

FARMSHINE

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Lamar Advertising surprised Allied Milk Producers' Cooperative with this billboard at the Martinsburg venue for one of the two annual meetings held in Pennsylvania recently. Past and present staff and board members are (l-r) Eva Strang, education coordinator; Lowell Friedline, board sec-

retary; Joel Rose past president 5 years; Bill Blough, past president 7 years; Dorothy Naugle, former executive secretary and education coordinator; Dave Myers, president; Zane Itle, board member; Nathan Hornberger, board member; Ed Thomas, vice president; Paige Spory, accounts man-

ager; and Frank Graybill, treasurer. Not pictured are second vice president Mervin Yoder and board members John King and Mike Schouten as well as facebook manager Jennifer Snoeberger.

Photos by Sherry Bunting

Allied Milk Producers' Cooperative celebrates 75 years

History proves they were pioneers in dairy promotion, research and education

By SHERRY BUNTING
Special for Farmshine

MARTINSBURG, Pa. – People may wonder why a trademark symbol of the Allied Milk Pro-

ducers' Cooperative Inc. is the milk can. It goes back to the origins of the organization more than seven decades ago in Johnstown, Pennsylvania.

Allied celebrates 75 years this year. The annual meetings at Yoder's Restaurant in New

Holland on January 30th and at the Village Green in Martinsburg on March 20th drew a combined 100 people, along with promotion partners.

"We have had some forward-thinkers on

this board over the years to keep this organization going," said Allied Board President David Myers of Cambria County.

"We are looking for younger members in-

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PERIODICAL • DO NOT DELAY

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Registration open for HAUSA events in St. Louis, Mo.

BRATTLEBORO, Vt. — Holstein enthusiasts are invited to gather in Saint Louis for the National Holstein Convention this summer. The convention will be held from June 23-26 at the Union Station Hotel in St. Louis, Missouri. With the theme “Meet Me in St. Louis,” the convention will feature farm tours, educational seminars, award recognition, and Holstein Association USA’s annual meeting, along with contests, workshops, and activities for youth.

“We’re looking forward to welcoming the dairy community to join us in exploring Saint Louis this summer. This Gateway City feels like a big city with a small-town charm and has so much to offer, from family-friendly fun to live entertainment to exhilarating sporting events,” says Holstein Association USA Event & Program Lead Kelli Dunklee. “Additionally, we have a full line up of exciting activities planned for both adults and Juniors at National Holstein Convention.”

With its rich history and iconic landmarks, Saint Louis provides a perfect gathering place for Holstein enthusiasts of all ages. From engaging seminars and networking with industry leaders to exploring other farms and participating in association business, attendees will maximize their time at National Holstein Convention. Registration for convention will be available in mid-February at www.holsteinconvention.com.

The convention will kick off on Monday, June 23, with a breakfast buffet and the Local Lens Farm Tour. Attendees will visit three Registered Holstein farms that have found their niche in the dairy industry through innovation — Wilra Farms, Carters Corner, and Rolling Lawns Farm. The day will also include lunch and a stop at The Milk House, the charming storefront for Rolling Lawns Farm. Junior Holstein members will wrap up the day with Dairy Jeopardy Orientation and a Great Gatsby inspired dance.

Holstein Horizons will be held on Tuesday, June 24. The program will feature a variety of enriching seminars, including a panel focused on farm transition planning and experts on topics like dairy cattle longevity, biosecurity, and dairy product innovations. Youth will stay busy with Dairy Jeopardy, speech contests, and the dairy knowledge exam. The trade show will also be open throughout the day. In the evening, adults and youth will come together for a fun filled family night at

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

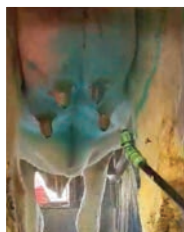
— Brad Palmer



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Allied from page 1

terested in board service. Being president is not a bad job when you have a good board, and I've got an excellent board here. Sometimes all I do is keep the meetings rolling along," he said with humility.

The Allied Board includes some new and younger faces in recent years, and this transition will help them to continue into the future, according to Myers. He pointed out to a round of applause that "some of us almost remember 1950 when this organization started."

Myers traced some of the history of Allied's humble beginnings. Longtime Board Secretary Lowell Friedline of Somerset County, along with past presidents Joel Rose of Lebanon County and Bill Blough of Somerset County filled in with additional details from their respective years of service.

Blough, for example, recalled what it was like back in 1983 after the Dairy Checkoff Act was passed, and USDA put out the notice for applications for qualified agencies.

"We talked a good bit about whether we really wanted to get into this," Blough reflected, noting that after hours of discussion, the decision was made on the eve of the due date nearly 40 years ago. "We had to use express mail for that application letter to be received in Washington the next morning."

"It was those good decisions, and some luck, that we've made it 75 years," Myers affirmed.

Allied Milk Producers was organized by dairy farmers for dairy farmers in 1950. It is a 501(c)(5) agricultural organization that is



Allied Milk Producers Board President Dave Myers, a Cambria County dairy farmer, talks about the 75-year history of the organization at the Martinsburg meeting.

educational or instructive.

It's mission is to value the opinions of those they represent and work to wisely administer the regional mandatory 10-cent checkoff dairy farmers choose to assign to them, as well as their separate voluntary 1-cent checkoff funds.

In recent years, the simple and powerful Allied tagline "Powered by Milk" has been energized with dynamic art and an additional message as seen on billboards along major highways and on the sides of buses in several Pennsylvania cities: "Whole Milk. Whole Nutrition. Naturally."

In addition, Allied is known for its radio messages, seasonal television commercials, videos, website and facebook outreach to accommodate a shift in consumer media usage, print media such as dairy recipe leaflets and articles for publication, promotional items,

and longtime support of the dairy princesses' promotion programs.

In fact, representatives of two radio stations that Allied works with, as well as a representative from Lamar Advertising were on hand to celebrate the 75-year milestone. Lamar is a billboards company, and they surprised Allied with a special 75th Year billboard parked conspicuously at the Martinsburg meeting venue.

Back in 1950, however, Allied formed through the combined efforts of the former Sanitary Dairy Company of Johnstown, Pennsylvania and the dairy farmers supplying raw milk to that company. It was originally funded by a 3-cents per hundredweight checkoff deducted from farmers' milk checks, long before the mandatory national checkoff was passed by Congress and implemented by USDA.

Early driving forces in bringing these farmers together in the 1950s and 1960s were the changes in milk cans and then bulk tanks. Farmers pushed back on what they saw as "dictatorial movements," and the Allied cooperative helped smooth the transitions between the dairy and the farmers, while giving them a voice in that transition.

As efforts continued to bring in new board directors, the organization shifted to promotion with the advent of radio advertising.

Over its early years before 1983, Allied worked with United Dairy Industry Association (UDIA) to do some promotion and advertising while also providing group insurance and other services to its farmers.

"Those early directors operated the organizations, literally, from the tops of their bulk tanks. That's where some of those early meetings were held — right in the farmers' milkhouses," said Myers. "There was no monetary compensation for their time."

With Congressional passage of the Dairy Act in 1983, the Allied Board of Directors was confronted with the dilemma of whether to close down what had become a well-oiled machine for consumer promotion and education, or to apply to the USDA to be a qualified agency for the new mandatory checkoff.

The bylaws from the beginning had stated that in the event of a national checkoff, the cooperative's checkoff dues would be re-

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Attending the Martinsburg meeting of Allied Milk Producers in gratitude for their longstanding support of the Pennsylvania Dairy Princess and Promotion Services are (l-r) dairy princesses Tashia Woods, Cambria County; Casey Zirk,

Adams County; Sadie Innerst, Pennsylvania alternate from Perry County; Laura Daubert, PDPPS administrative director; Carrie Anderson, program director; Krista Bigelow, chairperson and central region board member; Morgan Larson, Penn-

sylvania alternate from Erie County; Ravyn Bashore, Lebanon County; Anna Longenecker, Blair County; and Frances Weaver, Centre County.

Allied Milk from page 3

duced from 3 cents to 1 cent per hundredweight. Could they continue promotion and education with just the penny?

In 1983, the Allied Board knew their organization qualified on criteria of the Act, and the decision was made to make the application to USDA. Allied subsequently received the designation as an approved checkoff agency.

After gaining USDA approval as a qualified checkoff agency, Dorothy Naugle, a Somerset County farm wife with degrees

in home economics and journalism, was hired as full time executive director for 27 years until she retired in 2013 and Eva Strang took over.

Even though the Board decided to remain organized as a cooperative to handle the state/regional 10-cent checkoff (not the 5-cent checkoff that goes to national boards), they are able to accept the 10-cent checkoff from farmers outside of Pennsylvania to fund dairy promotion and research that support those farmers as well.

The Board represents county boards with continuing 1-cent voluntary checkoff members, harkening back to the bylaws

of the cooperative organization that got its start as a voluntary checkoff.

Today, farmers can sign a card to have their 10-cent mandatory checkoff (state/regional portion) assigned to Allied Milk Producers, and they can further choose to participate in the voluntary 1-cent checkoff.

Myers noted the importance of the 1-cent voluntary checkoff that continues today because it can be used for things that USDA oversight may question, and it is kept in a separate account.

"We've been called on the carpet a couple times, and we actually had to go back and show to USDA that the checks for something they questioned were written out of the 1-cent voluntary checkoff account," Myers explained.

For example, back at the start of the 97 Milk campaign, Allied put up a billboard featuring the message of Nelson Troutman's painted baleboards and the 97 Milk website along with the Allied Milk Producers website. Someone notified USDA, and officials deemed the message as prohibited. Allied had to hire legal counsel and retrieve all payment documentation to prove that the cost of this billboard had come from the separate 1-cent voluntary checkoff fund, over which USDA has no jurisdiction.

In fact, said Myers, "your meal today and everything for the annual meeting events is paid for out of the 1-cent fund. The USDA watches us very closely, and we do retain a lawyer for this reason."

He also noted that some of the increase bringing in annual checkoff funds that Allied Milk Producers administers is currently around \$3 million and includes checkoff funds sent by some Texas dairy producers, with many of them also sending a 1-cent voluntary checkoff to Allied. With these additional funds, and a seat on the board, dairy innovation research has been underway the past several years to increase demand and sales of milk, including how standardized milk pasteurization can compete with UHT through microfiltration methods to extend shelf life.

