similar good margins to prevail in 2025.

The caveat? These are forecasted averages, and farmers should expect price volatility in their income and input costs, along with the mixed bag of positive, negative, and unknown impacts from the Federal Milk Marketing Order changes implemented in the second half of the year. He expects butterfat prices to remain good, but lower in 2025; whey prices will be higher, but more volatile; and protein may be lower as huge new cheese processing capacity comes online.

Covington mostly shared what's on his radar for the next 3 to 5 years during R&J Dairy Consulting's 18th Annual Dairy Seminar, attended by more than 250 farmers at Shady Maple Smorgasbord in eastern Lancaster County, Pennsylvania on Jan. 28th.

He remarked about the number of young farmers in the crowd, and pointed out that Lancaster County is the consummate dairy county in the U.S. — with more than 1100 Grade A dairies, producing over 2 billion



Pennsylvania dairy producers were treated to a forward look at Calvin Covington's milk market radar during R&J

Dairy Consulting's annual seminar. The bottom line is cheese, cheese, and more whey. Photo by Sherry Bunting

pounds of milk last year, which is 4.5% of total U.S. output and more milk than half of the state totals across the nation.

### Consumers want more cheese, more fat, more solids

"Cheese is driving the dairy industry, and consumers are consuming more milkfat. That's what makes stuff taste good," he said. "Cheese is one-third fat, and that's one reason why milkfat consumption is growing."

He also showed how increased fat consumption is demonstrated in fluid milk sales,

with "whole milk coming up."

This trend toward consuming products with more solids is also evident in ice cream sales, which are down, but the fat content is up; and in yogurt sales, which are flat, but move "more milk in the yogurt" in the form of more solids.

Now retired, Covington, a previous National Dairy Shrine Guest of Honor and World Dairy Expo Person of the Year, spent over 50 years working for dairy farmer organizations, including as a DHIA milk tester, CEO of American Jersey Cattle Breeders Association, and CEO of Southeast Milk Inc.

He said the total solids growth in the dairy sales is expected to continue, up from 27 billion pounds total a decade ago to 31 billion pounds in 2024.

The caveat, he said, is that "exports peaked a couple years ago at 17% of total milk solids, and last year (2024) was down at 16%. Exports are a big part of your market, but they have started to level off."

When asked about imports, Covington said "they keep going up, especially on butterfat" as the U.S. now imports almost as much milkfat as it exports.

He noted increased consumer demand for Irish butter, which is made differently than U.S. butter, with more butterfat. "I hope we start making better-tasting butter in the U.S. instead of importing it," he shared.

Amid the demand for milk solids, Covington said "it's amazing what you are doing with your milk components as dairy farmers." In the Northeast, producers are averaging 4.21% butterfat and 3.29% protein due to genetics and "the job farmers are doing with their nutritionists and feed companies."

Components are the big story on the supply side, a trend he also sees continuing. He doesn't expect dairy cow numbers nor milk output per cow to go back to the year-over-year gains seen in the past any time soon.

With a chart he showed the stark 2024 vs. **turn to page 5**



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"This is the best traction I've ever had for my cows! My grooved floors were always slippery, no more slippery floors! My cows run and stop with confidence. My cows are far more comfortable. It has already lasted for longer than my grooved floors did, and they never worked! I wish I had done this when I poured my floors 10 years ago. Thank you, AGRI-TRAC!" **Tim Lawton**  
Newark Valley, NY

# Farmshine Editorials

By Dieter Krieg  
Farmshine Editor



**“To attain freedom is mankind’s highest aspiration. To use freedom wisely is mankind’s urgent responsibility. To preserve freedom is mankind’s continuing challenge.”** --Ed Meese

## Farmers deserve and need a seat at the table!

*Are you overwhelmed by the complexity of milk pricing?*

**D**er kleine Mann ist immer dran. Literally, this German idiom translates to “the little man is always on (the hook)”. Perhaps such phrases exist in every country because this societal hazard is true to life no matter where we live or what we do.

Some years ago I crossed paths with a woman at the World Dairy Exposition whose thoughts mirrored the sentiment expressed above. She shared that her father had told her many years before that America’s downfall would be caused by greed.

Are we there yet?

Not quite; but well on the way. A valid example are the latest tweaks to the Federal Milk Marketing Orders, as assembled by the previous, villain-headed administration. All of the advantages go to the processors while producers large and small take the hit. What else is new?

That’s the way it’s been for decades, although the embezzlements are becoming ever more clever, confusing and crushing. All by design, deception and most importantly: USDA approval.

Sharp market observers like Laurie Fischer at the American Dairy Coalition, Danny Munch at the American Farm Bureau, Sherry Bunting, Calvin Covington and Pete Hardin (who need no further introduction) have on numerous occasions concluded that “something doesn’t add up” in what cooperatives and market administrators are wanting us to see and believe. Just a few years ago, these people — Laurie, Danny, Sherry,

Calvin and Pete — each of whom you can trust — discovered a deliberate shortfall to dairy producers that was estimated at over a billion dollars. Remember? I believe Pete was first to report the embezzlement that traced all the way back to May of 2019. What a heist!

Just as upsetting as the monetary losses is the fact that no one is ever held accountable, much less charged with a crime and sent to prison.

Former USDA Secretary Tom Vilsack was at the sucking end of the funds funnel for three 4-year terms plus another four years at the U.S. Dairy Export Council. Highly paid, but not motivated in the least to ever help farmers in any way. How much did he really care about dairy farmers? He only ever cared about himself. A disgrace!

It’s also disgraceful that we can’t mention anyone at the National Milk Producers Federation (NMPF) who is on your side. That’s because there is no one. Smooth talk and rosy outlooks regularly stream forth from their headquarters in Arlington, Va., regardless of how badly greed and corruption are squeezing the life out of dairy farms. They’re either blind to reality, highly paid hypocrites or both. They are, however, very good fence-sitters, waiting until the last moment to “fight” when victory is assured one way or another. In other words, they aim to be on the winning side, which is not necessarily always the producers’ side.

Sherry Bunting’s front-page article in last week’s *Farmshine*, (January 31) headlined *Whole Milk for Health Kids Act reintroduced*

in style,” hit the nail squarely on the head when she wrote:

Both National Milk Producers Federation (NMPF) and International Dairy Foods Association (IDFA) rushed to the forefront singing the bill’s praises and promptly issuing press releases, something that in past attempts took a little time.

To clarify, what took a little time was not the writing and sending of press releases, but getting behind the Whole Milk for Healthy Kids Act right from the start! Not when the Bill is ready to be signed! It took over a dozen years from them to get on board! Shameful, to say the least! Therefore, our logical conclusion: NMPF is as useless as a buried shovel.

The deceit and unfairness producers face at every FMMO or price hearing is routinely documented in *Farmshine*, thanks to Sherry Bunting. These drawn-out theatrics put on mostly by a bunch of bureaucrats, hypocrites and white-collared scammers can be so hideously Mafia-like that farmers are afraid to speak up for fear of losing their milk market. Yes indeed, it’s been reported verbally as well as in print.

Commenting on the handling of the so-called “make allowances” in the recent FMMO final decisions, the American Farm Bureau stated: “USDA instead bases make allowances on an unscientific, voluntary survey that allows processors to opt out, skewing the results in a direction that results in lower milk prices for farmers.

“In fact, AFBF analysis has shown that changing the make allowance without a mandatory, audited survey could lead to unjust penalties for dairy farmers, which directly defies the intended purpose of the FMMO system.”

Thank you, American Farm Bureau Federation! Well stated!

Greed and corruption have no boundaries and that has got to change. Moving forward, we should demand truthful information and reporting; transparency and accountability.

Giving a couple of knowledgeable farmers a seat at the table when FMMO matters are discussed may one day provide improvements. And please stop the nonsense of bloc-voting!

American Dairy Coalition CEO Laurie Fischer suggested years ago that make allowances should be tied to farm-level pricing improvements. “If the make allowances go up for processors, this is obviously going to reduce the minimum prices farmers receive. Therefore, any approved increase to make allowances must be tied to higher farm-level pricing and transparency,” she observed.

We have no doubt that Brooke Rollins, President Trump’s nominee to be USDA Secretary, will treat the nation’s food producers fairly. “Farmers will be at that table,” she promised during her confirmation hearing last week. Then on Monday, February 3, the Senate Agriculture Committee approved her nomination by a vote of 23:0. Now let’s hope that her confirmation by the full Senate isn’t far behind.

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New cheese plant construction, when completed over the next year or so will take in more than 30 billion pounds of milk a day, and they gain a lot of additional revenue from what they do with the whey that smaller traditional cheese plants don't have the equipment to do.

## Milk Supply

	2021	2022	2023	2024	2024 vs. 2023
Cows (1,000's)	9,448	9,402	9,386	9,339	(47)
Replacement (\$/head)	\$1,360	\$1,595	\$1,760	\$2,360 (\$)	+\$600
<b>Per Cow</b>					
Milk (lbs.)	23,947	24,087	24,117	24,185	0.03%
Fat (lbs.)	939	979	991	1,018	2.7%
Protein (lbs.)	759	784	786	796	1.2%
<b>U.S.</b>					
Milk (billion lbs.)	226.3	226.4	226.4	225.9	(0.2%)
Fat (billion lbs.)	8,892	9,194	9,304	9,508	2.2%
Protein (billion lbs.)	7,263	7,360	7,379	7,431	0.7%

Covington demonstrated with 2023 vs. 2024 comparisons that farmers are increasing the amount of products made by increasing components instead of milk production and cow numbers.

## Better margins

from page 3

2023 data: Cow numbers are down 47,000 head; replacement heifers sell for \$600 more per head; average milk output per cow is flat; but average fat pounds per cow is up 2.7% and average protein pounds per cow up 1.2%. This means that even though total U.S. milk production at an estimated 225.9 billion pounds is down 0.2% from year-earlier, total fat pounds at 9.508 billion pounds are up 2.2%, and protein pounds at 7.431 billion pounds up 0.7%.

"You're doing it with your components," he said. "And that's going to continue."

### Cheese is driving the bus

Putting aside the import and export caveats,

Covington demonstrated that as the overall dairy market is growing, almost all of this growth has been in the cheese market, which has become a much bigger piece of the much bigger pie.

"Cheese has been driving the dairy industry for several years, and everything points to it driving the industry going forward," he said, showing a chart of the product mix in the year 2000 when 167.4 billion pounds of milk was produced in the U.S., sold as half cheese, and one-third fluid milk, with 15% other products. This compares with 2024, when 225.9 billion pounds of milk was produced and 58% of the sales were in cheese, 20% fluid milk, and 22% other products.

Per capita trends also show "consumers are eating more of their milk instead of drinking it," said Covington. "We have seen tremendous change since 1986, when consumers first started consuming more of their milk as cheese than as fluid milk. Look at 2023, people consumed 405 pounds of milk (equivalent) in the form of cheese and 128 pounds in the form of fluid milk."

While home milk delivery is rare today, Covington said it happens now in the form of pizza.

"If I drive around the city on a Friday night, I've got to get out of the way of the pizza delivery people. I figure, on average, it takes a little over a gallon of milk to make one average size pizza. Just think how much home delivery we have today of milk, but in the form of something else, not the milkman dropping off half gallons," he said.

"The market is changing, and it's going to keep on changing."

Why is cheese growing so much? Covington pointed to things he hopes are lessons for other products: 1) Convenience, innovation in packaging and varieties, with pizza accounting for 42% of all cheese; 2) Brand identity, there's still a lot of this in cheese, not making it a commodity to try to get to the lowest price like in other dairy products (i.e. fluid milk); and 3) taste, people love cheese.

### Big bets on the future

Big bets are being made for more cheese growth, and the revenue stream of whey 'byproduct.'

"We are in a slurry right now of a pile of  
turn to page 15

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# New Pa. counties in the required dairy surveillance zones for HPAI

By **SHERRY BUNTING**  
Special for Farmshine

HARRISBURG, Pa. — Pennsylvania state officials announced on Wed., Feb. 5 that three new counties are now identified showing preliminary findings of the highly pathogenic avian influenza (HPAI) H5, 2.3.4.4 in poultry flocks.

To-date, the counties identified in Pennsylvania with the wild geese strain on poultry farms are: Lehigh, Dauphin, Lancaster, Lebanon, and Cumberland.

To be clear, the current poultry outbreak in the Commonwealth is the strain of HPAI that is transmitted by wild geese in the Eastern Fly-Way Zones, not the dairy-adapted strain of H5N1 that has circulated on dairy and

poultry operations in 16 other states (not Pennsylvania) since March of 2024.

Even though this is not the dairy-adapted strain, all dairy farms, along with poultry farms, in any of the 3-kilometer (2 miles) infected zones around any infected poultry operation are required to conduct surveillance.

According to the Center for Dairy Excellence, this is part of the Pennsylvania Department of Agriculture's quarantine order issued last year in an effort to "exercise pre-caution for both dairy farms and poultry facilities."

When a positive case is identified, the State Vet's Office will reach out directly to any dairy farms within the 3-kilometer zone about bulk tank milk and other testing and surveillance.

To check your dairy farm's location relative

to the surveillance zones now and in the future, go to <https://padeptag.maps.arcgis.com/apps/webappviewer/index.html?id=a9066a3d68a443a08043766cb84bf4ae> and enter your farm's address to determine your proximity to the infected and buffer zones.

Farms falling into the infected zone, you will see the following message (see below) appear. Please share this with dairy producers who might benefit from the tool.

It is essential that dairy herds ensure they have their USDA-issued federal premises identification number registered with the PA Dept. of Agriculture. Any new farms can complete the form available at <https://mcusercontent.com/80df644c5f57a4eeb8b7ba77d/files/4aed5332-3841-3aea-92c8-78ac59cd7907/>

Premises\_Registration\_rev\_Aug\_2019\_email.pdf or by reporting to RA-PREMISE-ID@pa.gov.

A Premise ID will ensure the farm appears on the Department's map so they can be alerted to new infected premises and any surveillance requirements.

Dairies in the infected zone must submit weekly bulk tank or in-line milk samples representing the entire milking herd until the control area is closed. This is in addition to the weekly mandatory tankerload milk tests that PDA has been doing since Dec. 6, 2024. So far, Pennsylvania has had zero detections of any HPAI on any dairy farm.

Email PDA at RA-ahds@pa.gov with questions.

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## Auction Guide

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

**FEB. 12,** 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

**FEB. 13,** 10 a.m. Heavenly Creek Farm Reg. Jersey Herd Dispersal, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

**FEB. 14,** 10 a.m. Special Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

**FEB. 21,** 8:30 a.m. King Farm Auction, Leola, Pa. Sale managed by Double E Auction Service.

**FEB. 21,** 12 p.m. Driving & Draft Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

**FEB. 27,** 10 a.m. Glad Ray Farms Reg. Herd Dispersal, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

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

**MARCH 8,** 11 a.m. Hard Core Selection Sale VIII, Fraley's Dairy Complex, Muncy, Pa. Sale managed by Fraley Auction Company.

**MARCH 18,** 11 a.m. Spring Opportunities at Pine-Tree II, Brown Swiss & Jersey Edition, Wooster, Ohio. Sale managed by Modern Associates.

**MARCH 22,** Spring Premier All-Breed Dairy Sale, Hosking Sales, New Berlin, N.Y. Sale managed by Hosking Sales.

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

**APRIL 12,** 11:30 a.m. Pride of Posthaven Reduction Sale, Hobart, N.Y. Sale managed by Hosking Sales.

**APRIL 19,** Annual Spring Machinery Auction, Hosking Sales, New Berlin, N.Y. Sale managed by Hosking Sales.

**JUNE 14,** 12 p.m. Cheers To Thirty Years Of Hosking Sales, Hosking Sales, New Berlin, N.Y. Sale managed by Hosking Sales.

## Dairyman's Datebook

**FEBRUARY 7,** 1 p.m. Pennsylvania Holstein Association annual meeting at the Wyndham Gettysburg Hotel & Conference Center, 95 Presidential Circle, Gettysburg, Pa.

**FEBRUARY 7-8,** Pennsylvania Holstein Convention, Wyndham Gettysburg Hotel & Conference Center, 95 Presidential Circle, Gettysburg, Pa.

**FEBRUARY 8,** 10 a.m. to 2 p.m. Amish Wedding Style Dinner (eat or take out); a fundraiser for 97MILK, Solanco Fairgrounds, 172 South Lime Street, Quarryville, Pa.

**FEBRUARY 11,** 9:30 a.m. King's AgriSeeds meeting, Foxboro Lodge, 93 Church Road, Selinsgrove, Pa.

**FEBRUARY 11, 12,** 8 a.m. registration, Dairy Wellbeing Workshop, presented by Professional Dairy Producers® (PDP), at Northeast Wisconsin Technical College in Green Bay. Same program each day; take your pick which day to go.

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

**FEBRUARY 12,** 10 a.m. Soybean & Small Grains Congress, Doubletree Hilton, 1111 Jefferson Road, Henrietta, N.Y.

**FEBRUARY 13,** 9:30 a.m. King's AgriSeeds meeting, Premier Events at Saucon Valley, 1 Kenny Headman Lane, Bethlehem, Pa.

**FEBRUARY 17,** noon, Dairy Old Timers Luncheon, O'Brien's Irish Pub, 701 West Lumsden Road, Brandon, Fla.

**FEBRUARY 18,** 9:30 a.m. Dairy housing workshop in Blair County, Pa., Woodbury Community Center, 4100 Woodbury Pike, Woodbury Township.

**FEBRUARY 19** 9:50 a.m. FCCB's Annual Agricultural Forum at the Lebanon Expo Center, 80 Rocherty Road, Lebanon, Pa.

**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.

**FEBRUARY 20,** 10 a.m. No-Bull mid-winter informational meeting, including lunch, at The Rail Center Building, 224 Young Road, Lewisburg, Pa.

**FEBRUARY 20-22,** New York Farm Show, at the N.Y. State Fairgrounds, Syracuse.

**FEBRUARY 22,** 6:30 p.m. Maryland Dairy Shrine Dinner, Howard County Fairgrounds, 2210 Fairgrounds Road, West Friendship.

**FEBRUARY 22,** 8-10 a.m. Ashland County Ohio Farm Bureau member appreciation breakfast, Ashland High School Cafeteria, 1440 King Road, Ashland.

**FEBRUARY 25,** 9:30 a.m. King's AgriSeeds meeting, Jefferson Ruritan Center, 4603B Lander Road, Jefferson, Md.

**FEBRUARY 25,** 9:30 a.m. Dairy housing workshop in Tioga County, Pa., at Home Comfort Restaurant, 1131 State Route 49, Westfield.

**MARCH 1,** 8-10 a.m. Medina County Farm Bureau in Ohio invites members and prospective members to their Member Appreciation Breakfast at the Medina County Schools Career Center, 1101 W. Liberty Street, Medina.

**MARCH 4,** 9 a.m. to 3 p.m. Animal care workshop at the Cumberland County Extension Office, 310 Allen Road, Carlisle, Pa. Optional dairy farm tour: Stover Farms.

**MARCH 4,** 9:30 a.m. Dairy housing workshop in Bradford County, Pa. at the Park Hotel & Brewing Company, 127 Troy Street, Canton.

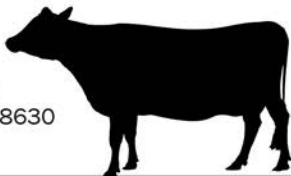
**MARCH 6,** 9 a.m. Agricultural Veterinary Associates client appreciation luncheon at Shady Maple Baquet & Event Center, 129 Toddy Drive, East Earl, Pa.



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# More aid of hay, supplies and rebuilding heading south on Feb. 13

BLAIR COUNTY, Pa. — A second trip to an extensively devastated area of western North Carolina will take place on the 13th of February, thanks to a concerned group of farmers, agri-business people and others in Blair County, Pennsylvania.

What's more, during a telephone conversation with *Farmshine* on Tuesday, Feb. 4, relief organizer/worker Lila Sollenberger of Claysburg shared: "We will continue to collect hay and we'll organize the deliveries. The need continues to be great."

The first caravan of shipments had headed south on November 25th, ... after Hurricane Helene had ripped through western parts of the state last September.

Lila had organized the relief effort after seeing the devastation on the news. She and the entire Sollenberger family spent countless hours organizing and picking up hay donations and procuring trucks and trailers that local farmers, businesses, and individuals had donated for the trek south.

"We saw some desperate situations — some families were living in tents made from wrapping tarps around tree limbs. There are



From Pennsylvania to North Carolina, with love. Loads of hay and other supplies continue to make their way to places that were nearly wiped off the map by Hurricane Helene. Photo provided

still so many people that need help," said Lila. Her husband, Wes, made a return trip in December to help with the plumbing and wiring in one family's home, but the need is still there. Therefore another trip to the devastated area will leave Blair County, Pennsylvania the day before Valentine's Day.

Lila organized a fundraising dinner on January 31, raising \$8600 to purchase more supplies. Also, the bank account to which people can send donations remains open. If you're inclined to give, checks may be made out to Hurricane Relief Fund / Lila Sollenberger, and sent to Hometown Bank of Pennsylvania, 149 Main Street, Woodbury, PA 16695

Donations of hay are welcome too. "We'd like to take more hay down since they'll be feeding through a lot here over the winter," Lila said, adding: "there's a need to help with things like construction, painting, and cleaning. The guys that I'm in contact with are excited that we're coming back and looking forward to the help!"

**Anyone wishing to donate hay, feed, supplies, or funds is encouraged to contact Lila Sollenberger at 814-381-5796.**

## HAUSA lists top BAA herds

BRATTLEBORO, Vt. — Holstein Association USA has announced the top Holstein Breed Age Average (BAA%) herds for 2024 classifications. This recognition highlights the outstanding dedication of Holstein breeders nationwide who participate in the Classic or Standard options of the Holstein classification program.

"With the Classic and Standard program options herds receive a whole herd BAA, using each animal's age and stage of lactation balancing the scale for all animals," explained Amy Fletcher, senior manager of Classification Operations. "Congratulations to all the Registered Holstein breeders earning a spot on the Top BAA lists, it is a great achievement."

Last year, 924 herds had a BAA value eligible for inclusion in these lists. The average number of cows included in the BAA calculation for the entire group was 66, and the average BAA% was 108.2.

Topping the 2024 highest overall BAA list is Triple-T Holsteins from North Lewisburg, Ohio, with a BAA of 116.9. Also earning Top 25 honors are:

2. Matt T. Mitchell, Tennessee, BAA 116.6
3. Jeffrey Jet Butler, Illinois, BAA 115.8
4. Juniper Farm Inc, Maine, BAA 115.5
5. Conant Acres Inc, Maine, BAA 115.4
6. Milk Source LLC, Wisconsin, 115.3

7. Currie Holsteins, New York, 115.3
8. Springhill, Ohio 114.9
9. Retso Holsteins, New York 114.9
10. Daniel Olson, Wisconsin 114.7
11. Jeffrey W. Sharts, New York 114.6
12. Allen and Carolee McClure, N.Y. 114.5
13. Eric A. Topp, Ohio 114.4
14. Michael and Julie Duckett, Wis. 114.4
15. Humdinger Holsteins, N.Y. 114.3
16. NC Mtn Cattle Co., N. Carolina 114.3
17. Bruce R. Gingerich, Indiana, 114.2
18. Cedar Lane, New Jersey, 114.2
19. Richard Nisen, Indiana, 114.2
20. Michael and Jessica Oliver, Wash. 114.1
21. Adam Liddle, New York 114.0
22. Lady Luck Holsteins, Ohio, 114.0
23. Mike & Chris McCullough, Wis. 113.8
24. Doug & Jennifer Boop, Pa. 113.7
25. Scarlet Summer, Pa., 113.7

Lists are broken down in several different ways to recognize members across the country with herds of all sizes.

- Lists of the Overall Top 200 BAA Herds,
- Top 25 BAA Herds by Region,
- Top 25 BAA Herds by Herd Size, and
- Top 15 BAA Herds for Colleges & Universities. Each list can be found directly at [http://www.holsteinusa.com/programs\\_services/baa\\_lists\\_2024](http://www.holsteinusa.com/programs_services/baa_lists_2024) or under the Popular List section on the (HAUSA) homepage.

## Medina Co. Farm Bureau slates breakfast

MEDINA, Ohio — Medina County Farm Bureau invites members and prospective members to their Member Appreciation Breakfast on March 1 from 8 to 10 a.m. at the Medina County Schools Career Center, 1101 W. Liberty Street, Medina.

This year's menu once again, features the popular, made-to-order omelets prepared by the Career Center's culinary arts students.

In addition to breakfast, the event will offer a presentation at 9 a.m. featuring the "Who's Who" of agricultural-related agencies in Medina County. Each agency will have the opportunity to share briefly about the basics

of the services that they provide to farmers and landowners and will end with Q&A. The hope is that this will help members put a face to a name and provide a "refresh" as to the services that each organization provides.

This event is free to members and their dependents. Non-members can attend at \$20 per person. Become a member of the Medina County Farm Bureau at the breakfast and there is no charge! Bring a new member, join as a new member or renew at the breakfast and receive \$5 in cash back. Please register at [medina.ofbf.org](http://medina.ofbf.org) or call 330-263-7456 by Feb. 23rd.

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# Could it be that there is a story behind the story?

**Editor:**

The issue at hand is how the deep state is using the agricultural sector to raise food costs, thus driving inflation. *Yahoo* published an article last week titled "Democrats Blame Trump for soaring egg prices..." (Andrew Romano, MSN on *Yahoo*)

The response of the FDA not only to the individual affected farms but to the whole crisis raises a list of fundamental questions. The agencies that are overseeing the situation are the CDC, USDA, FDA and APHIS, all of whom may not enjoy having their swamp drained and whose credibility is tarnished by their globalist, environmental extremist and politicized missions.