Myers reminded producers that if they change milk handlers, a new 10-cent card would need to be filled out in order for their dime to continue coming to Allied. Otherwise, it will go automatically to another qualified agency, and if they are a 1-cent voluntary donator, that has to be re-upped when changing handlers. He also encouraged producers to keep Allied in mind for these checkoff decisions.

At both the New Holland and Martinsburg meetings, Eva Strang gave an education and promotion review and was commended for her work as education coordinator.

This reporter (Sherry Bunting) also had the honor of giving a 'Reporter's Notebook' update of the dairy industry and what she's seen over her 44-years of ag journalism.

Attendees also heard from Pennsylvania Dairy Princess and Promotion Services staff and board members, as well as several princesses, themselves, about how new promotion initiatives and the impact they are making with consumers and the public.

The princesses expressed gratitude to Allied Milk Producers for their continued support and leadership, congratulated the board and staff on 75 years of excellence, and wished them future growth in their dairy promotion, research, and education work.

Learn more about Allied Milk Producers at alliedmilkproducers.org

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Financial support available to improve environmental sustainability

JUNEAU, Wis. — Dairy farmers looking to enhance their farm efficiencies, reduce carbon emissions and improve environmental sustainability now have an opportunity to access financial support through Tier 2 of the Your Farm – Your Footprint™ initiative.

Professional Dairy Producers® (PDP), in collaboration with Dairy’s Foundation, is introducing Tier 2 as the next step in this non-governmental, producer-led environmental-sustainability program. Building upon the core principles established in Tier 1, which provided dairy farmers with a confidential carbon-footprint assessment, Tier 2 offers financial incentives for implementing sustainability-focused farming practices.

Your Farm – Your Footprint Tier 2 benefits include:

- Cost-share funding – Eligible dairy farmers in specific milk sheds can receive financial assistance for adopting best practices that improve farm sustainability and operational efficiency.
- Confidential and farmer-led – As with Tier 1, all farm data remains private, ensuring producers retain full control over their information.
- Peer groups – Opportunities to engage with fellow producers in a peer group to share insights and best practices.

• Sustainable dairy industry – Made possible by Dairy’s Foundation and sponsorship from Nestlé, this initiative furthers the commitment toward achieving of U.S. dairy’s sustainability goals.

“Tier 2 of Your Farm – Your Footprint is another exciting step forward in empowering dairy producers with practical, science-based solutions that not only enhance sustainability but also strengthen their bottom line,” said John Haag, dairy farmer from Dane, Wis., and president of PDP. “With cost-share opportunities now available, farmers have a real opportunity to implement changes that will drive efficiencies and long-term success.

It’s a great way to get your wish list for sustainability projects addressed. Farmers know their own farms best as well as what it will take to take the next step forward. This opportunity helps accelerate the progress.”

As a program sponsor, Nestlé’s involvement highlights the importance of industry-wide collaboration in achieving meaningful environmental progress. “We believe every farmer should have the tools and resources to measure and reduce their farm’s carbon footprint,” said Daniel Peerless, Nestlé’s global dairy sustainable sourcing lead. “By supporting this initiative, we are reinforcing our commitment to a more sustainable dairy

supply chain.”

Dairy’s Foundation plays a pivotal role in supporting dairy education and sustainability initiatives like Your Farm – Your Footprint. “Our mission is to ensure a professional, proactive and prepared dairy sector,” said Brian Forrest, dairy farmer and chairperson for Dairy’s Foundation. “By funding programs like this, we are helping producers implement real-world solutions that drive continuous improvement.”

Dairy farmers interested in Tier 2 Your Farm – Your Footprint opportunities can learn more by visiting www.pdpw.org or by contacting PDP at 800-947-7379.

Organic Valley names new CEO



S. Nelson

LA FARGE, Wis. -- Organic Valley, America's largest organic farmer-owned cooperative, recently named Shawna Nelson as the cooperative's fourth CEO, effective March 28.

Born and raised in the Driftless Area of Wisconsin where the co-op was founded, Nelson started her career at Organic Valley in 2005 as an intern. She later moved into roles in marketing, sales analysis, recruitment, employee relations, field operations, and dairy pool management. In every position, she excelled and deepened her understanding of cooperative structure and strategy.

She takes the lead as outgoing CEO Jeff Frank leaves to assume the CEO role at Monogram Foods.

Organic Valley farmer and board president Dave Hardy recognized Frank's contributions to the co-op and is optimistic about what the co-op will accomplish with Nelson's guidance.

Nelson holds a bachelor of science degree in business administration from the University of Wisconsin-Stevens Point and resides in La Farge, Wisconsin, with her husband and son.

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Auction Guide

MARCH 29, 9 a.m. Weaver Public Auction, Martinsburg, Pa. Sale managed by Martin's Auction Service.

MARCH 31, 1 p.m. Special Draft Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

APRIL 2, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

APRIL 4, 10 a.m. Special Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

APRIL 4, 11 a.m. GTP1-Type Sale, Lancaster, Pa. Sale co-managed by Landis Marketing & Daniel Brandt Pedigrees & Marketing.

APRIL 4, 6 p.m. Special Feeder Cattle Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

APRIL 7, 9 a.m. Annual Spring Antique Tractor & Farm Machinery Auction, Archbold, Ohio. Sale managed by Yoder & Frey.

APRIL 7, 1 p.m. Special Draft Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

APRIL 9, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

APRIL 9, 12-1 p.m. Cantendo Acres Grazeland Jerseys Online Complete Dispersal, Creston, Ohio. Sale managed by Kreeger and Associates.

APRIL 11, 1 p.m. Monthly Dairy Sale & Special Spring Heifer Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

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

APRIL 12, 7 p.m. Franklin County Youth Dairy Club Calf Sale, Chambersburg, Pa. Sale managed by Franklin County Youth Dairy Club.

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

APRIL 19, 8 a.m. Special Easter Horse Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

APRIL 26, 11 a.m. Pennsylvania Guernsey Blue Halter Sale, Bedford, Pa. Sale managed by the Pa. Guernsey Breeders Association.

MAY 3, 10:30 a.m. Bradford County Calf & Heifer Sale, Troy, Pa. Sale managed by Pepper's Auction Service.

MAY 9, 6 p.m. Horse Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

MAY 15, Know What You Buy Heifer Sale, Middletown, Pa. Sale managed by Pa. Holstein Association.

MAY 16, 7 p.m. Monthly Dairy Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

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

JUNE 20, 7 p.m. Monthly Dairy Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

JULY 11, 6 p.m. Horse Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

JULY 18, 7 p.m. Monthly Dairy Sale, Kish Valley Dairy Sales, Belleville, Pa. Sale managed by Kish Valley Dairy Sales.

Dairyman's Datebook

APRIL 1, 7 a.m. Lebanon County Holstein Association tour of four central Pennsylvania farms. Meet at the Lebanon Area Fairgrounds. RSVP to either Derek Good (717) 679-8112 or Dyllan Himmelberger (717) 769-0352 by March 28.

APRIL 1, 9 a.m. to 3 p.m. Animal care workshop at the Crawford County Extension Office, 1099 Morgan Village Road, Suite A, Meadville, Pa. Optional dairy farm tour: TBD

APRIL 3-5, National Association of Milk Bottle Collectors (NAMBC) 43rd annual convention, Comfort Suites Hotel, 945 Baltimore Pike, Gettysburg, Pa.

APRIL 8, 9 a.m. to 3 p.m. Animal care workshop at the Belleville Community Center, 95 N. Penn Street, Belleville, Pa. Optional dairy farm tour: Kish View Farm.

APRIL 15, Deadline to apply for the Dairy of Distinction Award. Contact your state program director.

APRIL 15, 9 a.m. to 3 p.m. Animal care workshop, Troy Fire Hall, 88 Firehouse Drive, Troy, Pa. Optional dairy farm tour: Gorrell Dairy LLC.

APRIL 16, 9:30 a.m. Farm Succession Workshop, 625 Evan City Road, Butler, Pa.

APRIL 25, 6 p.m. Pennsylvania Guernsey Breeders annual awards banquet, American Legion, 3721 Business Route 220, Bedford. RSVP to Holly McCarty: 813-523-1168

JUNE 12, 6 p.m. A 'Toast to Dairy' event, Melhorn Manor, 977 West Main Street, Mount Joy, Pa.

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Pennsylvania Guernsey events set for late April

BEDFORD, Pa. — The Pennsylvania Guernsey Convention will be held on Friday April 25, at the Bedford Quality Inn, complete with lunch and fun for Pennsylvania Guernsey youth members. Try outs for the state dairy quiz bowl team and various other competitions such as prepared speech, extemporaneous speech, display boards, and essay contests will

also take place.

The evening program and banquet will take place at the Bedford American Legion, 3721 Business Route 220, Bedford.

The Pennsylvania Blue Halter Sale is slated for Saturday, April 26, beginning at 11 a.m. at the Bedford County Fairgrounds.

Consignments invited

LEBANON, Pa. — The Lebanon County AllBreeds Spring Promise Calf Sale is back again this year and will be held on May 2, starting at 7 p.m. at the Lebanon Expo Center. The commission is 12% and Cowbuyer will be there.

If you are interested in consigning to this popular show calf sale, contact one of the following:

- Dyllan Himmelberger 717-769-0352
- Vanessa Hostetter 717-675-3142
- Colin Lentz 717-304-9336 or
- Daniel Brandt 717-821-1238.


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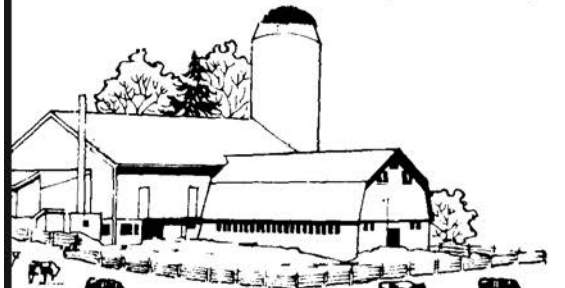
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Virtual Reality goggles are next step for dairy efficiency

By DIETER KRIEG
Farmshine Editor

LEOLA, Pa. — Virtual Reality (VR) goggles are the latest tool to enhance cow comfort, health and productivity, bringing revolutionary new frontiers to the forefront of animal agriculture. The perhaps aptly-named Cheaters™ fool a cow into thinking that she is in a more pleasant, calm and productive environment than might actually be the case.

During a recent e-mail exchange with Dr. Jan DeGek, a researcher and project leader at the Institute of Animal Behavior in The Netherlands, he explained that VR goggles are the logical “next step” to enhance efficiencies in dairy operations. “In a world that is increasingly more concerned about animal welfare, these goggles will help to mitigate misunderstanding and negativity,” he suggested.

DeGek, who was raised on a 300-cow dairy farm on the outskirts of Ostfriesland, disclosed that much of the research related to VR was done at a large Dutch-built dairy in northeastern China. “We Hollanders designed that cow farm to be the most modern in the world,” he said proudly. In operation since July of 2022, the 50,000-cow dairy is “tops” in technology and low on manual labor. Dutch-pioneered robotics and paradigms rule.



Cows at a bovine research institution in northeastern China were the first to wear the game-changing Cheaters™. Photo provided

Robotic systems have allowed scientists to quantify most anything that there is to measure, which, according to DeGek, led to the development of the VR Cheaters™. “It began with our deep analysis of what our computer programs were already telling us. Information from transponders, activity monitors, pedometers and cow management programs provided the initial inspiration,” he affirmed. And some artificial intelligence also went into the goggles’ development,” he noted. “We can fine-tune them (the goggles) as emerging and relevant information is collected.”

Asked about how cows will be able to navigate their way around the barn, wearing these fantasy glasses, DeGek pointed out that they are motion sensitive. “Cheaters™ operate only when the cow is resting and chewing her cud. Once she stands, the goggles’ VR mode automatically turns off to allow the cow to see where she is going. “An optional, rosy-pink screen activates automatically if Reality and Virtual Reality are too far apart,” DeGek noted.

Universities in Germany, Poland, the U.K. and Ireland are collaborating in ongoing studies. Research representation from the U.S. and Canada is expected this year, although no institutions have yet been named.

To date, artificially fooled cow comfort turn to page 10





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NEW HAMPSHIRE

Cheshire

MALNATI, VINCENT & CA	97 HO	20275	830	622
BRITTON, LARRY & WY	118 HO	17691	758	565

Grafton

GRAFTON FARM	57 HO	28865	1236	934
PATCH FAMILY	96 HO	25275	1162	835
GRAFTON FARM	10 JE	20277	1016	748
HERDS WITH A RHA SCC LESS THAN 200,000				
GRAFTON FARM	JE	76	10	
GRAFTON FARM	HO	82	57	
PATCH FAMILY	HO	136	96	

Merrimack, Belknap

CATE, JONATHAN	56 XX	17814	862	635
HERDS WITH A RHA SCC LESS THAN 200,000				
CATE, JONATHAN	XX	188	56	

Sullivan

GARY LECLAIR	308 HO	28076	1247	942
PUTNAM FARMS, INC.	430 HO	26293	1164	869
MACGLAFLIN FARM LLC.	355 HO	26658	1327	854
PUTNAM FARMS, INC.	64 XX	20489	1054	757
MACGLAFLIN FARM LLC.	59 XX	21226	1232	752
MACGLAFLIN FARM LLC.	87 JE	19326	1120	717
LUTHER, JOHN W.	30 HO	20822	828	687
LUTHER, JOHN W.	12 JE	14575	740	535

HERDS WITH A RHA SCC LESS THAN 200,000

LUTHER, JOHN W.	HO	103	30
MACGLAFLIN FARM LLC.	XX	117	59
PUTNAM FARMS, INC.	XX	134	64
MACGLAFLIN FARM LLC.	JE	147	87
MACGLAFLIN FARM LLC.	HO	151	355
PUTNAM FARMS, INC.	HO	196	430

VERMONT

Addison

B. DANYOW FARM LLC.	1019 HO	29900	1320	983
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VORSTEVELD FARM	1597 HO	28765	1251	972
KAYHART BROTHERS LLC.	1484 HO	28606	1267	935
DEGRAAF, HAROLD & ANJE	19 XX	27544	1061	885
CORREIA, ANTHONY & BARB	394 HO	25336	1105	879
DEGRAAF, HAROLD & ANJE	177 HO	25868	1074	848
ANDY NOLAN	341 HO	24543	1036	827
B. DANYOW FARM LLC.	71 XX	22983	1078	805
TREADWAY, BRIAN	205 HO	24668	986	772

HERDS WITH A RHA SCC LESS THAN 200,000

B. DANYOW FARM LLC.	XX	90	71
PHILLIPS, DANIEL T.	XX	95	47
B. DANYOW FARM LLC.	HO	102	1019
CORREIA, ANTHONY & BARBARA	HO	113	394
TREADWAY, BRIAN	HO	130	205
ANDY NOLAN	HO	132	341
DEGRAAF, HAROLD & ANJE	HO	140	177
KAYHART BROTHERS LLC.	HO	162	1484
DEGRAAF, HAROLD & ANJE	XX	169	19
VORSTEVELD FARM	HO	171	1597

Caledonia

WAYSIDE MEADOW FARM	369 HO	30419	1320	1040
DON-SIM FARM	108 HO	26131	1071	864
FREMONT & ETHAN NELSON	218 HO	24536	1063	793

JAMES W. SEYMOUR	67 HO	21951	994	729
LUCKY HILL FARM	176 JE	18716	1027	722
ACKERMANN DAIRY	71 HO	22216	898	715
LAGGIS BROS.	515 JE	17579	930	654
FREMONT & ETHAN NELSON	24 XX	18656	877	652
BRIAN NICHOLS	88 XX	16833	818	617
WILLSON DOROTHY & A.	83 XX	16480	803	616

HERDS WITH A RHA SCC LESS THAN 200,000

ACKERMANN DAIRY	HO	88	71
FREMONT & ETHAN NELSON	XX	90	24
LUCKY HILL FARM	JE	121	176
FREMONT & ETHAN NELSON	HO	130	218
WAYSIDE MEADOW FARM LLC	HO	135	369
DON-SIM FARM	HO	136	108
JAMES W. SEYMOUR	HO	150	67
BRIAN NICHOLS	XX	164	88
LAGGIS BROS.	JE	167	515

Chittenden

CREAM	65 HO	29737	1222	936
SHELburne FARMS	117 BS	16696	734	568
HERDS WITH A RHA SCC LESS THAN 200,000				
SHELburne FARMS	BS	102	117	

Essex

ROUTHIER & SONS, INC.	317 HO	25328	1145	853
RUSSO, STEPHEN & CARLA	17 HO	21509	902	683
HERDS WITH A RHA SCC LESS THAN 200,000				
RUSSO, STEPHEN & CARLA	HO	85	17	
ROUTHIER & SONS, INC.	HO	118	317	

Franklin

HOWRIGAN HOME FARM	298 HO	29499	1188	962
HOWRIGAN, H.J. & A. & LAW	368 HO	27926	1166	914
HOWRIGAN H-9 DAIRY	357 HO	27305	1082	880
MIKE BENJAMIN	536 HO	26923	1131	865
HOWRIGAN, HAROLD J. & SO	361 HO	25134	1079	845
MCGARRY DAIRY LLC.	129 HO	25861	1075	836
WRIGHT FARM	204 HO	23431	1072	797
BALLARD ACRES	238 HO	24122	1063	791
DEPATIE, JAMES & JESSICA	365 HO	25068	1014	774
CARPSDALE FARMS LTD.	80 HO	22756	944	742
DALESTEAD FARM & MAPLE	94 HO	22647	963	717
PAUL-LIN DAIRY LLC.	25 JE	16067	752	584

HERDS WITH A RHA SCC LESS THAN 200,000

MIKE BENJAMIN	HO	79	536
BALLARD ACRES	HO	96	238
MCGARRY DAIRY LLC.	HO	104	129
HOWRIGAN, H.J. & A. & LAWRENCE	HO	126	368
HOWRIGAN, HAROLD J. & SONS	HO	127	361
PAUL-LIN DAIRY LLC.	JE	135	25
HOWRIGAN HOME FARM	HO	155	298
CARPSDALE FARMS LTD.	HO	164	80
DALESTEAD FARM & MAPLE LLC.	HO	184	94
DEPATIE, JAMES & JESSICA	HO	193	365

Grand Isle

J. & M. LADD FAMILIES FARM	58 XX	19503	734	604
HERDS WITH A RHA SCC LESS THAN 200,000				
J. & M. LADD FAMILIES FARM	XX	136	58	

Lamoille

MORRILL, ARTHUR & LARRY	35 HO	20893	925	669
HERDS WITH A RHA SCC LESS THAN 200,000				
MORRILL, ARTHUR & LARRY	HO	58	35	

Orange

GLADSTONE, WALTER & MA	2614 HO	32179	1315	1075
GLADSTONE, WALTER & MA	53 XX	24878	1254	938
HARKDALE FARM, INC.	61 HO	25983	1112	866
HARKDALE FARM, INC.	116 JE	18198	999	704
ALLENVILLE FARM	82 HO	22766	922	701
ROBERT J. HOWE	27 HO	21658	840	658
WHITE ROCK FARM	152 JE	18085	971	657
SILLOWAY FARMS	67 HO	19677	808	619
GRAY, KIM	22 JE	14710	748	566
LEIBOLD, KYLE	36 JE	16012	723	555
WRIGHT, ANDREW	47 XX	15453	713	547
WILLIAMS, JAMES	29 XX	16935	714	532
ROBERT J. HOWE	13 JE	14367	683	517
HERDS WITH A RHA SCC LESS THAN 200,000				
GLADSTONE, WALTER & MARGARE	XX	88	53	
HARKDALE FARM, INC.	JE	101	116	
GLADSTONE, WALTER & MARGARE	HO	103	2614	
LEIBOLD, KYLE	JE	119	36	
ALLENVILLE FARM	HO	127	82	
CONANT, DEAN & TERRI	AY	132	47	
HOYT, AMBER & SCOTT	AY	136	40	
GRAY, KIM	JE	137	22	
HARKDALE FARM, INC.	HO	144	61	
WRIGHT, ANDREW	XX	153	47	
WHITE ROCK FARM	JE	160	152	
SILLOWAY FARMS	HO	183	67	
HOYT, AMBER & SCOTT	JE	187	18	