So why do they react to the bird flu epidemic in the way that they do? What is being done to trace how the virus gets into these large poultry buildings? Why do they euthanize every bird and destroy all the inventory?

It would seem to me — as a guy who took microbiology in college, although most of my degrees reside in our thermometer and there haven't been very many there as of late

— that the "science" that these agencies are applying doesn't add up.

Once the H5AI is discovered, the official protocol is to euthanize all poultry on the place and destroy all the eggs. But wait, these same officials tell us we can't get bird flu from eggs?

There are almost daily reports of large poultry farms losing millions of birds. If you keep a million layers you are probably getting around 900,000 eggs a day. Most of these operations have some inventory on hand. A few days' worth of eggs, maybe a week. At times we had up to 10 days' worth of inventory on our small farm. On a big place that's lots of eggs. Why remove them from the market? Due to the very rapid rate of fatality, those eggs were undoubtedly laid by healthy birds. Sick ones don't lay eggs.

Crescent Farm in Suffolk County, N.Y. fell victim to the H5AI. The very last farm standing of a once vibrant Long Island duck raising industry had to fight to keep 6000 eggs to preserve their genetic heritage. They had to prove that those eggs were laid before the flu outbreak.

Of course, the mandatory 6-month ban on poultry on the place all but guarantees the permanent closure of the operation. Most of these big farms have huge investments in infrastructure that financially cannot sustain sitting idle for that length of time.

It must be that "the science" dictates that that is the appropriate time frame to make sure the virus is gone. Maybe, except I have first-hand knowledge of a small producer who lost over 95% of their layers in an outbreak of the flu. They cleaned their coops with shovels, applied a fresh coat of whitewash. No power washers; no disinfectants besides salt and hydrate lime in the whitewash. They repopulated the coops in days with zero further losses.

With regards to the birds themselves, wouldn't it make more sense to simply quarantine the affected birds? My son, who is better educated than me, has a master's degree in cellular and molecular biology and is currently in his final year as a law student at Regents University. He speculates that a good many scientific discoveries might be made by looking at samples of survivors.

However, if you destroy all the birds, you destroy that option for exploration. This of course leaves aside the fact that what if you only had 80% mortality on your farm. It could give some wiggle room for a path forward. Just saying, maybe.

Getting back to the conspiracy theory, not that anything like that ever happens in real life. Just how does this flu get into these modern poultry buildings anyway? There are very few places on earth with the biosecurity of a large modern chicken house. Many of them are shower in, shower out. Yet these giant operations seem disproportionately impacted. This in spite of the fact that organic operations — which require access to outdoors — should be much more vulnerable if the source is bat soup, excuse me, wild birds.

That is what we've been told. Just over a week ago my local health food store shared with me that he was paying around \$4.60 a dozen for organic eggs delivered while a local commercial producer of conventional white eggs informed me he was pushing at getting over \$6.00 per dozen FOB.

So how does it get in? Is anyone at these letter agencies even asking? Are we supposed to believe that the one sparrow that squeezed in a gap happened to have the H5AI? Could there be something else?

Here is what may be a bad idea. I am open to other better bad ideas. We have been told that one of the reasons we need to tolerate an open border is to support agriculture. We have also heard how that same open border is run by cartels that are beholden to CPC (Chinese Communist Party) operatives for their fentanyl trade. Of course, it is ridiculous to believe that recent illegal immigrants who maybe leveraged by cartels who are in turn leveraged by the CPC would do anything to harm Americans or the Trump Presidency. I wonder if anyone is looking at that very unlikely and remote possibility?

Nothing could be as damaging to the incoming administration, indeed the whole MAGA movement than a few strategic food shortages.

I related very much to RFK Jr.'s comment during his first confirmation hearing in which he stated: "My peculiar experience, because we have litigated against these agencies. When you litigate against them you get a PhD. In corporate capture and how to unravel it." That has been precisely our experience.

Jonathan Haar  
West Edmeston, N.Y.

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# Thirty-five youths accepted into Jersey Youth Academy

REYNOLDSBURG, Ohio — The ninth Jersey Youth Academy class will be held July 13 to 18 in Columbus, Ohio.

“The 35 young people from 18 states selected for this class exemplify the many talented, interested Jersey youth across the United States that our organization wants to encourage to pursue careers in the Jersey dairy business,” said Alan Chittenden, president of the American Jersey Cattle Association (AJCA).

The opportunity to spend a week learning and interacting with leaders and professionals from both the US Jersey organizations and the dairy industry will be invaluable to these young adults. For many, it will help define and maybe alter career paths. For all, the chance to spend a week with like-minded Jersey enthusiasts will create relationships that last a lifetime.”

Participants in the ninth Jersey Youth Academy, with their current academic institutions, are:

- From Pennsylvania: Norah Bechtel, Curryville (Central High School); Reese Burdette,

Mercersburg (James Buchanan High School); Sarah Diehl, McVeytown (Virginia Tech); Ashlynn Lenker, Mechanicsburg (Cumberland Valley High School); Miranda Nickerson, Corry (Cornell University).

- From New York: Patrick Bosley, Malone (SUNY-Cobleskill); Zachary Chittenden, Schodack Landing (Maple Hill High School); Eden Cooper, Owego (Tioga Central High School); Marina Cox, Warsaw (Warsaw Central High School); Alexis Schultz, Marion (Marion Junior Senior High School).

- From Vermont: Sarah Hill, New Haven (SUNY-Cobleskill); Brailey Livingston, New Haven (Mt. Abraham UHS); Addison Hubbell, Bristol (SUNY-Cobleskill); Isabella Wilbur, Orwell (Cornell University).

- From Massachusetts: Samantha Peila, Gill (at home); Sofia Zina, Hadley (Smith Vocational Ag High School).

- From Rhode Island: Emma Roeben, Portsmouth (Narragansett High School).

- From California: Kiara Konyon, Escondido (Classical Academy High School); Riley Whisler, Salinas (Salinas High School).

- From Georgia: Kayleigh Smith, Bowman (University of Georgia).

- From Illinois: Cassie Bohnert, East Moline (Iowa State University).

- From Iowa: Delaney Barber, DeWitt (Central DeWitt High School).

- From Kansas: Sophie Leach, Linwood (University of Wisconsin-Platteville).

- From Mississippi: Lauren Bryant, Ripley (Walnut Attendance Center); Lee Taylor, Booneville (New Site High School).

- From New Mexico: Hailey Horton, Mesilla Park (New Mexico State University).

- From North Carolina: Kaitlyn Crompton, Trenton (Jones Senior High School).

- From Ohio: Alex Coppersmith, Columbian (at home).

- From Oregon: PaytonLynn Baldwin, Jefferson (Jefferson High School); Tatum Lancaster, Tillamook (Tillamook High School).

- From Tennessee: Julia Fanning, Greeneville (University of Tennessee-Knoxville).

- From Washington: Robyn Porter, Deer Park (at home).

- From Wisconsin: Kelsey Hardy, Dodge-

ville (University of Wisconsin-Madison); Ava Kolodzienski, Beldenville (Ellsworth High School); Noelle Vos, Maribel (Manitowoc Lutheran High School).

Applications were evaluated by a committee appointed by Chittenden and chaired by AJCA Director and chair of the Development Committee, Garry Hansen. Selection was based on merit, motivation, and preparation for the program as reflected in the written application and goal statement.

Presenters will include representatives of key support agencies and allied industry. The group will also meet and interact with leaders from the Jersey community to gain their unique insights about the future of the dairy business with a specific focus on the Jersey cow.

All program costs, including round-trip transportation for participants, are paid by the Academy.

The Jersey Youth Academy is a 501(c)(3) educational foundation administered by the American Jersey Cattle Association. Contributors represent a broad spectrum of Jersey breeder and dairy industry support.

## COMING EARLY THIS YEAR ... ON MARCH 21

# Consignments invited for Mid Atlantic Brown Swiss Calf Sale

FREDERICK, Md. — Consignments are being sought for the Mid Atlantic Brown Swiss Calf Sale, to be held on Friday, March 21 at the Frederick Fairgrounds in Frederick, starting at noon. Celebrating 51 years, the sale will be held a little earlier than in the past. Chris Hill will be the auctioneer while Jake Hushon will reading pedigrees.

Sale organizers are looking for a strong group of calves that combine a unique blend of production and sound type. Something new for this year; the sale committee will be accepting bred heifers down the December 2024 calves. Also, you can consign March calves and embryo packages in absenteeism. All pedigrees and information will be in a printed catalog and also posted on line.

There has always been a strong demand for the calves that

go through this popular Spring sale. Consignments from past sales have gone on to do well for their new owners. Many that were shown stood in the first five placings of their class.

Please note that this sale is on Friday March 21 and there will be a food truck on site from 11 a.m. to 1 p.m. serving free lunch to possible buyers and consignors. At 11:30 a.m. a fun auction will be held. Proceeds benefit Juniors and other Maryland Brown Swiss Association causes.

If you are interested in consigning a calf, or wish additional information about the sale, please contact: Joy Widerman 717-752-5871; Ellie Widerman 717-398-4307; Jenna Lenhart 814-931-3726; Billie Jo Rhodes 540-292-9366; or Dylan Fry 410-708-8983.

Please don't delay; the sale committee would like to have

information and pedigrees as soon as possible to advertise and compile the catalog. Remember to tell new 4-Her's, and their breeders in your area about the quality and success of this sale. There is always something for everyone. Now is the time to get into the Brown Swiss business as their popularity continues to grow stronger each year.

This sale has gained quite a track record for calves sold. Many have developed into National Bellringers, All-Americans and profitable additions to many herds. Now is your chance to consign to this sale; check those calf pens and pedigrees and see what you can offer.

This sale has been a great place to buy a 4-H project and has provided some top-pedigreed calves for the merchandising and investment buyer.



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**Both T-shirt designs have the familiar Farmshine logo on the back.**

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Modeling the T-shirt is 20-month-old Emily Krieg.



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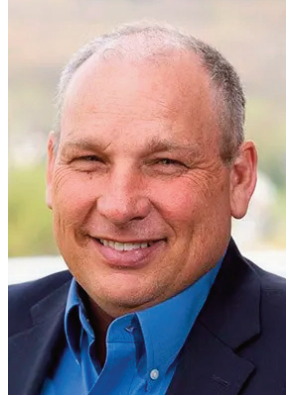
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## Penn State Extension promotes Chris Houser

UNIVERSITY PARK, Pa. — Chris Houser, Penn State Extension assistant director for agronomy and natural resources programs, has been named the organization's associate director for programs, effective Feb. 1. He has been serving in the associate director role on an interim basis since June 2024.



Chris Houser

Houser began his Penn State career in 2005 as a research technologist in what was then the Department of Crop and Soil Sciences. In 2013, he became a county-based field-crop extension educator, developing and delivering educational programming and performing on-farm research trials.

In June 2015, Extension leadership named Houser as interim assistant director for agronomy and natural resources programs, a post he then filled on a standing basis from 2017 to 2025.

Prior to joining Penn State, Houser managed his family's farm, Houserdale Farm, for 18 years. He earned a bachelor's degree from Lock Haven University and a master's degree in agronomy from Penn State.

## 'Cold weather dollars' available from USDA

WASHINGTON, D.C. — USDA is offering disaster assistance to agricultural producers impacted by Winter storms. Affected producers should contact their local USDA Service Center to report losses and learn more about program options available to assist in their recovery from crop, land, infrastructure, and livestock losses and damages.

Producers who experienced livestock deaths in excess of normal mortality may be eligible for the Livestock Indemnity Program (LIP). To participate in LIP, producers will have to provide acceptable documentation of death losses resulting from an eligible adverse weather event and must submit a notice of loss to the USDA Farm Service Agency (FSA) no later than the annual program payment application date, which is 60 calendar days following the calendar year in which the loss occurred. The LIP payment application and notice of loss deadline is March 3, 2026, for 2025 calendar year losses.

In some cases, LIP benefits are available for eligible losses due to extreme cold. Extreme cold temperature thresholds are state-specific and are set by the FSA State Committee for each livestock category (kind/type and weight range of eligible livestock). Livestock producers who experience losses related to extreme cold should check with their local FSA office for LIP eligibility criteria.

## Dairy housing workshops slated across Pennsylvania

UNIVERSITY PARK, Pa. — The Penn State Extension Dairy team is offering a series of half-day in-person workshops around the state to explore dairy housing options. Designed for dairy farm owners and managers, the workshop is ideal for producers wanting to make a change, those taking over from a previous generation or those starting new operations.

Extension educators will be presenters at each workshop and will look at tie stalls, freestalls and bedded packs, as well as lead discussions on low-cost milking facilities and updating tie stalls. Attendees will also learn principles of building and managing different types of dairy housing facilities and how to manage cows as a group instead of individually.