Orleans

ANDY & SARAH BIRCH	43 HO	26670	1174	892
NADEAU, AARON & CHANTA	151 HO	24391	1047	776
SHEENA BROWN	48 HO	23278	937	750
WEBSTER, DANIEL	91 HO	21371	882	721
JOSH POULIN	250 JE	18875	998	719

ANDY & SARAH BIRCH	13 XX	20286	985	713
ADAM & JOANNA LIDBACK	48 HO	22150	932	706
MICHAUD, J. DENIS	304 HO	22117	900	698
LISAJ, PAUL	66 XX	19582	976	616
RANDALL FAMILY FARM	125 HO	18923	766	601
PADDLEBRIDGE HOLSTEINS	57 HO	20010	766	597
LATRAVERSE, SEBASTIEN	57 HO	19049	777	590
ADAM & JOANNA LIDBACK	31 XX	16152	768	577
PATENAUE, KATE BRACE, DU	189 XX	17780	699	557

HERDS WITH A RHA SCC LESS THAN 200,000

ANDREWS, ANDY	HO	76	111
LISAJ, PAUL	XX	85	66
ADAM & JOANNA LIDBACK	HO	92	48
ADAM & JOANNA LIDBACK	XX	109	31
DEMAINE, DAN	XX	111	40
ANDY & SARAH BIRCH	HO	113	43
SHEENA BROWN	HO	135	48
PATENAUE, KATE BRACE, DUST	XX	150	189
RANDALL FAMILY FARM	HO	151	125
PADDLEBRIDGE HOLSTEINS	HO	162	57
NADEAU, AARON & CHANTALE	HO	168	151
JOSH POULIN	JE	170	250
LATRAVERSE, SEBASTIEN	HO	172	57

Rutland

MEDALLION JERSEY LLC.	81 JE	17806	927	689
HERDS WITH A RHA SCC LESS THAN 200,000				
MEDALLION JERSEY LLC.	JE	102	81	

Washington

FAIRMONT FARM	1688 HO	29420	1268	982
FRANK, MARILYN & KIRT JOH	64 HO	19273	685	578
HERDS WITH A RHA SCC LESS THAN 200,000				
FRANK, MARILYN & KIRT JOHN	SO	109	64	
FAIRMONT FARM	HO	127	1688	

Windham

WESTMINSTER FARM	833 HO	29070	1247	953
MARK, SUE, SAM, KELTSEY	36 HO	25822	1075	850
MILLER, PETER	272 HO	26425	1124	812
VERN-MONT FARM LLC.	534 HO	25053	1119	808
CLARK FARM LLC.	104 HO	21622	967	699
MARK, SUE, SAM, KELTSEY	22 JE	17552	964	676
HAMILTON, JAKE	49 HO	20019	873	644
LILAC RIDGE FARM	39 HO	16752	705	515
THE PUTNEY SCHOOL	31 XX	15686	676	504
HERDS WITH A RHA SCC LESS THAN 200,000				
MILLER, PETER	HO	128	272	
MARK, SUE, SAM, KELTSEY RUSHTO	HO	134	36	
WESTMINSTER FARM	HO	143	833	
MARK, SUE, SAM, KELTSEY RUSHTO	JE	158	22	
THE CORSE FARM	XX	159	54	
HAMILTON, JAKE	HO	172	49	
VERN-MONT FARM LLC.	HO	194	534	

Windsor

DOLLOFF, MICHAEL & HEIDI	73 HO	28369	1236	924
LEMAY FARM	104 HO	23207	962	761
RICHARDSON FAMILY FARM	57 JE	17176	1008	686
JEFFREY & DAVID TOWN	206 HO	18433	789	581
SPRING BROOK FARM	53 JE	14472	662	518
HERDS WITH A RHA SCC LESS THAN 200,000				
RICHARDSON FAMILY FARM	JE	48	57	
DOLLOFF, MICHAEL & HEIDI	HO	108	73	
SPRING BROOK FARM	JE	159	53	

MASSACHUSETTS

Franklin

DAR-RIDGE FARM	35 HO	25342	1122	809
PURINGTON, ROBERT	36 HO			

New England, New Jersey, New York

Middlesex

TULLY FARMS, INC. 125 HO 20617 890 675
HERDS WITH A RHA SCC LESS THAN 200,000
TULLY FARMS, INC. HO 181 125

Worcester

SZERLAG, STEVE 69 XX 20345 866 698

CONNECTICUT

New London

VALLEY VIEW DAIRY 125 HO 24685 1051 804
CLARK WOODMANSEE III. 132 HO 24375 1238 799
JAKE AUBIN 110 HO 24626 1034 785

HERDS WITH A RHA SCC LESS THAN 200,000
CLARK WOODMANSEE III. HO 115 132
VALLEY VIEW DAIRY HO 172 125
JAKE AUBIN HO 198 110

Windham

ROCK MAPLE FARM 1 20 HO 22354 916 709
ROCK MAPLE FARM 1 15 BS 19486 932 704
KURT NIEMINEN 10 HO 21081 857 676
ROCK MAPLE FARM 1 13 XX 18932 845 628
ROCK MAPLE FARM 1 40 JE 16877 856 613
SELBUORT VALLEY FARM 69 XX 15567 732 530

NEW YORK

Allegany

PLOETZ, GARY & PAT 40 HO 25720 1007 802
HESS, LESTER E. 71 HO 25255 1016 792
HERDS WITH A RHA SCC LESS THAN 200,000
PLOETZ, GARY & PAT HO 155 40

Broome

WINSOR ACRES 2180 HO 27607 1113 857
HERDS WITH A RHA SCC LESS THAN 200,000
WINSOR ACRES HO 90 2180

Cayuga

EZRA WEAVER 78 HO 28234 1177 908
HOOVER, ERNEST 94 HO 26294 1034 794
LEROY & CYNTHIA HORST 122 HO 25866 1029 780

HERDS WITH A RHA SCC LESS THAN 200,000
LEROY & CYNTHIA HORST HO 47 122
GLEN MATTHEW HORST HO 86 60
MARK & TORI STAUDERMAN XX 157 29
EZRA WEAVER HO 191 78
JASON & BETHANIE GLICK JE 194 82

Chautauqua

COUNTRY AYRE FARMS LLC. 683 HO 27006 1209 910
COUNTRY AYRE FARMS LLC. 27 XX 25384 1196 876
FINN STAR FARMS 33 HO 23054 979 734
COUNTRY AYRE FARMS LLC. 59 JE 18905 1037 706
PHILIP BECKERINK 69 HO 21630 895 701
HERDS WITH A RHA SCC LESS THAN 200,000
FINN STAR FARMS HO 92 33
PHILIP BECKERINK HO 154 69

Chemung

LE-DENN FARM 95 HO 23364 865 727
HERDS WITH A RHA SCC LESS THAN 200,000
LE-DENN FARM HO 101 95

Herkimer

JOHN SAUDER 60 HO 27360 1063 857
SAMUEL S. KING 77 HO 27314 1038 857
JONATHAN SHIRK 43 HO 23439 1112 745
HERDS WITH A RHA SCC LESS THAN 200,000
SAMUEL S. KING HO 189 77

Jefferson

ALLARD CREST FARM 61 XX 20112 788 645
BONNYLAND FARM 61 HO 19266 782 603
HERDS WITH A RHA SCC LESS THAN 200,000
ALLARD CREST FARM XX 101 61

Montgomery

GIDEON S. KING 78 HO 26421 1115 822
PETERSHEIM, IVAN & ESTHER 70 HO 23358 906 716
KELLETT, JR., JOHN G. 74 HO 20388 782 670
DANIEL B. STOLTZFOOS 63 HO 20274 893 634
ABRAM MILLER 46 HO 19199 729 568
SAMUEL L. STOLTZFOOS 72 XX 16576 688 527
FISHER, S. SAM & MA 78 XX 15357 629 504
HERDS WITH A RHA SCC LESS THAN 200,000
PETERSHEIM, IVAN & ESTHER HO 152 70

Ontario

LAKE COUNTRY HOLSTEINS 77 HO 30771 1236 993
NEVIN SENSENIG 59 HO 28686 1234 950
NELSON SENSENIG 56 HO 29255 1166 937
RUEBEN WEAVER 50 HO 27331 1260 918
HARVEY SENSENIG 59 HO 28072 1157 914
LEWIS R. SAUDER 45 HO 28036 1143 914
DAVID BURKHOLDER 47 HO 27926 1181 880
STARLIGHT DAIRY 86 HO 24996 1192 854
LEON NEWSWANGER 52 HO 25441 1099 827
ARTHUR ZIMMERMAN 163 HO 25816 875 820
CLEARVIEW FARM 57 HO 24356 1019 754
HERDS WITH A RHA SCC LESS THAN 200,000
HARVEY SENSENIG HO 54 59
CLEARVIEW FARM HO 65 57
NEVIN SENSENIG HO 75 59
DAVID BURKHOLDER HO 82 47
LAKE COUNTRY HOLSTEINS HO 96 77
STARLIGHT DAIRY HO 111 86
ARTHUR ZIMMERMAN HO 145 163
RUEBEN WEAVER HO 166 50
LEON NEWSWANGER HO 181 52
NELSON SENSENIG HO 185 56
LEWIS R. SAUDER HO 195 45

Otsego

EVAN M. CHARLES 71 HO 24412 987 796
MATHEW FISHER 58 HO 23013 1012 720
MARVIN FISHER 70 HO 23316 877 705
HERDS WITH A RHA SCC LESS THAN 200,000
EVAN M. CHARLES HO 117 71
NICKOL ORGANIC, E. & J. XX 173 26

Schoharie

ERIC & TAYLOR BOGARDUS 22 HO 23699 874 747
SLATEHILL FARM 121 HO 22318 928 710
ERIC & TAYLOR BOGARDUS 32 AY 17582 655 541
HERDS WITH A RHA SCC LESS THAN 200,000
ERIC & TAYLOR BOGARDUS AY 150 32
SLATEHILL FARM HO 159 121
ERIC & TAYLOR BOGARDUS HO 169 22

Schuyler

MARLIN HOOVER 44 HO 24707 966 772
BROOK'S EDGE DAIRY 78 HO 22020 914 706

Seneca

WINDY HOLLOW FARM 174 HO 25895 1128 831
CLAIR ZIMMERMAN 87 HO 24284 954 734
DELMAR & DAWN MARTIN 108 HO 23000 939 712
KEITH MARTIN 76 HO 21641 897 710
HERDS WITH A RHA SCC LESS THAN 200,000
DELMAR & DAWN MARTIN HO 135 108
CLAIR ZIMMERMAN HO 154 87

Steuben

PAUL & KATHIE WHITE 117 HO 28148 1235 891
HERDS WITH A RHA SCC LESS THAN 200,000
PAUL & KATHIE WHITE HO 86 117

Tioga

LAWTON JERSEY FARM 100 JE 21365 1055 760
SHIPMAN, DAVID 257 HO 17533 736 564
HERDS WITH A RHA SCC LESS THAN 200,000
ROGER FORD XX 140 36
SHIPMAN, DAVID HO 181 257

Tompkins

HOUSTON, MARLIN JR. 142 HO 20664 813 643

Washington

CHRIS CURTIS 189 HO 23760 1128 774
HERDS WITH A RHA SCC LESS THAN 200,000
CHRIS CURTIS HO 139 189
YOUNG, JENNY AY 199 45

Wayne

ANTHONY HIGH 131 HO 26807 1159 876
DWIGHT SENSENIG 79 HO 24954 981 789

LARRY MARTIN 108 HO 25240 1014 768
HERDS WITH A RHA SCC LESS THAN 200,000
ANTHONY HIGH HO 109 131
LARRY MARTIN HO 160 108
DWIGHT SENSENIG HO 184 79

Yates

NATHANAEAL MARTIN 44 HO 28063 1123 915
MATTHEW ZEISET 65 HO 29216 1167 900
CLARENCE GARMAN 54 HO 27115 1096 886
WARREN MARTIN 68 HO 28403 1184 879
DANIEL K. MARTIN 63 HO 27670 1126 878
DAVID MARTIN 54 HO 27635 1085 871
MERVIN LEE ZEISET 47 HO 26770 1115 864
DAVID HORST 50 HO 26386 1155 862
AMMON REIFF 64 HO 24649 1037 833
NEIL WEAVER 38 HO 24905 955 776
DUANE MARTIN 46 HO 25978 973 766
TOWNRIDGE FARMS LLC. 149 HO 24458 959 763
LEON WEAVER 55 HO 23526 947 759
BRANDON HOOVER 52 HO 23589 926 741
DELMAR BURKHOLDER 59 HO 23490 950 738

JOHN BURKHOLDER 45 HO 24128 933 735
HARVEY N. HORNING 49 HO 22658 921 703
MARK HOOVER 55 HO 21512 849 662
DANIEL LEID 47 HO 21171 803 651
VINE VALLEY FARM 221 BS 19154 810 649
ROLLEN N'S DAIRY 63 HO 19269 773 607
WILMER HORNING 47 HO 18711 729 595
MARTIN FOX 52 XX 16137 742 569
MERVIN MARTIN 36 JE 14665 701 532
CLEASON MARTIN 35 XX 16296 680 522
RICHARD NOLT 44 JE 14530 697 516

HERDS WITH A RHA SCC LESS THAN 200,000
DAVID MARTIN HO 51 54
NATHANAEAL MARTIN HO 58 44
MATTHEW ZEISET HO 71 65
JOHN BURKHOLDER HO 72 45
DANIEL K. MARTIN HO 77 63
WARREN MARTIN HO 83 68
PHILIP MARTIN HO 88 24
NEIL WEAVER HO 103 38
DELMAR BURKHOLDER HO 104 59
HARVEY N. HORNING HO 105 49
RICHARD NOLT JE 107 44

BRANDON HOOVER HO 107 52
MERVIN LEE ZEISET HO 112 47
ROLLEN N'S DAIRY HO 117 63
AMMON REIFF HO 117 64
DUANE MARTIN HO 119 46
LEON WEAVER HO 122 55
CLEASON MARTIN XX 122 35
CLARENCE GARMAN HO 142 54
DAVID HORST HO 157 50
WILMER HORNING HO 177 47
AARON H. KILMER XX 194 35

NEW JERSEY

Burlington

HOLLAND VALLEY FARM 36 HO 18289 715 576

Middlesex

SPRING RUN DAIRY LLC. 57 XX 17560 766 620
HERDS WITH A RHA SCC LESS THAN 200,000
SPRING RUN DAIRY LLC. XX 154 57



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Joe Cramer, has a college degree in dairy cattle production & management plus 20 years dairy experience. 419-376-8662.

David Stoner, over 30 years experience, 717-951-2540.

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Bedford County: Milkers R Us, 253 Meadow Lane, Everett, Pa 15537. Phone 814-652-2092.

Eastern Pa.: Brad Wright, 717-953-4570. 290 Samuels Church Rd., McClure, Pa. 17841. 15 years experience.

Franklin & Cumberland Counties: Kann's Milking Service. 30 years experience (references available). Contact Ryan L. Kann, 717-816-1920.

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For banquet reservations, call Holly McCarty: 813-523-1168



Without question, artificially fooling cows into experiencing a calmer and cleaner environment makes for happy cows.

Photo provided

Virtual Reality from page 7

using the Cheaters™ has resulted in enhanced feed efficiencies, increased production and improved conception. Longevity is also expected to advance, DeGek confirmed, possibly adding as many as seven lactations to a cow's lifetime. That compares to an average of 2.3 lactations in conventional commercial dairy operations today. That by itself would pay for the Cheaters™ in the first year of use, according to DeGek's calcula-



tions. He did not disclose the price of the Cheaters™ but did note that there will be quantity discounts.

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Disclaimer: Due to this writer's poor understanding of the Dutch language and Professor DeGek's broken English, 100 percent accuracy of this article cannot be guaranteed.



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Hoard's Dairyman article Jan 2025: Staph aureus is a subclinical threat

"Mastitis can be caused by many pathogens, but if you ask any dairy veterinarian or farmer which is the most damaging, the odds are good that their response will be Staphylococcus aureus."

"Staph. aureus is especially dangerous because it persistently infects cows"

Dr. Justine Britten, Pres. Udder Health Systems, NMC board: "In my personal experience, every dairy is impacted to some degree by Staph. aureus," and "If Staph. [aureus] was easier to see, farmers would be a lot less tolerant of it," {translation – you don't pay attention to the problem so they will test your milk samples}

Cornell University in Journal of Dairy Science: CoPulsation™ prevents new Staph a. infections by 16:1

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Maryland Dairy Princess candidates invited to apply

FREDERICK, Md. — The Maryland Dairy Princess Association is seeking candidates for the 2025-2026 Maryland Dairy Princess Promotion Team.

Dairy princesses are chosen to represent their region, then compete for the Maryland Dairy Princess title. The seven regions are:

- Allegany-Garrett counties,
- Washington County,
- Frederick County,
- Carroll County,
- South Central (Montgomery, Howard, Anne Arundel and all of southern Maryland counties),

- Upper Chesapeake (Baltimore, Harford and Cecil counties), and
- Eastern Shore (all Shore counties).

All regional crownings will take place in May and regional princesses will participate in a training seminar July 8-11.

The Maryland Dairy Princess Contest will be held on August 27-29, at the Maryland State Fair in Timonium. The on-stage event will be held at 7 p.m. Friday, August 29, in the Cow Palace.

Candidates must:

- Maintain residency in Maryland (they may attend an out-of-state college) or be an

active member of a Maryland 4-H, FFA or dairy breed organization;

- Fulfill one or more of the following requirements:

- Own or lease at least one dairy animal
- Be enrolled in a dairy-related 4-H or FFA project, such as "4-H Healthy Living" foods projects with an emphasis in dairy foods, dairy leasing program, dairy judging, FFA Milk Quality and Products CDE or FFA Dairy Handling CDE.
- Be employed herself, or the daughter of someone, in a dairy-related industry, including a dairy farm manager, herdsman, veterinarian, feed supplier, milk inspector, worker in a farm store or cooperative, etc.
- Be 16 years old or turn 16 during 2025 and must not reach her 22nd birthday by Dec. 31.

Because this program is funded by the dairy cattle milk check-off, dairy goats and dairy steers are not acceptable project areas.

Candidates may not hold a farm organization or dairy breed title that would cross over for more than three months.

The Association is also looking for Dairy Misses to represent Maryland. The Dairy Miss program prepares future princesses and provides promotional opportunities for younger dairy enthusiasts. Eligible young ladies between the ages of 9 and 16 may become a Dairy Miss.

Informational Zoom events for interested Dairy Princess and Miss candidates will be held at 6:30 p.m. on April 1, 3 and 7. Watch the Maryland Dairy Princess Facebook page for more information or email md-dairyprincess@gmail.com.

Interested candidates may contact Maryland Dairy Princess State Coordinators Deb Spurrier and Mackenzie Jones at md-dairyprincess@gmail.com. For more information, please visit the website at www.marylanddairyprincess.org.

HAUSA event registration from page 2

the aquarium attached to the hotel.

Wednesday, June 25 will bring Holstein Association USA's 139th annual meeting and Board Candidate Forum. An awards luncheon will honor Holstein Association USA's award recipients, and the National Holstein Convention Sale will follow that evening. The Dairy Bowl contest, workshop, Junior Forum, and an evening activity will be offered for youth.

The convention will wrap up on Thursday, June 26 with the conclusion of Holstein Association USA's annual meeting, Dairy Bowl finals, and the Junior Awards Breakfast, where the Distinguished Junior Member finalists are announced and Junior Holstein members are recognized.

Visit www.holsteinconvention.com/schedule for more details.

mini golf, carousel, and more.