Each workshop will begin at 9:30 a.m. and conclude at 2 p.m. Locations and dates for the workshops are:

- **February 18** in **Blair County** at the Woodbury Community Center, 4100 Woodbury Pike, Woodbury Township
- **February 25** in **Tioga County** Tioga County
- **March 4** in **Bradford County** at Park Hotel and Brewing Company, 127 Troy Street, Canton.

The cost to attend is \$15 and includes lunch. Registration is encouraged. To register and for detailed agendas, visit <https://extension.psu.edu/dairy-housing-options-my-tie-stall-is-worn-out-now-what>

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**Milk futures follow product prices lower, despite sound supply/demand fundamentals**

Despite USDA reports showing December cheese stocks were down 6% vs. year ago (Jan. 24) while cheese production was down just 0.7% (off 3.9% on American style in the Feb. 5 report)... and despite this week's reports of record cheese exports and the fact that the Global Dairy Trade price for bulk industrial Cheddar rallied higher by 3.7% in the Feb. 4 internet auction... Despite all of this good news, the CME spot cheese market moved lower this week, dragging Class III milk futures into mostly lower territory. And the whey market didn't help. Despite a 5 to 6% year over year (YOY) drop in the production of dry whey and whey protein concentrate, with inventories dropping even more, down 4 to 8% YOY, the spot whey markets on the CME plummeted with very few loads trading.

Apparently Trump's "tariff talk" sparked trade "jitters," even though it was a short-lived concern in terms of actual interference with the ability of U.S. processors to export their cheese and whey.

The Class III milk futures average for the next 12 months (Feb25-Jan26) came in at \$19.17 on the close Wed., Feb. 5 -- down 19 cents from the Jan-Dec25 12-month average on the prior Wednesday. Class IV milk futures were lower across the board as well, and the 12-month average slipped below the \$20 mark for the first time in almost a year, trimming a whopping 14 cents at \$19.97.

**CME spot dairy products lower**

CME spot dairy product prices, across all four commodities used in the milk pricing formulas seesawed lower this week. On Wed., Feb. 5, the 40-lb block cheddar price lost 7 cents/lb, which is half of last week's gain, pegged at \$1.86/lb with 20 loads trading over 5 days. The 500-lb barrel cheese price lost 6 cents, erasing all of the previous week's gain, pegged at \$1.8050/lb with only 8 loads changing hands.

The daily CME spot market for dry whey dropped a few cents each day, with only 3 loads changing hands over 5 trading days, sinking to 61 cents per pound by Wed., Feb. 5 on offers without takers as buyers tested their 59-cent bids but no sellers. At 61 cents/lb the midweek spot price was 8 cents lower than the prior Wednesday.

On the Class IV side, the spot butter price lost a nickel at \$2.41/lb Wed., Feb. 5, with a mere 8 loads trading over the 5 days.

Nonfat dry milk lost a half-cent in the spot market this week, pegged at \$1.34/lb with 17 loads changing hands.



**Milk Market Moos**

by Sherry Bunting  
agrite2011@gmail.com

**GDT index jumps 3.7%, big gain on SMP, WMP, Cheddar**

Contrary to U.S. cheese and powder markets this week, the Feb. 4 Global Dairy Trade (GDT) biweekly internet auction prices for skim and whole milk powder offerings jump by more than 4% compared with two weeks ago, along with industrial bulk cheddar cheese up 3.7% while bulk mozzarella was steady. Butter and butterfat were also higher, and lactose skyrocketed by nearly 18% above the last test of this market on the GDT a month ago. Key GDT prices converted to per-pound basis for Feb. 4 were indexed at: Butter \$3.28/lb (+28 cents), anhydrous milkfat powder \$3.07/lb (+7 cents); WMP \$1.89/lb (+8 cents); Cheddar \$2.28 (+8 cents); Mozzarella \$1.89 (steady); and SMP \$1.29/lb (+6 cents).

All of these GDT price indexes are higher than current U.S. spot market prices on the CME, except for the skim milk powder, which closed the gap by half what it was two weeks ago, trading a nickel per pound below the current U.S. CME spot price for nonfat dry milk. The two products are not an exact comparison because SMP is standardized and consistent in terms of protein content whereas NFDM is not. Most notable is the butter price on Global Dairy Trade was 87 cents per pound above the U.S. price, though U.S. butter is salted and a bit lower in fat. Industrial bulk Cheddar cheese on the Global Trade was a whopping 42 cents per pound above the U.S. block cheddar price and 48 cents higher than U.S. barrel cheese.

**Jan. Fat \$2.95, Protein off \$2.33**

USDA announced class and component prices for January milk this week, recovering nicely from December's levels. Butterfat gained 4 cents per pound at \$2.95/lb, while protein jumped 37 cents higher at \$2.33/lb.

The Class III milk price gained \$1.72 per cwt in January, calculated at \$20.34, up a whopping \$5.17 from a year ago.

Class II gained 30 cents at \$21.58, but Class IV lost a penny at \$20.73.

The Class I base price mover at \$20.38 is barely 4 cents per cwt above the Class III price, 35 cents lower than the Class IV price and \$1.20 lower than Class II, all of which could create some pooling / depooling issues.

**Dec. U.S. All-Milk \$23.30 DMC \$13.38**

The December Dairy Margin Coverage (DMC) margin dropped 91 cents to \$13.38, marking the fourth straight month of declining margins, ending 2024 down more than \$2.00 per cwt from the record high set in September. While the USDA calculated feed cost for December was firm at \$9.92/cwt, it was the December All-Milk price of \$13.38, down nearly \$1.00 per cwt for the third straight month, that pushed end of year margins below the Sept. and Oct. record highs.

**Yearend averages tell the tale**

With all 12 months of data released Friday, Jan. 31, the 2024 U.S. average All-Milk price calculates to \$22.60, up more than \$2 from 2023. Milk over total feed cost margins averaged \$11.98 per hundredweight for 2024, up a whopping \$5 from the dismal 2023 average margin of \$6.70/cwt.

First-half 2024 margins averaged just 35 cents above the \$9.50 DMC payment trigger level, at \$9.85, with the U.S. average All-Milk price averaging \$21.12 January through June.

The only DMC payments triggered in 2024 were in January and February, when margins were \$8.48 and \$9.44, respectively.

Markets improved, overall, in the second half of 2024, and the average All-Milk price increased by \$3/cwt to \$24.10. This, along with declining feed costs, pushed dairy margins to average \$14.08 for the second half of 2024, up a whopping \$4.23/cwt compared with the first-half 2024 margins.

In fact, margin records were set at \$15.57 and \$15.17 for September and October, respectively.

Class III milk prices were again the lowest of the four classes for most of 2024 like in 2022-23. Producer milk in the Upper Midwest is priced mainly on the 90 to 95% Class III utilization.

These prices will take a \$1.00/cwt hit when the new Federal Milk Marketing Order changes are implemented in the second half of 2025 because the processor credits for cheese and whey will increase the most, resulting in reductions in the protein, buterfat and other solids component prices.

The hit to the Class IV price will be more likely around 70 to 75 cents per cwt, with additional reductions in the butterfat component price as well as solids nonfat.

These price indexes will recover a bit at the end of 2025 into 2026 to reflect the updated standardized protein and other skim solids levels that are part of the approved FMMO rule. That piece will be implemented six months after the other pieces in December 2025.

It's important to note that when the updated milk composition factors become part of the FMMO pricing formulas in 2026, some of the extra dollars the producers are currently receiving in the seven multiple component pricing orders for producing more protein and other skim solids will shift from their 'basis' to become part of the published Class III and IV index prices, which will appear to go up.

Producers in the seven multiple component pricing Orders that are making milk below the updated factors of 3.3% true protein, 6% other solids, and 9.3% nonfat solids may see a negative on their milk checks in 2026. In those seven Orders, farmers are already paid for their actual pounds of protein and other solids for sales on all classes except Class I fluid milk, which will pay on the updated standardized levels.

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The tie-stall barn was remodeled in 1990. Twenty-some cows are Amanda's ... brought along from her home farm when she and Jacob were married. All cows are noticeably tame and calm.

## Team work and diversification make the dream work

*Kleins and kindness go together as do comfortable, calm and content*

By DIETER KRIEG  
Farmshine Editor

EASTON, Pa. — A walk through the cow barn at Klein Farms Dairy & Creamery brings to mind the most famous dairy cow slogan of all time. “*The home of contented cows.*”

For nearly a hundred years (1912 to 2004, to be exact) Carnation Farms in Washington State was known as “the home of contented cows.” Owner E.A. Stuart and his team set a very high standard in not only breeding Registered Holsteins, but also in every aspect of husbandry, management and influence.

The cows were treated like ladies; the calves like babies. And so it is with many herds across the country today, regardless of breed, location or ownership.

Breeders recognize that a calm environment is part of cow comfort. Seeing it is believing and a true source of personal satisfaction.

Jacob and Amanda Klein are the devoted caretakers of the Registered Holsteins at Klein Farms Dairy & Creamery, where every cow, heifer and calf has a name, as well as a defining personality. And virtually nothing is spared in daily routines to give every animal a good home and a fair chance.

But it may not always be the quiet place that you might expect to see.

Jacob and Amanda's children are frequently in the barn, racing around on foot, bicycle or tricycle. Toy trucks loaded with silage, hay or grain increase the feed alley traffic even more.

None of it bothers the cows.

Neither do the many friends and strangers that come around to see and pet the bovines on a daily basis. The calm environment really can't be disturbed; all remains noticeably serene between human and bovine because they're used to it.

Where does it begin?

With the way calves are raised, of course.

Any calf born alive here has a 99.9 percent chance of staying alive. If need be, the Kleins have an oxygen tank ready to bring life back into a weakened calf.

Amanda is the calf raiser and also the primary milker. Help is always there. Surprisingly, it's not “hired hands” in the truest sense, but actual customers who buy their milk, cheeses, ice cream or bakery products at the farm. These people have no farm background but are genuinely interested and want to learn. They gladly offer to be involved and, for sure, they know not just “their farmer,” but also “their cows.”

“Team work makes the dream work,” Amanda smiled. “A lot of people who come to help are our friends. They just like to be here and help and have a fun time. Everyone cares and it's also nice to know that these people drink our cows' milk. Raw, by the way. We've had good help here ever since we opened our store (in 2004).

“I'm proud with where we are with our numbers, like somatic cells and stuff like that,” commented Amanda. We don't get much mastitis and I like that we're feeding our friends and family.

“I have people messaging me all the time asking me about raw milk ... when they should introduce their little ones to it. I like that we have friends and family that trust my opinion



Klein-Line Sidekick Bay Breeze (EX-90)



Klein-Line Monterey Bahama (EX-92)

and also our products. It makes you feel good, knowing that they want to go down that avenue.

The Kleins' herd was classified last month, resulting in 14 Excellent, 40 Very Good and 18 Good Plus; the BAA is 109.2.

Their pride and joy is the “B” family, which boasts three generations of home-bred Excellent cows. The matriarch is 13-year old Klein-Line Bradnick Bacardi (2E-91). Her daughter is Klein-Line Monterey Bahama (EX-92) and the granddaughter is Klein-Line Kick Baybreeze (EX-90).

Cows like that are worthy of showing, and so they are, with Amanda pretty much in charge of that department. She grew up on a dairy farm just a couple miles down the road from where she and Jacob live today and enjoys sharing the show-ring experience with their children, as well as other interested youths in the community through a calf leasing program.

With their barns having limited space, animals routinely need to be sold. “We have a hard time deciding which cows to part with,” Amanda acknowledged. “It's a fun place to be when you don't know which cow to sell,” Jacob quipped.

With their love for cows and dairy farming clearly showing, we asked the young couple to explain why. Here's what they said:

“Growing up on a dairy farm has a lot to do with it,” Jacob

began. “Being your own boss, working with the land. Your successes are your own successes.”

“Our kids enjoy it too, they're already talking about which calves they want to show,” Amanda beamed happily. The couple's four children are Ava, 11; Tessa, 9; Mila, 6; and Cason, 4.

Asked about their goals, the response was instant: “Just improving all the time; watching the herd improve; constantly getting better. There is so much satisfaction in that,” Jacob declared. “We also want to expand by diversifying because there are many avenues of opportunities. Being self-sufficient and diversified, it's just very important.”

Bottling and selling their own raw milk has been going on since 2004. They're also making cheeses, are into agri-tourism which includes free hay rides corn mazes, and (for a fee) they offer a therapy program (cow cuddling).

And there are also the more common farm activities. “We do all of our own crop work and so forth,” Jacob acknowledged. In fact, he cultivates fields of non-GMO grain, which are stored on site. Hay is also grown; much of it sold to horse farms in the region and beyond. “It's a lot of work, but there's happiness too,” Jacob assured, with Amanda in agreement.

“When you do it yourself, you learn a lot from your failures. There's a lot to be said about being self-sufficient and diversified.”