The discounted convention hotel room rates will be applied from June 21 to 27 as room availability lasts. To learn more or book a hotel room, visit www.holsteinconvention.com/accommodations. All room reservations must be received by June 1 as availability lasts.

Breeder advertising opportunities

New in 2025, advertising opportunities through National Holstein Convention channels are being offered to Holstein Association USA members. These affordable advertising options are designed to promote Registered Holstein farms or genetics to fellow Holstein enthusiasts on a national scale.

Full page, half page, and farm spotlight advertisements are available for purchase and will be featured in the official National Holstein Convention program. A breeder map will feature Registered Holstein farms welcoming National Holstein Convention attendees to stop by on their way to or from Convention on the website and in the Convention program. To place an advertisement or participate in the breeder map, visit www.holsteinconvention.com/farm-promotion.

Holstein Foundation introduces new Board member

BRAATTLEBORO, Vt. — The Holstein Foundation announces that Heather Moore of Maquoketa, Iowa, will be joining their Board of Trustees. The trustees oversee the direction of the Holstein Foundation's youth and young adult education and leadership development program.

Heather and her husband Brandon own and operate Moore Family Farms, a first-generation diversified Registered Holstein and livestock farm; Moore Family Farms Creamery, where they market 20% of their milk direct to consumers; Moore Local, two specialty groceries and coffee shops that feature their farm products and many other local and specialty goods; and Rockdale Locker, a USDA-inspected meat locker. Heather and Brandon also have five children, Tucker, Cassidy,

Cooper, Sutton, and Palmer.

Moore began showing dairy cattle in high school, which spurred her passion for the dairy industry. Heather is also a 4-H leader and serves on the Jackson County Farm Bureau Board of Directors. The Moore family also exhibits their dairy cattle at the local level.

"I am honored to join the Holstein Foundation Board of Trustees," Moore said. "The future of our industry lies in our future leaders, and I am looking forward to serving them through the Holstein Foundation."



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Triticale is an awesome feed, but managing it can be tricky

By SHERRY BUNTING
Special for Farmshine

EAST EARL, Pa. — Launching the 18th Annual Dairy Seminar at Shady Maple in eastern Lancaster County, Pennsylvania, Jackie Behr of R&J Consulting quoted Henry Ford: “If you always do what you’ve always done, you’ll always get what you’ve always got.”

She also shared a moving video that incorporated the dozens of responses from people across the country to the 97 Milk facebook post recently asking: “What would you say to thank a dairy farmer?”

The video tribute was a tough act to follow, but when Tom Kilcer, CCA of Advanced Ag Systems, LLC, now based in Tennessee after relocating from New York, talks about winter forages, it’s always interesting. He dug straight into the topic with his tips and tricks that are the result of decades of trial-and-error. He has conducted many field trials as an agronomist and educator and worked with dairy farmers in conjunction with Cornell.

Kilcer shuns the term “cover crops” when talking about triticale plantings after corn or soybeans. “It is winter forage, cover crops on steroids,” which are now helping dairies get the dry matter yield, crude protein, and quality they need on their available land base.

To get there, however, the crop must be managed as a dairy feed, not an environmental cover crop, and doing so, fulfills both purposes.

An early top promoter of ‘hay-in-a-day’ that has fundamentally changed the way hay crops are harvested across the Northeast and elsewhere, Kilcer applies the same wide swath photosynthetic drying principles to harvesting the much denser, high-yielding winter forage crops like triticale.

Often, this involves making adjustments to equipment on new rear-throwing mowers to avoid lumps and windrows. Of course, he said, the sidebar sickle mower is still his gold standard.

“The majority of you here are already growing winter forages, but if you’re not, then you’re missing the boat,” said Kilcer, noting that when he started this years ago, it was

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Samples	Average	Low	High
	Crude Protein	20.35	19.71
ADF	25.42	24.06	27.53
aNDFom	37.91	35.88	40.12
Ash	7.61	7.38	7.93
Lignin	1.02	0.44	1.87
Sugar	6.16	4.81	7.11
Starch	4.60	2.6	5.48
NDFD 30	68.21	65.57	70.21
TTNDFD	66.45	64.51	69.44
RFQ	193	176	206
Kd%/hr	5.74		
Nel	0.75	0.731	0.75

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Tom Kilcer of Advanced Ag Systems spoke at the R&J Dairy Consulting seminar, sharing what he’s learned over more than three decades working with dairy farms in New York and other states about optimal management of winter forages as a high quality feed in year-round cropping systems

that meet several key ration and environmental objectives at the same time. He publishes a monthly Crop Soil Newsletter, available at his website: <https://advancedagsys.com/>

Photo by Sherry Bunting

yielding 1.5 to 2 tons dry matter per acre.

“Today in New York, we’re getting 3.5 to 4, and in Pennsylvania and Ohio 5 T/A, and my first trials in Tennessee were 6.5 T/A dry matter at harvest. This is a crop that can really crank it out.”

Why does it work? “Because there is still a lot of season left to grow a crop in the fall and winter on either side of the summer annual to get more feed from the same acre,” he said.

Looking at digestibility, the quality at these DMs equates to 9.5 pounds of milk, according to Kilcer’s research and experience.

“That’s better than alfalfa, and you have just one cut, with corn or soybeans after it,” he said. “Triticale is an awesome feed.”

Planting date is critical to get the kind of growth heading into winter that gets those tillers set for the yield in the following spring.

To achieve this, Kilcer has recommended his farms shift from 110-day corn down to 85-day.

“We gained more DM on the triticale than was lost in the corn silage, so we ended up with more feed,” he reported. “These farms found they could change their dairy feed status tremendously by cropping year-round. Down here in Pennsylvania and Maryland, you have the climate to do even better than we did in New York.”

Kilcer hit some of the hot topics that improve the winter forage and its impact on the next crop.

Talking about allelopathy from winter grains like triticale, it helps keep the weeds out for the next crop, but this will affect corn because it affects grasses.

Where soybeans, alfalfa, red clover, and other legumes can be easily no-tilled into the stubble with no allelopathic effect, Kilcer recommends using a clear-coulter to clear aside just a half-inch for the corn seed, but leave the rest of the stubble in place.

“You want that stubble because the slugs can’t live in it; it protects the soil surface from drying wind; it keeps the weeds out; and when you get the downpours, the stubble filters the water movement across the field,” he said.

“The worst thing you can do is to till that stubble. It will be a mess. You want to merely push it aside with a clear-coulter, and the corn does very well.”

Kilcer recommends leaving the corn planting go until after the haylage is off, which is around the first week of June up near Albany, New York. He shared trials showing corn planted the first or second week of June there -- when the first cut haylage is in, and the soils have warmed up -- is one of the better ways to do a new seeding, even for alfalfa.

“We had hardly any rain with those alfalfa seedings, and they grew vigorously, so they looked like a 2-year-old stand,” he said.

The winter triticale effectively sets up the field for the next crop coming in.

By now, Kilcer has done so much trial-and-error with winter forages over the years that he’s found all the problems with the crop to know how to do it right.

“You want to grow it as a winter forage, not as a cover crop. They are two completely different worlds,” he said, urging triticale over rye and recommending only certified good seed, no triticale / rye blends that differ in harvest maturities and bring quality down.

Again, planting date is critical, he said: “You can’t offset late planting with more seed. I’ve done it both ways, and it doesn’t work. If you’re not getting it in on time, there are other options such as seed treatment. Our yields were up to 28% more on our late plantings with seed treatments vs. none.”

Kilcer advised “planting triticale 10 days to two weeks before your area’s wheat-planting date.” That would be Sept. 9

turn to page 13

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Penna. Ice Cream Trail invites creameries to join

HARRISBURG, Pa. – The Center for Dairy Excellence, PA Preferred®, and the Pennsylvania Tourism Office are once seeking creameries to participate in the Pennsylvania “Scooped” Ice Cream Trail program. Pennsylvania dairy farms that have a value-added ice cream component to their business and meet the qualifications of the PA Preferred® program are encouraged to join the program. The Pennsylvania Ice Cream Trail was designed to increase consumer awareness of locally produced dairy products and drive state-wide traffic to PA Preferred® dairies and creameries.

The 2025 program is scheduled to kick off in June and will conclude in September. The program includes a digital passport featuring creameries across the state and incentives that are ideal for consumers of all ages.

“Participating in this program helps promote the name of your business and allows for new customers to try your products,” shared Jean Manning of Manning Farm Dairy in northeastern Pennsylvania, a dairy farmer and PA Preferred® member. “When a new customer comes to our store, they are met with the realization of where their ice cream comes from. They see the cows, they see our milk, and they understand that we use all of our milk and cream for our ice cream. It doesn’t get fresher than that.”

Participating creameries are required to have a connection to Pennsylvania dairy and must be a PA Preferred® member/licensee. If selected for the 2025 program, creameries will receive a toolkit with print and digital resources to help with promoting the initiative at their storefront and on social media platforms.

“The Ice Cream Trail was a fun way to highlight the strength of Pennsylvania agriculture and its vast farm land. It was valuable to our business as it further exposed our brand to neighboring communities and out-of-state visitors. We were able to connect with and hear stories from states as far as Vermont,” shared Manny Rodriguez, owner of Batch Microcreamery and PA Preferred® member.

To participate in the 2025 Ice Cream Trail or learn more about the program, contact Emily Barge by April 11. Email ebarge@centerfordairyexcellence.org or call 717-788-0300.



On back-dropping mowers, taking off the deflector shields and allowing the triticale to just fly out the back end will help the drying process of triticale, a critical factor in preserving nutritional values. Photo by Dieter Krieg

Triticale from page 12

in Albany, he said. “The earlier plant date gave us more tillers, which gave us more yield. Earlier planting gave us twice the tonnage.”

That means shortening up the corn window, which is a blockade for many farmers.

“With the corn genetics today, it’s not hard to use short season corn varieties that yield very well,” he said.

At the same time, the dairies he’s worked with in over 30 years of research say “they make more milk off the triticale than off the corn.”

Another mechanical adaptation he discussed for the planting is a “sleeve drill” not corrugated for triticale and sorghum. It slides straight up and down and dispenses the seed uniformly.