“My grandfather used to just milk cows and back then you could support two families, milking 60 cows,” the young man continued. “We're still kind of old-fashioned,” Jacob grinned, describing their feeding program. “We still shake hay and top-dress with a ration that's half corn and a protein mix that we buy from F.M. Brown's Feeds.

Opportunities provide security in a way, the third-generation dairy farmer noted. “We can control the prices, we farm extra ground now so we have plenty of feed and some to sell. We also do all of our own crop work, while years ago we hired a neighbor to plant, someone to combine, someone spray. Now we do all of that.

“When you're self-sufficient, you're really putting faith in yourself. I don't have an agronomist that takes soil samples and advises me on what to plant where and so forth. I do it myself. I've had some failures but I learned a lot from those failures,” Jacob stated.

With only nine dairy farms left in Northampton County, infrastructure is not there. “It's a real problem; a pain,” Jacob granted. Getting parts out of Lancaster County, for example, requires a round trip of up to 5-hours. “Our closest mill is an hour away; our closest equipment dealer, 40 minutes.”

“I always keep an extra part on hand for anything that we may need to replace for the milking system,” Amanda interjected.

As for farm machinery, Jacob said: “The things that make sense to buy new, we buy new, like the manure spreader, fertilizer spreader and skid-steer. But we can't justify spending \$350,000 for a new tractor, so we buy it used, and other implements as well.”

The Kleins take it all in stride with a positive outlook.

Never discourage. Always encourage. That's the motto that the folks at Klein Farms Dairy & Creamery live by and the driver behind all they do. The positive attitude is visibly part of their culture.

**Monday, February 17**

**Dairy Old Timer's Luncheon will be in Tampa area**

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

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

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

at the nearby Florida State Fair a chance to join.

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

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

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

**In Henrietta N.Y., February 12**

**Soybean & Small Grains Congress slated**

HENRIETTA, N.Y. — The Soybean & Small Grains Congress will be held on February 12 at The Doubletree Hilton, 1111 Jefferson Road, Henrietta, N.Y.

Registration is from 8:30 a.m. to 9:50 a.m. The \$60 registration fee covers breakfast and lunch. Registration is discounted to \$45 for enrollees in the NWNYS Dairy, Livestock & Field Crops Team. Register online at: [https://nwnyteam.cce.cornell.edu/event\\_pre-registration\\_new.php?id=2474](https://nwnyteam.cce.cornell.edu/event_pre-registration_new.php?id=2474)

The event's agenda will include strategies for growing high quality - high yield wheat crops, prioritizing soy vs. corn rotation for the best profit, soil health improvement and IPM tactics to boost yields.

Speakers to be heard from are:

- Peter Johnson, "Wheat Pete": @WheatPete is the resident agronomist with Real Agriculture, Canada where he posts a weekly podcast "Wheat Pete's Word". He spent 30

years as the Ontario cereal specialist, and loves to talk about anything agriculture, especially wheat. He operates a small farm near Lucan, Ontario where he constantly tries out new production ideas. He is enthusiastic and passionate about agriculture and loves to be challenged by growers.

- Laura Lindsey, soybean and small grain specialist from Ohio State University will be presenting, "Battle for the Belt: Which Crop Should Have Planting Priority — Corn or Soybeans?"

- Chloe Cho, Department of Entomology, Cornell University, Climate Change and Resiliency for N.Y. Crops, Seedcorn Maggot: Predicting Damage, Risk and Identifying Tools for Better Monitoring.

- Kitty O'Neil, ag climate resiliency specialist, Cornell Cooperative Extension, Harvest N.Y., Climate Change and Resiliency for N.Y. Crops.

- Vipan Kumar, weed scientist, Cornell University, Integrative Weed Management Strategies in N.Y. Soybean and Wheat Production.

**Western Pennsylvania Grazing Conference slated on March 13**

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.



**ANNUAL MEETING & BANQUET**

**SATURDAY, FEBRUARY 22, 2025 6:30PM**

**DOORS OPEN 6:00PM**

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**MD DAIRY SHRINE BANQUET RSVP**

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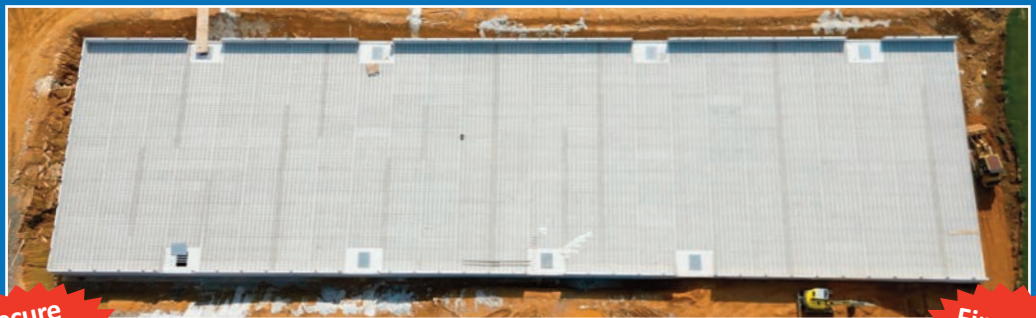
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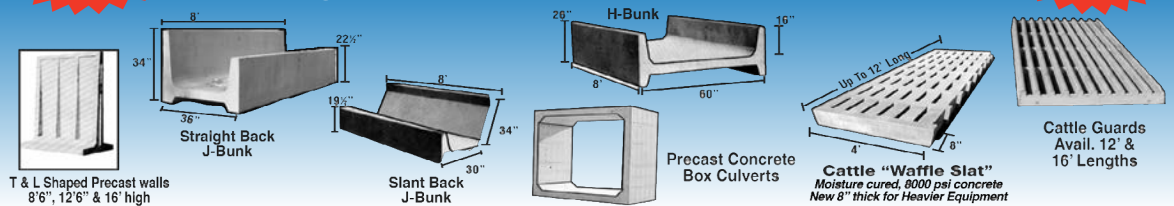
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## Farm safety – make it a priority

Winter is a good time for reflection, planning for next year's planting and harvesting seasons.

As you plan for the next season, have you incorporated safety into your plans?

The Winter season offers time to review safety procedures, brush up on farm safety knowledge, and do safety-related upkeep on your equipment, machinery, and buildings.

Penn State's Extension Dairy team works closely with Penn State's Agricultural and Safety Health Program within the Department of Agricultural and Biological Engineering to provide helpful information and guidance on appropriate steps to take.

A few areas to think about:

### • Emergency plan

Is there an emergency "what if" plan so that immediate steps can be taken in a timely way? Do first responders know (or have a quick way of knowing upon arrival) where hazards are on a dairy? Have workers been trained to know what to do in the event of various types of emergencies? You can use the ReadyAG© workbook (<https://extension.psu.edu/readyag-workbook>) as a tool to help you think through your emergency plan. Feel free to focus on the parts of the workbook that are most relevant to you.

### • Equipment Safety

As you prepare equipment for the coming planting season, inspect it with safety in mind. This includes making sure that your equipment is in regular working order, that your SMV emblem is not faded or distorted, that missing and/or broken safety guards are replaced. It is important for all members of the family as well as every employee to be trained in equipment safety, and winter is a good time to reflect on your training procedures. Family and employees should learn and understand PTO safety, how to start and stop machinery safely and how to stay out of blind spots when operating equipment. For youth 13 and 14 looking to work on the farm of a non-family member, the National Safe Tractor and Machinery Operation Program will help them get ready to test for the U.S. Department of Labor certification. While the certification is not required for youth under 16 to operate a tractor and machinery on the farm of family members, the NSTMOP is an excellent program for youth as it allows them to develop safe habits. For more information: <https://extension.psu.edu/national-safe-tractor-and-machinery-operation-program>

### • Mental Health

In the relatively quieter winter months, have you taken time for personal care? Remember that a healthier you is a happier you, and a happier you is a more productive you. Recognizing that you are feeling overworked and taking action to address your stress level can give you an energy boost that can increase productivity, relieve emotional exhaustion,

*The Penn State Ag Safety and Health team is always available to answer questions related for safety and Health. They can be reached at [AgSafety@psu.edu](mailto:AgSafety@psu.edu) or 814-865-1783. You can also visit the website: <https://extension.psu.edu/business-and-operations/farm-safety>*



Agricultural Engineer and Extension Educator John Tyson and Adrian Barragan, DVM, MS, Ph.D. giving instruction in skid loader safety.

and increase your mental well-being. It is important to create a work/life balance that makes sense for you. Give yourself a break. You have earned it.

For additional resources for farm community members experiencing stress, visit <https://extension.psu.edu/navigating-farm-stress-resources>

### • Dairy Specific Safety

Large animals, such as dairy cows, continue to be a source of injuries and fatalities. The following are key to reducing sources of incidents: an understanding of animal behavior, providing safe facilities for both animals and humans, use of proper personal protective equipment such as safety glasses or goggles, gloves and overalls/gown. For more information on how to stay safe on dairy farms, see this article about dairy safety: <https://extension.psu.edu/animal-handling-tips>.

### • Biosecurity Plan

An additional means of protection for human and animal safety is having a biosecurity plan. The Penn State Extension dairy team educators are available to assist producers with developing a plan specific for their farms. The plans incorporate measures to protect people including workers and visitors, along with the animals on the farm, from disease out-

*Sign-up for the Agricultural Safety and Health newsletter distributed quarterly. This newsletter covers a wide range of agricultural safety and health topics that can be used in the day-to-day operation of a farm enterprise. It also includes upcoming educational events available through the many Penn State Extension teams. Sign up at <https://extension.psu.edu/agricultural-safety-and-health-newsletter-welcome>*

*The program's website has many resources and much of the information is available in both English and Spanish:*

- [https://extension.psu.edu/business-and-operations/farm-safety/see-all-farm-safety?education\\_format=Guides+and+Publications](https://extension.psu.edu/business-and-operations/farm-safety/see-all-farm-safety?education_format=Guides+and+Publications)

- [https://extension.psu.edu/business-and-operations/farm-safety/see-all-farm-safety?education\\_format=Guides+and+Publications-Tools+and+Apps](https://extension.psu.edu/business-and-operations/farm-safety/see-all-farm-safety?education_format=Guides+and+Publications-Tools+and+Apps)

- [https://extension.psu.edu/business-and-operations/farm-safety/see-all-farm-safety?education\\_format=Videos](https://extension.psu.edu/business-and-operations/farm-safety/see-all-farm-safety?education_format=Videos)

breaks such as Highly Pathogenic Avian Influenza (HPAI). This website offers a comprehensive look at considerations, and detailed plans to responding: <https://pavma.org/wp-content/uploads/2024/04/FARM-Biosecurity-Resource-Assemble.pdf>

### • Avian Flu and Human Health

Adding to concerns for dairy producers is the fact that several states have reported dairy herds displaying symptoms caused by highly pathogenic avian influenza, or HPAI. While the Centers for Disease Control notes that the risk from the avian flu among humans is low, four states, California, Colorado, Michigan and Texas, have reported cases of avian flu among people working on farms. For the most current info from CDC, visit <https://www.cdc.gov/bird-flu/situation-summary/index.html>.

If a herd becomes infected, look out for these signs among people: Cough, sore throat, runny or stuffy nose, headache, fever

(>100°F) or chills, difficulty breathing or shortness of breath, fatigue, diarrhea, nausea, eye redness.

When doing routine farm work, it is recommended that you protect yourself by wearing safety glasses or goggles, gloves and overalls/gown. If your herd is infected, it is also recommended to wear a face mask such as an N95.

And, having a comprehensive biosecurity plan in place is vital.

*Material for this farm safety information was provided through the assistance of Ginger Felton, Ph.D., Penn State Extension Dairy Educator and Florence Becot, Ph.D., Nationwide Insurance Early Career Professor in Agricultural Safety and Health at Penn State.*

## Upcoming Events

### February 10 - Creating a Dairy Biosecurity Plan for HPAI

- 9 a.m. – 3 p.m. (Drop in Style, allow 1 – 1 ½ hours)
- Berks County Extension, 1238 County Welfare Road #110, Leesport, PA
- No charge; registration is encouraged
- Develop a biosecurity plan to safeguard your herd and comply with Pennsylvania guidelines with expert guidance.
- For more information and to register, visit <https://extension.psu.edu/creating-a-dairy-biosecurity-plan-for-hpai>

### March 19 – Pennsylvania AgForum: Taking Action Together for our Agricultural Community

- Toftrees Hotel and Golf Resort, 1 Country Club Lane, State College, PA
- 10 a.m. to 4 p.m.
- Event is free of charge and lunch will be provided
- The program is designed to bring together stakeholders from diverse sectors — including agriculture, health care, finance, mental health and government — to explore the connections between the health, well-being and vitality of farms and the people who work with and support farm families in Pennsylvania.

For more information and to register, visit <https://extension.psu.edu/pennsylvania-agforum-taking-action-together-for-our-agricultural-community>

## Online resources

Department of Animal Science: [animalscience.psu.edu](http://animalscience.psu.edu)  
College of Agricultural Sciences: [agsci.psu.edu](http://agsci.psu.edu)  
Cooperative Extension: [extension.psu.edu](http://extension.psu.edu)

## Contact information

Department of Animal Science  
The Pennsylvania State University  
109 AVBS, University Park, Pa. 16802  
814-863-3665

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# Mike Weimer retiring; enjoyed classifying for HAUSA

EMLENTON, Pa. — Another chapter has closed for Mike Weimer in this great dairy business.

After 11 wonderful years of visiting Holstein, Guernsey, Ayrshire and Milking Short-horn herds in 43 states in the U.S., Mike is ready to slow down. He retired from Holstein USA as an official classifier on February 1, affirming that he “really enjoyed classifying cows for many, many awesome breeders.”

“It’s amazing how some of the best cow families are spread all over America. You travel to Kentucky or Oregon and other cor-

ners of this country, and find descendants of the Roxy, Elegance, Finesse, Halo and Apple families to name a few.

Mike also loved interacting with the youth at the many college herds he scored and young breeders wanting to learn. He took the time for longer detailed explanations of how classifiers arrive at the scores and explain the practical reasons for focus on the traits of the Ideal cow.



Mike Weimer

The U.S. classification program is the best in the world, and the staff takes this seriously. Mike enjoyed his work with great “cowmen” as co-classifiers, especially his two main bosses, John Connor and Cy Letter. Mike hopes to stay involved in judging some shows with cows of all colors in his retirement all over this country. His passion keeps burning.

**Mike’s years in the dairy**

## industry:

- 1979 - 1980 – High school agriculture teacher, New Oxford High School
- 1980 - 1983 – director of sales and youth and membership programs, Pennsylvania Holstein Association
- 1983 - 1987 – auctioneer and co-owner, Backus Associates, Inc.
- 1987 - 2004 – Owned and operated Solid Gold Holsteins
- 2004 - 2014— Owned and operated Solid Gold Dairy Marketing
- 2014 - 2025 – classifier, Holstein Association USA

## Better margins

from page 5

money being spent on new plant construction,” said Covington, listing the states of Kansas, Texas, South Dakota, Minnesota, Wisconsin and New York.

When all of this new construction is complete over the next year or so, Covington ex-

pects the need for 30 million pounds of milk a day to fill the new plants or expansions, which he estimates represent investments of at least \$5 billion and are owned by private companies or groups of farmers or individual farms that are not cooperatives.

“This kind of money and growth is not being put out there unless there is confidence in getting a return on investment with cheese and whey product growth both domestically and internationally,” he pointed out.

These new plants making all of this cheese will also have a lot of whey.

He explained that small plants get about \$1.00/ cwt for the whey cream and have the liquid whey to do something with. Some plants might dry it and get \$3 per cwt for the dry whey plus the \$1 for the whey cream, so that’s \$4/cwt.

“Small traditional cheese plants can’t afford the equipment to do what some of these new plants are doing. These new companies not only dry the whey, they fractionate it to make whey protein concentrates. They separate out the lactose for whey protein isolates,” Covington said, rattling off a few items on the expanding list for everything from snacks and beverages, to pharmaceuticals and cosmetics, to milk replacers, to counter-top items, ‘pizza cheese,’ artificial seafood, canned hams, and more.

“It’s just amazing, and it brings in more revenue. When we think about cheese, it’s more than just the cheese, it’s also the income from the whey that’s left over,” he said,

adding that the CEO of a large cheese company once told him: “Sometimes I think the cheese is the byproduct.”

With this kind of investment, the new plants are going to be making big volumes and getting income from the whey.

“This puts a crimp on the small cheese plants that can’t do this, and they’re going to have to get it out of the cheese end,” Covington observed, suggesting some potential structural change on the cheese side of the dairy industry with significant domestic and international sales growth needed to stay a step ahead.

On the positive side of the fluid milk industry, in addition to growing whole milk sales, Covington highlighted new investments. He sees a future with more dominance by grocery stores, pointing out the two new Walmart plants going into Georgia and Texas, which will be the largest in the country, processing 50 to 55 loads of raw milk a day.

Other big investments in the fluid milk sector in the Northeast are ultrafiltration and ESL packaging, such as the new fairlife plant under construction in western New York, new ESL expansion at the former Hood plant now operating as Maola in Philadelphia and aseptic shelf-stable milk packaging at Cayuga.

## Heifer sale consignments welcome

STATE COLLEGE, Pa. — The search is on again for Holstein heifers! The next “Know What You Buy” Heifer Sale (KWYB) is set for Thursday, March 6, at 10 a.m. at the Pennsylvania Holstein Farm, 1806 River Road Middletown, Pa.

“The cattle market continues to be strong because there’s brisk demand for bred and open recipient heifers,” says PHA Executive Director David Lentz. “The last three KWYB sales, in July, September, and November yielded fantastic results with the all sales averaging more than \$2050. Increased demand means improved prices. If you have extra heifers now is the time to sell.

“The sale is accepting heifers of all ages

and stages from close springers due in late-March (instant milk) to 5-month-old calves. The market favors short bred and ready to breed heifers.

“It is called the “Know What You Buy” heifer sale because at least 95% of the heifers will have Sire ID, if not Registered. There is certainly a bonus if heifers are bred to sexed semen. Also, there will be a payback if your heifers are tested negative for leucosis. Full pedigrees are sought after too.

If you are a dairy producer or heifer raiser from the Mid-Atlantic region or other parts of the United States and have heifers to sell, then please contact PHA at [director@paholsteins.com](mailto:director@paholsteins.com) or 717-329-9202.

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# U.S. cattle herd continues shrinking; Jan. 1 milk cows flat, heifers down again

Report indicates 12 to 24 more months of less milk, less beef; USDA revised prior reports lower

By SHERRY BUNTING  
Special for Farmshine

EAST EARL, Pa. — A tumultuous dairy and beef market in 2024 is bound to be even more so in 2025. The long-awaited Cattle Inventory Report is in, and we all saw the kerfuffle about tariffs and trade this week. The bottom-line is fewer cattle signal less domestic milk and beef production in the face of continued increases in imports of both, and uncertainty about exports.

## Cattle herd down, again

The Jan. 1 U.S. cattle numbers are down 1% year-over-year (YOY), according to the All Cattle and Calf Inventory Report released by USDA on Fri., Jan. 31. This is the smallest total U.S. cattle herd on record in over 61 years.

Furthermore, USDA reviewed its Jan. 1, 2024 and July 1, 2023 from 12 to 18 months ago using calf crop, official slaughter, import and export data, and the relationship of new survey information to the prior surveys.

This review caused USDA to lower the prior estimates in both reports for the number of all cows and heifers that calved as well as the calf crops.

This means the comparisons for Jan. 1, 2025 are lower than the revised-lower prior reports! (A mid-year 2024 inventory would have been helpful, but was canceled by former Ag Secretary Tom Vilsack, claiming insufficient USDA funds).

## Milk cows flat, heifers lower yet

The number of milk cows on Jan. 1 was essentially unchanged vs. a year ago, up only 2500 head to just shy of 9.35 million head.

The total number of all heifers over 500 pounds on Jan. 1, 2025 is down 1% YOY (-

140,000 head). Of this, the dairy replacement heifer number is down 1% YOY (-37,000 head) at 3.91 million head. At this rate, the number of heifers headed to careers as milk cows is 16% below where it was five years ago on Jan. 1, 2020 and the smallest number of dairy replacement heifers in 47 years (Jan. 1, 1978).

Some parts of the country are down significantly in heifer replacements, while others are up. For example, Pennsylvania

increased the number of dairy heifer replacements by 15%.

The number of dairy heifers expected to calve in 2025 is a key figure and is down 0.4% YOY (-9000 head) nationally. But this is compared to USDA's revised Jan. 1, 2024 number, so it is 1% lower than the estimate a year ago.

These estimates indicate milk production will be flat for the next 12 to 24 months. What this doesn't account for is the increas-

ing milk component levels generating more dairy products per 100 pounds of milk and the increasing volume of dairy imports, particularly cheese, butter, and whole milk powder. But those increases can only do so much in the face of \$5 to \$8 billion in new processing assets coming online in the next 6 to 18 months.

The Cattle Inventory Report shows the beef herd situation is not rebuilding at the national level either, with the total number of heifers in the U.S. heading to careers as beef mama cows is down 1% YOY. However, in some parts of the country, such as Virginia, more heifers were retained as beef cow replacements.

The number of steers over 500 pounds heading to feedyards in the coming year is also down 1%, and the number of 'other' heifers over 500 pounds, which makes up half of the heifer total is down 0.6%. This number includes heifers headed to beef feedyards.

Even more striking is the number of beef replacement heifers that are expected to calve in 2025 is down 2% YOY. These estimates suggest domestic beef production will be lower for at least the next 12 to 24 months, maybe longer.

What is not accounted for in this equation are the number of cattle crossing the border from Mexico as future feedlot placements and the increasing amount of beef that is imported into the U.S., including from Canada and South America.

## Geographic shifts are significant

Breaking the dairy inventory numbers apart, we see big geographic shifts.

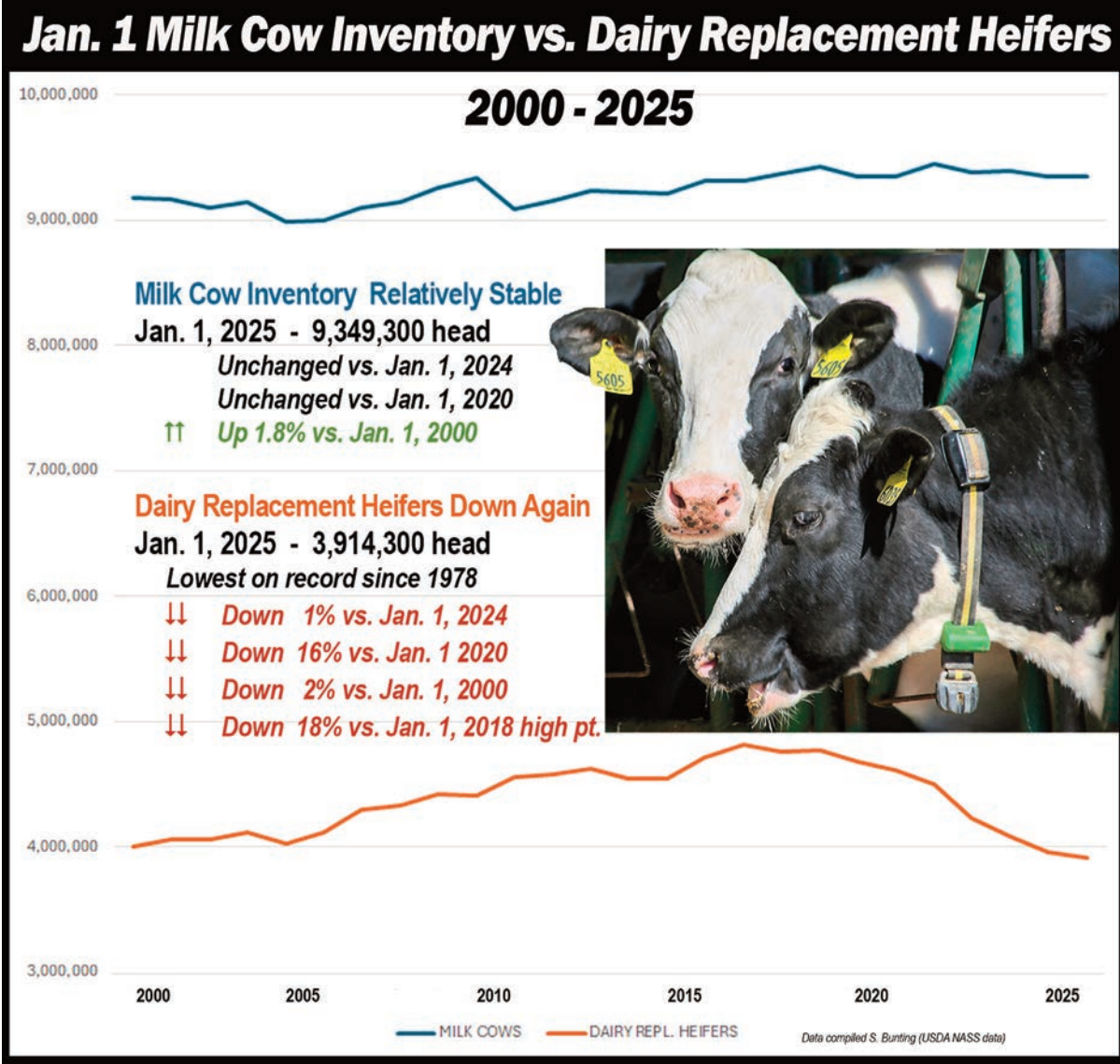
The West added 78,000 more milk cows in 2024 vs. 2023, except for California's numbers being unchanged; On the other hand, the East and Upper Midwest had equal or fewer milk cows, down collectively more than 75,000 head, except Michigan was up just 1000 head YOY.