“Don’t just broadcast and disc it, you want to plant that seed 1.25 inches deep,” he said.

Again, the planting date is critical with the fall nitrogen, followed by spring N and harvest. Putting on enough fall N affects crude protein.

“You are growing protein for the dairy ration, that’s what you’re doing. You want to get 60 pounds on in the fall and balance that in the spring to maximize crude protein,” he shared, showing farms that planted on time making 2 tons DM at 15% CP with 96 pounds N versus 3.5 ton DM at 15% CP at 168 pounds N vs. the same tonnage at 20% CP at 224 pounds N.

However, Kilcer urged farmers: “Don’t delay your planting to get the N on, and do not topdress manure onto the stands. The manure needs to be in the ground for the plants to get the N, otherwise you have volatilization, and you will be harvesting manure with the forage in the spring.”

The ground needs to warm up to feed the N to the crop as well.

Kilcer showed a wavy rolling coulter used to lift up and lay the manure, just dropping it down in and smoothing the soil over.

This method injects the manure without bringing up rocks. “There’s no smell, it gets into the soil, it’s not volatilizing. You can unload your manure storage in this environmentally sound way in November and meet the crop needs,” he said.

Come harvest time in spring, Kilcer notes the quality goes down as the yield goes up.

“We want to harvest that crop at flag leaf stage – that last leaf stage, which is between stage 8 and 9. Remember, this crop grows in 40-degree weather, so it will move fast on a warm day or two,” he said. “If I have a choice, I will watch the weather and take the early vs. the late. That head can be down two inches, and you may have a couple days. But if it’s down by one inch, you better get going.”

How it is harvested is also critical. Triticale is a high sugar crop with 20% of the sugar made at harvest through photosynthetic drying.

Kilcer prefers the sidebar sickle mower because of how it cuts and drops the forage lose and wide on the ground.

“The sun needs to be shining, but if you windrow and let it sit overnight, you are losing sugar and milk. Instead, you want a loose, porous, uniform swath, to get it wide for pho-

tosynthetic drying and high-quality forage. You would be surprised how fast it dries like that,” he explained.

On backdropping mowers, some of his farmers will open the shield and take off the deflector shields so the triticale just flies out the back end.

Be sure to adjust new equipment to cut at 3 inches – not to the ground – to avoid dirt and ash, which causes problems, and reduces milk production.

“You want to leave a stubble there anyway for the next crop to benefit from, that’s another purpose of what you’re doing,” he said.

“Winter forage can be challenging to dry because of the yields,” he said, noting that he has used tedders, but they drop lumps that don’t dry. “We need to pull it apart, which means speeding up the tines but slowing down the forward progress.”

Above all, he added, “Use an inoculant with this highly digestible stuff so whatever is in the air doesn’t get on it and use it all up.”

Kilcer showed research demonstrating 2.3 pounds more milk per cow per day with inoculant vs. none.

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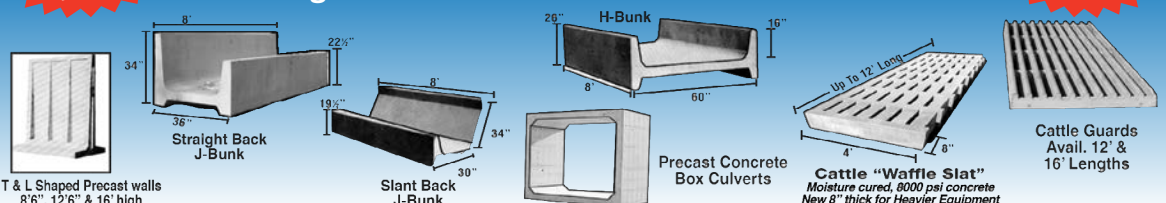
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Student Leader Scholarships available

HARRISBURG, Pa. — The annual Student Leader Scholarship program is now open for undergraduate students, including college students and high school seniors, who are pursuing a career in a dairy-related field. Twelve \$3000 scholarships are available through a partnership between the Pennsylvania Dairymen's Association, the Dairy Excellence Foundation, and Tröegs Independent Brewing for the 2025-26 academic year. The scholarships opened for applications on March 1 and must be submitted online by May 1.

To qualify for the scholarships, students must demonstrate a commitment to working in the dairy industry. Recipients are selected based on academic performance, interest in a dairy-related career, evidence of leadership, character and integrity, and application compliance.

Pennsylvania residents who are full-time undergraduate students currently enrolled in a qualifying field of study or

high school seniors who are planning to enroll in a qualifying field of study are given consideration for this scholarship. Qualifying fields of study include dairy and animal science, agricultural marketing and business, nutrition, food science, agriculture and extension education, agricultural communications, agricultural engineering, or related fields.

Students can receive the \$3000 scholarship twice during their undergraduate academic career. Students employed by the Center for Dairy Excellence as an intern or in another capacity are not eligible to apply during the period in which they are working for the Center.

To submit an online application or to learn more about the scholarship opportunities, contact Michelle Shearer at 570-768-8316 or by email at mshearer@centerfordairyexcellence.org or visit www.centerfordairyexcellence.org/scholarships

Toast to Dairy celebration tickets are discounted if purchased by May 11

HARRISBURG, Pa. — The Dairy Excellence Foundation will host its annual farm-to-fork celebration, "A Toast to Dairy," on Thursday, June 12, 2025 from 6-9 p.m. at Melhorn Manor, 977 West Main Street, Mount Joy, Pa.

The event includes meal stations sourced with Pennsylvania Preferred ingredients, a selection of artisan cheeses, locally crafted wines and brews, and other networking activities. Individuals who purchase tickets by May 1 will receive an early-bird discount with \$10 off each ticket.

"We look forward to our annual 'A Toast to Dairy' event every year to catch up with colleagues and friends, meet new faces across the industry, and ultimately, support the next generation of dairy through our Foundation's scholarships, internships and dairy education programs," said Emily Barge, communications and marketing manager at the Dairy Excellence Foundation. "We'll have the PA Preferred food and artisan cheese that this event is known for along with fun activities and surprises to make the evening memorable for everyone who attends."

The event will feature guided, interactive cheese tastings paired with chocolate-themed food and beverages, a dessert bar, and samples from local wineries, breweries and distilleries. Attendees will receive a tasting passport to enjoy samples at each stop. The event will also include raffles, live music hour, a caricature artist, an outdoor courtyard, and opportunities to network with individuals from the dairy community and beyond.

"This is one of the 'must attend' events of the year, and it supports a great cause. It's a great event to meet with other folks that have similar interests in supporting our agricultural community, and specifically, the Dairy Excellence Foundation. It's a very enjoyable evening with great activities. Of course, the food is excellent as well," said Frank Campbell who regularly attends the event.

Approximately 375 people attended the event last year and helped support the Foundation's efforts to expose students of all ages to agriculture and dairy farming.

The cost is \$85 per person. Individuals who purchase tickets by May 1 will receive \$10 off each ticket. Additional discounts are available for group purchases of eight or more tickets.

To purchase tickets: Visit centerfordairyexcellence.org/toastdairy or call the Foundation at 717-346-0849.

To sponsor the event, email Jayne Sebright at jsebright@centerfordairyexcellence.org or call 717-346-0849.

Farm succession plans to be discussed in Butler

BUTLER, Pa. — A farm succession workshop will take place on April 16, from 9:30 a.m. to 3 p.m. at 625 Evan City Road, Butler.

Presented by PA Farm Link, industry experts will provide valuable information to farmers who want to ensure the farm is transitioned to the next generation.

Speakers and topics include:

- Legal considerations, Attorneys Robert L. Clark and Robert L. Clark Jr., Clark & Clark Law, P.C.

- Farm succession: Getting Your Financial House in Order, Phil Taylor, Horizon Farm Credit, business consultant

- Farm family communications and long term care and the farm, Darlene Livingston, executive director, PA Farm Link

Speakers will answer participant's questions, suggest next steps and a breakout session will be held.

Farm succession resource workbooks, Long Term Care and the Farm booklet, and lunch will be provided for all registrants.

Space is limited. This is a repeat of an earlier workshop which filled up very fast. Registration is required by April 9, and may be completed online at <https://pafarmlink.org/events/> or by calling (724) 541-0387. A \$10 registration fee will be required to hold your space and will be refunded at the workshop.

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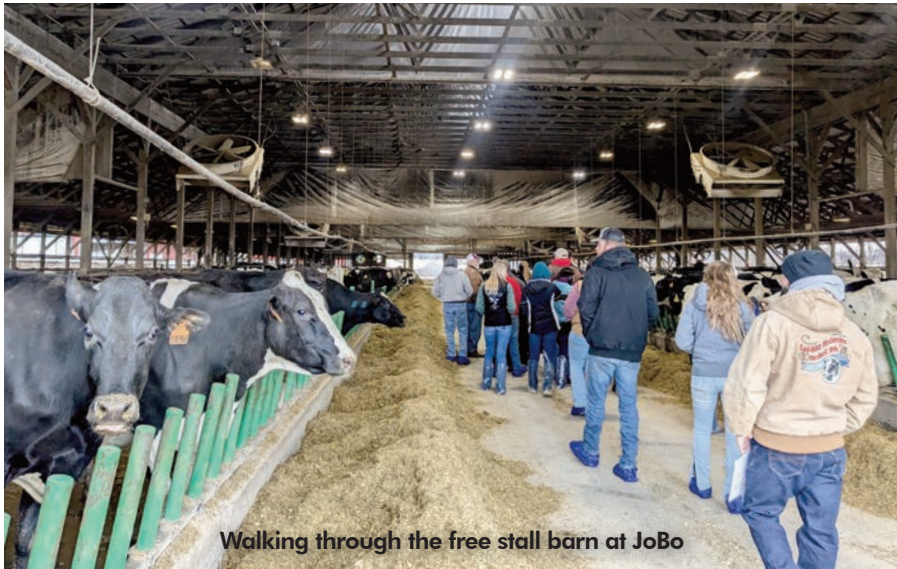


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The "Jubie" barn at Peace & Plenty

PHA convention tour provided enjoyment and inspiration

By EVELYN TROUTMAN
Special for Farmshine

GETTYSBURG, Pa. — The temperature outside was cold but the welcomes were warm as attendees of last month's Pennsylvania Holstein Convention in Gettysburg spent Saturday, February 8th, touring several nearby dairy farms.