The biggest 2024 gains were tallied in Texas, up 35,000 head, and Idaho, up 17,000 head. Colorado grew by 8000 head; Iowa, Kansas and South Dakota by 5000 each; and Oklahoma by 2000.

The biggest milk cow declines were in Minnesota and New Mexico, down by 10,000 head each; Oregon down by 9000; Arizona by 8000. Wisconsin, Ohio, and Nebraska by 5000 each; Missouri by 4000; Florida and Georgia by 3000; Illinois, Kentucky, and Washington by 2000 each; and Tennessee by 1000. Other states collectively accounted for the remainder of milk cow losses.

The geographic breakdown is interesting when it comes to replacement heifers with heifer growth in areas where cow numbers declined and vice versa. These shifts could reflect changes in heifer calves flowing across state lines for rearing, especially to states or in areas that have contended with the dairy-adapted strain of HPAI H5N1.

Pennsylvania is the biggest outlier on heifer numbers as farmers reported 30,000 more dairy heifers in the Commonwealth on Jan. 1, 2025 vs. year ago. Elsewhere in the East, Virginia dairy heifer replacements are up 2000 head; Tennessee up 1000 head; New York and Kentucky unchanged; Vermont un-



Jan. 1 milk cow inventory has remained relatively stable over the past five years, ranging from 9.34 million head on Jan. 1, 2020 to the 5-year high of 9.45 million Jan. 1, 2021 to the 9.35 million head on Jan. 1, 2025. But the number of dairy heifer replacements has dropped by 16% over the past five years from 4.61 million head on Jan. 1, 2020 to 3.91 million head on Jan. 1, 2025; and down almost 20% or nearly 1 million head from the record high 4.81 million head of dairy replacement heifers on Jan. 1, 2016 at 4.81 million head.  
Chart compiled by S. Bunting with USDA NASS data

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# Anaerobic digesters take bulk of dairy's \$2.5 million of state grant money

HARRISBURG, Pa. — Recipients of \$10 million in grants through the nation's first Agricultural Innovation Grant Program were announced this week by Governor Josh Shapiro.

The grants — many of them to dairy farms wanting anaerobic digesters — were celebrated by government officials and farm organization leaders at Brubaker Farms, Mount Joy, home to dairy and poultry production. Brubaker Farms received \$400,000 for an anaerobic digester project that will produce renewable energy from manure.

Announced were a total of 88 awardees from 45 counties, representing 31 Pennsylvania-produced commodities and 40 areas of innovation. Grants will reimburse expenses for project planning and implementation, as well as larger-scale projects with a regional impact. These projects include technologies that improve efficiency, generate energy while reducing nutrient waste, and support crops that store carbon or replace non-renewable resources.

Among the 88 awardees receiving grants totaling \$10 million across all commodities, the dairy and dairy-related recipients were:

- Painterland Farms, Tioga County — \$475,075 for regenerative farming and manure management.



Pennsylvania Ag Secretary Russell Redding (right) talks with Tony (left) and Josh Brubaker after the official celebration of the first-in-the-nation Ag Innovation Grants given at the state level. Screen capture of live proceedings

- Brubaker Farms, Lancaster County — \$400,000 for an anaerobic digester.

- Central Valley Farms, Cumberland County — \$382,550 for the development of an anaerobic digester.

- UGI Energy Services, Blair County — \$350,226 for a community digester project.

- The Center for Dairy Excellence, Harris-

- burg — \$250,000 for a Dairy Innovation Grant Program.

- Rodale Institute, Berks County — \$150,225 to enhance soil health and reduce ecological footprints through biodigesters.

- Walmoore Ag-Grid, Chester County — \$130,000 for the development of an anaerobic digester.

- Reinford Farms, Juniata County — \$130,000 for updating motor systems in anaerobic digesters.

- Four Seasons Farm, Butler County — \$100,000 for installation of robotic milkers.

- Jersey Acres Farms, Schuylkill County — \$100,000 for implementing automatic milking robots.

- Duane Hershey, Chester County — \$99,000 to install a new milk handling systems to improve efficiency and animal welfare on his dairy farm.

- Central Manor Dairy LLC, Lancaster County — \$69,702 for a system to compost dairy manure, recycling it as bedding, and incorporating it into slurry.

- Robby Sebright, Adams County — \$40,000 for advanced ventilation systems for optimal dairy farm conditions.

- Food21 of Pennsylvania, SWPA Dairy HUB, Westmoreland County — \$30,000 for site planning of a dairy processing hub.

- Zahncroft Dairy, Berks County — \$20,000 for consultation services to improve animal health.

- Jeffrey Nissley, Dauphin County — \$7000 to conduct a feasibility study for a dairy digester project.

- Waxstead Dairy, Franklin County — \$7000 for planning an advanced composting project.

## U.S. cattle herd

from page 16

reported; Georgia and Florida down 5000 head each.

Beef replacement heifers and 'other' heifers are down a combined 10,000 head in Pennsylvania, while Virginia showed signs of beef herd rebuilding, reporting 4000 more beef replacement heifers and 4000 fewer of the 'other' category heading to feedyards.

Looking at the Mideast, Michigan had 5000 more dairy heifer replacements, while Indiana's numbers were unreported. Ohio is down in dairy heifers by 5000 head. Beef re-

placement heifers in that region are up by 7000 head and 'other' heifers are up by 3000 head.

The Upper Midwest also grew their dairy replacement heifer numbers, while the West significantly decreased them. Wisconsin is up by 10,000 head YOY; while Minnesota and South Dakota grew by 5000 head each.

In the West — California, New Mexico, and Colorado (all three having dealt with H5N1) were each deemed unchanged, while Arizona, which has not had H5N1, grew its dairy heifer numbers by 10,000 head.

The following states with significant growth in milk cow numbers had significant losses in dairy replacement heifer numbers: Kansas down a whopping 35,000 head in dairy replacement heifers; Idaho down 30,000 head; Texas, Pacific Northwest and Iowa down 10,000 each. Dairies in Kansas, Idaho, Texas, and Iowa contended with avian influenza in 2024.

### Trade is changing, uncertain

Dairy imports are growing, and the industry is responding to 'tariff talk' with statements showing fear of trade wars harming farmers in the context of Agriculture's current annual trade deficit of \$45.5 billion.

On Friday, Jan. 31, the spot cheese and Class III milk futures markets reacted, plunging lower in response to U.S. tariff announcements of 25% on goods from Canada and Mexico and 10% for China.

This fear was short-lived, however, because the planned tariffs on goods from Canada and Mexico were promptly paused three days later on Monday, Feb. 3, when leaders agreed to support and combine efforts on U.S. border security, while putting teams together with the pledge to work through U.S. trade issues over the next 30 days.

The announced 10% tariffs on China went

into effect Feb. 4, but discussions between the U.S. and China resumed on implementation of phase one of the trade deal struck in the prior Trump Administration just before the Covid pandemic hit globally.

Meanwhile, the total volume (not value) of dairy exports has leveled off in the past two to three years as the U.S. exports more cheese and less skim milk powder and much less whey — the latter because we domestically produced less commodity SMP and far less commodity dry whey in 2024, especially. On the flip-side, the U.S. imported more cheese, butterfat, and whole milk powder during the first 11 months of 2024 YOY.

See Market Moos in this week's Farmshine for year-end price data, and look for the final part in this series in a future edition, when we take a closer look at dairy trade after final 2024 export/import data are released, and with more information, perhaps, on how U.S. trade policy is developing.

### DFA chief gets in with DMI-funded organization

ROSEMONT, Ill. — Dairy Farmers of America (DFA) president and chief executive officer Dennis Rodenbaugh has been elected chair man of the board of directors at the Innovation Center for U.S. Dairy. The election took place during the checkoff-funded organization's first meeting of 2025.

Rodenbaugh takes on the role from Leprino's Mike Durkin, who served as the Innovation Center's board chair since 2023. Rodenbaugh previously served as vice chairman of the Innovation Center's board.

Rodenbaugh has been president and chief executive officer of DFA since June 2022. Previously, he served as executive vice president of DFA and president of council operations and Ingredient Solutions.

The Innovation Center also elected the following officers at the meeting:

- Vice chair: Brad Anderson, California Dairies Inc.
- Treasurer: Sheryl Meshke, Associated Milk Producers Inc.
- Secretary: Ron Dunford, Schreiber Foods
- At-large: Heather Anfang, Land O' Lakes
- At-large: Joe Diglio, Michigan Milk Producers Association

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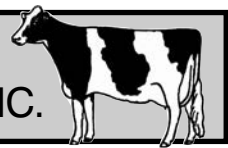
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Located 12 Miles East of Lancaster, PA. Just Off Rt. 23, New Holland

## DAIRY COW & HEIFER SALE

**WEDNESDAY, FEB. 12<sup>TH</sup> • 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.*

**RE MINDER:**

Friday, Feb. 21st - Driving & Draft Horse Sale. Start time 12 noon.

Sale Managed By

**New Holland Sales Stables, Inc.**

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

Thursday, February 13th, 2025 @ 10:00 A.M.

## HEAVENLY CREEK FARM REG. JERSEY HERD DISPERSAL

Location: 10 Brown Rd. Shippensburg, Pa. 17257



**Heavenly Creek Farm Reg. Jersey herd dispersal.** Owned by Linda Varner, wife of the late Tom Varner. Due to a tragic accident with a malfunctioning water heater, Linda has made the difficult decision to sell their milky herd of dairy cows. The herd is primarily Jerseys with a few other breeds and 2 or 3 crosses. Aprox. 70+ head in all stages of lactation. They will be DHIA tested for the sale and also tested A2/A2! These cows are milking well with 5.3F and 120,000 SCC. Mostly Registered, with many foundation cows from Rocky Ridge herd! A.I. bred using good Select Sires bulls. A calm herd, milked in a parlor, and housed in a freestall. They should easily transition to most setups. More pedigree info at ring side. *The family sincerely appreciates all the prayers and support of neighbours, family, and friends as they try to accept and go on.*

### Selling for others...

- ★ A nice selection of top fresh cows from local over stocked herds!
- ★ **Accepting quality consignments of fresh cows, bulls and heifers from calves to springers!**
- ★ **Apollo SX-34 semen tank and 980 units of Holstein semen** including, Daca, Aflame, Wasabi, Shooter, Dynamite, Leo, Majik, Bartel, Axel, Denali, Gifian, Montego, Vella, Thurman and 20 units sexed Rhett, and 30 units Angus!
- ★ **Bring your tank to the sale!!**
- ★ *Note: All cattle are vaccinated and vet checked, and all cows crossing state lines will be tested Friday, and should be ready Friday afternoon. Trucking available.*

## BRUBACKER'S QUALITY DAIRY SALES, LLC

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

Darryl Jones Lic. AU5194  
717-226-0776

**Can't make the sale?**  
*Bid on-line at Cowbuyer.com*  
**Online questions?**  
**Call Katie Shultz**  
717-543-7883



Sale Staff  
Ivan Brubacker  
717-414-6657

Pedigrees  
Art Kling



## Special Dairy Sale

Approx. 130 head sell

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

**FRIDAY, FEBRUARY 14 • 10 A.M.**

**INCLUDING A 36 HEAD HOLSTEIN HERD DISPERSAL**

**Group 1** - 36 head Holstein herd dispersal consisting of 23 milking age and 13 heifers. RHA 27,626, currently averaging 82 lbs. 4.2 3.2 SCC 57,000. 16 fresh November through January with 10 fresh in January. 3 dry cows due February and March. 7 cows milking 100-140 lbs. Sires include Rager-Red, Brewmaster, House and more. 3 springing heifers, 6 short bred, 4 six months old to breeding age. Cow hooves trimmed early January. Several fancy 2 years, fresh in January. This is a Lancaster County tie stall herd selling due to owner pursuing other interests.

**Group 2** - consists of many good, young, fresh cows and heifers:

- 2 ½-mini Jersey bulls.
- 1 Reg. mini Jersey, fresh January, A2A2, standing 46 inches.
- 1 Reg. ½-mini Jersey heifer, bred 5 months.
- 6 fresh 2 and 3 yrs. from one herd with 32,000 lbs. RHA. The right kind!
- 5 fresh 2 yrs. milking up to 100 lbs. from one farm with 29,500 RHA. Wow!
- 5 good, young, fresh cows from one top herd.

*Plus many more good, young, fresh cows and heifers from overstocked herds and heifer raisers with lots of milk. Also some nice springers.*

*Free chocolate milk • Not responsible for accidents*

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

Jonas Fisher • 717-768-3297

Auctioneer - Dave Stoltzfus - AU005655 • Pedigrees - Dan Albright

# Classifieds

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**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.

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

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

**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.

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

## 3 Dairy Equipment

**PIPELINE FOR 34 STALL** barn, 2" stainless, 4 units, vacuum pump and washer. Make offer. Bradford Co., Pa. 570-265-6731. (2/14)

**230 RISSLER MIXER;** 55 cow milking track line for stall barn; 2-inch pipeline, SS jar; 4000 gallon Alfa Laval, 2 compressors, washer. 814-931-5860. (2/7)

**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)

**RFR1000 GALLON TANK,** receiver group, detergent pump, pipeline washer control panel. If interested in all or some, contact 717-598-0563. (2/7)

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

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

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

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

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

## 4 Dairy Cows

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

**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.

## 5 Heifers & Calves

**CHOICE OF 2 SEPTEMBER** 2024 calves. Polled (PP), 10 of 11 EX dams, 4 nominated All-American, high milk, b/f, pro, Roxy family. 2/8/25 PHA Convention Sale, Lot 39. On cowbuyer.com. Brown Sheep LP. 570-836-6600.

## 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. Call 856-478-2942.

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

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

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

## 7 Semen, Embryos

**WELCOME CLASSTOPPER** semen. A2/A2 aAa 213645 2-3 VG-85 +2798 GTPI. \$15/unit. Delivery available in some areas, can ship. Streamline Genetics, 607-965-0089 or 706-578-0731.

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

**CUSTOM COLLECTING - WE** custom collect your bull at our facility. Semen is

processed with high quality standards at very competitive rates. We also offer short-term housing options during collection. Triple-Hil Sires 855-955-2100.

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

## 9 Equipment & Machinery

**HORNING MFG. HIGH** capacity roller mill with blower. Grinds 1200+ bu/hour. \$24,000 OBO. 717-587-2943. (2/21)

**8 JOHN DEERE UNIT** mounted no-till coulters. \$100 each. 717-587-2943.

**FORAGE HARVESTER-** 2010 John Deere 7450 with 8-row head. 2250 cutterhead hours. 13.5L engine, 560HP. Prodrive, 4WD, rear dump kit. KP \$139,500. 717-400-7917.

**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.

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

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

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Norwain Acres Orrville, Ohio 330-621-1276  
Zimmermans Oakland Mills, Pa. 717-463-9731  
Zimmermans is not affiliated with CST Industries, Inc.

**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**

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

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

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

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

**11 Hay**

**EARLY CUT GRASS HAY.** 4x4 baleage, \$45 and dry hay \$35. Bradford Co., Pa. 570-265-6731. (2/14)

**ROUND BALES MIXED** grass hay, stored inside. Will work well for heifers and dry cows. 54" bales \$35 each. 570-837-9456. (2/21)

**FIRST CUTTING HAY,** stored in barn. Timothy/orchard grass, 4x4 round bales. \$65/bale. Duncan-

non, Pa. Call or text 717-982-0500. (2/7)

**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)

**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**

**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**

**2015 JOHN DEERE 7280** with 8-row head. Only 2350 cutterhead hours. 13.5 liter with 440 HP, ProDrive 4WD row sense. Autolube metal alert. Pre-Def. \$172,500. 717-400-7917. (2/14)

**AUTO-STEER KITS.** GPS guided, 1" accuracy. Simple to operate and easy to install. No hydraulic modifications to tractor. Base models starting at \$3350. 717-400-7917. (2/14)

**INTERNATIONAL 3088,** ROPS, 5670 hours, all new tires, excellent condition. \$19,000. Sullivan Co., Pa. 570-419-8981. (2/7)

**15 Vehicles & Trailers**

**TRAILER PARTS, TOWING** accessories, trailer hitches, and cushion hitches. UPS to your door. Weaver Distributing. 1-800-Weaver-D. Save!

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**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**

**BIG JIM UNLOADER** wanted. 20'-25'. 717-530-7740.

**LANCASTER SILO DOORS** formerly Willow Road Silo Doors. Tongue and groove boards or double plywood doors. 2436 Creek Hill Rd., Lancaster, Pa. 17601. 717-656-8636.

**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.

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**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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*You're Invited – Live Auction...*  
**Spring Opportunities @ Pine-Tree II**  
*Brown Swiss & Jersey Edition*





Schedule of Events  
**Monday Evening (March 17th)**  
 \*Cattle Viewing  
 \*Complimentary Dinner (Shrimp Broil by Jason Robinson)  
 Location: Wayne County Fairgrounds, Wooster, OH

**Tuesday Morning (March 18th)**  
 \*Cattle Viewing  
 \*Complimentary Coffees & Pastries  
 Sale Start Time: 11:00 AM EST  
 Location: Wayne County Fairgrounds, Wooster, OH

*Transportation Available from local airports  
 (Cleveland, Akron-Canton, Columbus)*  
 \*Please contact Greg Lavan (614-216-8838)  
 or Pine-Tree Dairy ([pinetreedairy@gmail.com](mailto:pinetreedairy@gmail.com))

*Details: [www.pinetreedairy.org](http://www.pinetreedairy.org)*

**Thursday, February 27th, 2025 @ 10:00 A.M.**  
**GLAD RAY FARMS**  
**REG. HERD DISPERSAL**  
 Location: 10 Brown Rd. Shippensburg, Pa. 17257



**Glad Ray Farms Registered herd dispersal.** Owned by Jim and Sharon Keilholtz. This well bred herd speaks well for the Keilholtz' dedication to the dairy industry! After 50+ years of milking cows they have decided to retire and have given us the opportunity to sell their milky herd. The herd consists of 23 Holsteins, including 12 R&W, and 12 Jerseys with approx. 35+ head in all stages of lactation. **On DHIA test with several cows milking well over 100 lbs.!** Tremendous frames with great udders, feet and legs, these cows are milking well with **5.0F 3.7P and 125,000 SCC.** If you're looking for pedigrees, you're looking at the right place! **13 score VG and 5 EX with an average of VG-88!** A.I. bred using good Select Sires bulls. A calm herd, milked in a parlor, and housed in a freestall. 11 - 1st lac., 10 - 2nd lac., and 5-6 dry. Watch for updated ads with more pedigrees.

**Selling for others...**

- ★ A nice selection of top fresh cows from local over stocked herds!
- ★ **Brandt-View sends 7 cows including a fancy fresh Fitters Choice! Dau. of Camila EX-92 All-American and All Canadian! Plus some nice genomic A2/A2 fresh heifers!**
- ★ **Selling heifers from milk calves to close springers!**
- ★ *Note: All cattle are vaccinated and vet checked, and all cows crossing state lines will be tested Friday, and should be ready Friday afternoon. Trucking available.*

**BRUBACKER'S QUALITY DAIRY SALES, LLC**

Manager/Auctioneers Jason Brubacker Lic. AU5608 717-729-0173  Darryl Jones Lic. AU5194 717-226-0776	<b>Can't make the sale?</b> <b>Bid on-line at <a href="http://Cowbuyer.com">Cowbuyer.com</a></b> <b>Online questions?</b> <b>Call Katie Shultz</b> <b>717-543-7883</b>	Sale Staff Ivan Brubacker 717-414-6657  Pedigrees Art Kling
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**KOLB'S DAIRY**  
 SALES



\*\*\*\*\*  
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- On Farm Auction Services Available
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**Contact Us**

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Matt Kolb: 717-203-8055  
 Austin Kolb: 717-341-7531  
 Email: [kolbsdairysales@gmail.com](mailto:kolbsdairysales@gmail.com)

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# Classifieds

"Say you saw it in FARMSHINE"

## 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)

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## 20 Wanted

**BIG JIM UNLOADER.** 20'-25'. 717-530-7740. (2/7)

**VIRGINIA MILK** commission base. 610-932-8404.

**16 FT. RING DRIVE SILO** unloader. Also, 20x80 and 20x60 used Harvestore silos. 717-768-0452. (2/28)

**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

**FAMILY LOOKING FOR** dairy farm to rent. 717-821-5485. (2/28)

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

## 22 Help Wanted

**JOIN OUR TEAM AS A** Milk Truck Driver. CDL-A with Tank Endorsement required. \$25.90/hr., 401k match, paid sick/vacation leave, health, vision, dental & life insurance. Apply today, omcmilk@cnyemail.com.

**MIDWESTERN HARVEST** and farm help wanted. Family silage-hauling and farm/ranch operation in Midwest. May-November. KW trucks. Monthly salary, room and board, great experiences. CDL preferred, but will help the right applicant obtain one and also possibly offer year-round employment. Luke, 620-207-0036. (3/28)

## 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.

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## 25 Miscellaneous

**GUIDANCE SYSTEM FOR** tractors and sprayers. FJDynamics AG1 GPS Guidance System. Simple system, great

for planting, spraying, fertilizing and tillage. Up to 1" accuracy. \$2750. 717-400-7917. (2/14)

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

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**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.

## 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:

- 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



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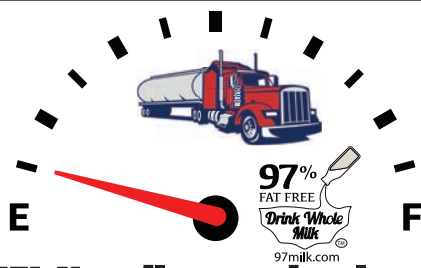


### RESULTS Needle mooving up

- ✓ 2023 Whole Milk sales up 21% in 5 years
- ✓ 2024 YTD Whole milk sales up 3.3% again YOY
- ✓ Total fluid milk sales up 1.2% YOY  
First time in the multi-decade decline, except for 2020 one-year gain during Covid, just one year after start of 97 Milk.
- ✓ Nationally, the number of online conversations about milk and dairy are up 30% since 2019!
- ✓ 97 Milk Web Traffic growing, broad social media reach, 6x6 cards big hit with consumers!

Want to sponsor something specific? Whole Milk for an event? Billboard? Printed materials? Interested in doing the voluntary penny per cwt? Call Earl Zimmerman 717.821.2287

Have ideas to share, photos from the farm, or want to host a meeting for dairy farmers in your area to get involved? Contact Jackie Behr 717.203.6777, or email 97wholmilk@gmail.com



### FUEL Needle running low

- ✓ Time for a fill-up to keep this motor running
- ✓ 100% of donations fund Whole Milk education
- ✓ Your donation is tax deductible

97 Milk is a 501C3 Non-Profit Organization operated by passionate volunteers. 100% of your donation goes to 97 Milk consumer-facing milk education efforts in person, and through signage, literature, and online!

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*\$ Improving Your Bottom Line \$*

As a dairyman, are you looking to improve the way your fresh cows transition, take off, peak and breed back? Looking to improve rumen health, rumen function, overall health, digestion, feed efficiency, and **YOUR BOTTOM LINE???** If so, then...

## RECALIBRATE WITH RECAL

The RECAL line of probiotics is **NOT** just another probiotic on the market. RECAL is a probiotic heavily weighted towards better digestion and utilization, primarily **FIBER DIGESTION**. There are a lot of nutrients in your forages that can be utilized by improving digestion. RECAL is also a probiotic that produces more **B-vitamins** in the rumen of that cow, mainly vitamin B12. B-vitamins are well known to aide in stimulating appetite, stress, immune system, reproduction and also very important in rumen digestion.



### 30-day FREE TRIAL

**We offer a thirty-day free trial. What does that consist of you ask?**

Well, we will give you enough product for thirty days and tell you what to watch for. If you don't know what to be watching for, how do you know if the product is working and you have to see a difference and a return on investment. Then, at the end of the thirty days if you say that you saw no difference and don't want to continue feeding the RECAL, you pay absolutely nothing. But if you do like what you are seeing and want to continue then you pay for the product you used in that thirty-day trial and we keep doing business together. Now, will you see full benefits of this product in thirty days? Absolutely not. If you don't see enough benefits from any product in thirty days then it's not working for you. Plus, there might be something you are already feeding that could be pulled out. Remember, its not an expense if you see a return on investment. **How often do you see offers like that?**

**NUTRITIONISTS DON'T KNOW EVERYTHING. GO BY WHAT THE COWS SAY!!**

**Our main focus with RECAL probiotics and YOUR cows!!!**

**#1**

To improve rumen health. What is the most important part of that cow???

**The RUMEN!!!**

**#2**

To improve the overall immune system of your cow. The immune system starts in the **RUMEN!!!**

**#3**

To improve digestion and utilization of the feed that the cows are eating. If the feed is going in one end of the cow and coming out the other end of the cow without being digested and utilized, what good is it???

**A WASTE!!!**

**#4**

To improve reproduction. Let's face it, you don't make money milking cows unless you are milking **FRESH** cows!!!

**#5**

To improve **YOUR BOTTOM LINE!!!** It's not about how much milk can we make. It's about how much **MONEY** can we make!!!

**Focus on the little things. They mean the most!!**

FOR MORE INFORMATION CONTACT:

RECAL Microbials, LLC • Jamie Troxel  
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