The first stop was merely minutes from the hotel at JoBo Holsteins. The Hess family has been farming in Adams County since the late 1990s.

The farm's founders are John L. Hess and his wife Bonnie. Today, their operation is a partnership between the Hess siblings: Dale (Jenny), Josie, Joy, and the late John R. Hess, who lost his life in a farm tragic accident that same week.

Each of the siblings takes on a specific role on the farm. Many other family members help around the farm too. Despite reeling from the loss of John R. just two days prior, the Hess



Pleasant Echos' feed robot

family still pressed on and generously offered the tour of their farm as planned.

They farm 900 acres of ryegrass and corn. The JoBo herd consists of 1100 cows, most of which are Registered Holsteins, including Red & Whites and some Brown Swiss. Every cow is registered, and they take pride in pedigrees and good components.

Joy Widerman and her daughter, Ellie, spoke extensively about the cows in their herd and how good pedigrees and top components drive what they do. As the passing of John Hess was heavy on the minds of the attendees at both the convention and the tour, Joy, sister of John, shared: "Love what you do, love the ones you work with, and never take the days for granted."

The second stop was at Walk-Le Farm in York County, operated by Leroy and Brenda Walker and their family. Their farm is completely family-owned and operated.

The Walkers moved to their current farm
turn to page 17



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Pictured from left to right are Jackie Behr, 97 MILK marketing manager; Chris Landis, secretary; Earl Zimmerman, vice chairman; G.N. Hursh, chairman; and Nelson Troutman, who inspired the 97 MILK movement six years ago with a humble message on a wrapped bale of haylage.

Photo by Dieter Krieg

Quality defined 97 MILK meeting; encouraging comments shared

By DIETER KRIEG
Farmshine Editor

DURLACH, Pa. — Quantity and quality were the glaring realities at 97 Milk’s annual meeting held here on Tuesday, March 25 at the Durlach-Mt. Airy Fire Hall in northern Lancaster County. Too many seats were empty on this sunny, early Spring day.

However, if quality matters, as it surely does, then this may have been the best-attended meeting ever. The audience included representation from numerous agribusinesses and banks, several politicians, Pennsylvania Farm Bureau, and three weekly

newspapers — including the *Farm & Dairy* publication from Ohio. In fact, no fewer than six newspaper reporters were in attendance.

Also worthy of note was that a couple of “regulars” showed up, namely Duane Spaulding and Jay Hoyt, the “dynamic duo” who drove for over five hours from New York State to attend the meeting. Jay, in fact had an even longer drive, being from Fort Ann in Washington County, N.Y., 100 miles northeast of Cobleskill. He joined Duane for the ride, as did Ann Diefendorf of Cobleskill. Ann, a dairy farm wife and long-time DHIA tester has made a name for herself as a passionate painter of 97 MILK messages.

The world LEGALIZE on her bales has turned out to be the most effective, she shared in her comments before the group. Why?

Because parents all over the country are unaware that federal law made it illegal to serve any kind of milk other than skim to children in public schools, courtesy of the Obama Administration and then USDA Secretary Tom Vilsack. That was a dozen years ago. President Trump attempted to reverse the ruling during his first administration but succeeded only with 1% milk.

LEGALIZE WHOLE MILK in SCHOOLS, with a reference to look up 97 MILK for more in-

formation was a message that caught attention and sparked action. Today’s political observers are optimistic that legislation will be passed this year to annul the deliberately misguided mistake from a decade ago, which also affects any and all institutions that receive federal money, including hospitals, military bases, colleges, universities and more.

97 MILK became an organized milk and dairy education movement in 2019 and is entirely run by volunteers, noted Jackie Behr, who has shepherded the group’s digital presence since the beginning. For free.

As at previous meetings, she passionately reviewed the progress that has been made. And she also noted that the work is far from finished and that more volunteers are needed to keep the messages and related activities coming. Funding is also essential.

97 MILK Board Chairman Glenn Hursh called the meeting to order at 9:35 a.m. followed by brief reports from officers and then the encouraging comments from “heavy-hitters” including Chris Hoffman, president of the Pennsylvania Farm Bureau; Duane Spaulding, Jay Hoyt, Ann Diefendorf, and Nelson Troutman, the Berks County dairy farmer who started it all a little over 6 years ago.

Enough information was shared to keep relevant articles coming for the next several weeks. Please look for them.

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Walk-Le's unique free stall barn

PHA tour from page 15

about 30 years ago. They farm 350 acres of corn, triticale and grass hay and milk 300 cows. The family is into the showing business, but they strive to breed cows that produce quality milk in addition to having attractive features.

Leroy pointed out their free-stall barn was built in 2010, saying: "This free-stall barn isn't like anything you've ever seen before." The Walkers designed the barn to be birdproof. This unique feature is possible due to the two garage doors on either end that remain closed, the insulated ceiling, and well-enforced wiring along the sides of the barn.

The third stop brought the group to Peace & Plenty Farm in Carroll County, Maryland. Gus and Lisa Schwartzbeck, along with their sons Austin and Davis own and operate this

250-cow dairy farm. They milk their cows twice a day and are looking to make some updates to their nearly outgrown facilities.

Austin mentioned the milk truck every day to empty the very full bulk tank. Their milk goes to Maryland & Virginia Milk Producers Cooperative. Premiums from the cooperative essentially paid for their dry cow barn that was recently constructed.

The Schwartzbecks enjoy showing and pedigrees, and they are most well known for "The Jubie Family." Peace & Plenty Atwd Jubilant is a cow that this family is proud of. Jubie has 54 daughters and 10 sons. When asked about why she is special, the Schwartzbecks are quick to say that Jubie has done well for them and continues to do well for others. This cow is the reason the Schwartzbecks' new calf barn is named "The Jubie Barn."

The final and shortest stop of the day was at Pleasant Echos Farm with the Stam-

baugh family. Barney and Debbie Stambaugh, along with their children and their spouses, own a dairy farm, along with a few other side businesses. They milk 150 cows that are housed in a bedded compost free-stall barn.

Calving season was in full swing for the family. In addition to milking cows, the Stambaughs have a fertilizer business, providing custom spreading and spraying services and mixing various solutions when needed. They farm about 4000 acres and also do custom harvesting.

The entire tour was thoroughly enjoyed and appreciated by approximately 80 convention attendees. It was a great day to spend with Holstein enthusiasts. A special thank you to each one of these dairy farmers who made it a priority to welcome Pennsylvania Holstein Association members.



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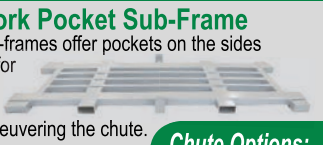
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Perplexing production report and other market puzzle pieces

The February milk production report was a bearish surprise last Friday, March 21. For starters, USDA pegged total U.S. production at 17.7 billion pounds, up 0.9% when adjusted for 2024's extra Leap Day. The head scratcher is the report's tally of milk cow numbers at 9.41 million head – up 62,000 head from a year ago and 15,000 head more than the previous month. This, in the face of a well-documented shortage of replacement dairy heifers.

Analysts chalk this up to reduced culling. Dairy cow slaughter is said to be nearly 90,000 fewer head over the first two months of 2025. With slower culling and the continued production impacts of bird flu on dairies in the top milk producing state of California, it's no surprise that milk output per cow is not growing.

But these cow numbers? Yes, it is difficult to imagine how they could grow at the level this report suggests, even when considering reduced culling. You see, cull dairy cow prices are pretty high right now also, and the pool of dairy cattle has been declining since 2022. We have to remember that the milk cow numbers on the USDA production reports have not aligned with heifer numbers in inventory reports nor culling rates over the past two years – since early 2022.

Ever since 2022, we see the USDA World Supply and Demand Estimates (WASDE) come out each month contradicting the month prior as to more cows, less cows, more output per cow, less output per cow, back and forth, to and fro.

What's the deal? I'm looking into this more closely for next week's Milk Market Moos. Meanwhile, one thought that comes to mind is that today's huge consortiums of multi-site investor dairies, such as Riverview in the growth area of the Central U.S. where all the big new cheese capacity increases are happening, have their own closed-loop heifer replacement deals. They move calves from dairies to their own beef and dairy calf ranches in the Southwest, then on to freshening units as two-year-olds and back into the mainstay milk production units after they've transitioned.

Are these heifer numbers sufficiently counted in today's USDA surveys? Is there parallel growth occurring alongside the open market for replacements? Certainly today's market prices for milk cows and replacement dairy heifers indicate a tight supply vs. demand, but do the numbers include large companies with total in-house replacement production out-



Milk Market Moos

by Sherry Bunting
agrite2011@gmail.com



side of the market?

Another change since 2022 is the year-on-year growth in the importation of milkfat – especially whole milk powder. And then there is the scaling of a company making so-called 'carbon butter' by heating up captured carbon dioxide and hydrogen and oxygen (practically water) working with big buyers and targeting the food and bakery ingredients markets. This is vaguely reminiscent of the 'water butter' discovered in checkoff-funded research at the National Dairy Research Institute at Cornell University, which was reported in the *Cornell Chronicle* and covered in an August 2019 edition of *Farmshine*.

That 2019 research paper became a story on social media, television, and print media as the discovery of "a new process to produce a buttery spread that is 80% water and 20% oil, with "miniscule" amounts of milkfat."

The trouble was that dairy farmers paid more than \$80,000 to fund the research under the project designation of "Nutritious Spreads." The second phase of that research was expected to discover how to add milk protein or plant protein, flavors and vitamins to the butter lookalike, perhaps as future market for milk proteins? We've not heard a word about it since, and all of that information at the Institute's website has been removed.

In my opinion, this is where we go wrong – with big ideas of innovation to pave the food industry highway thinking farmers will get a ride while the un-natural ingredients come in and make a play. We think we can control where innovations go, how they develop, and who benefits. So we end up with more highly processed food ingredients that compete with what real cows deliver, and a lid gets put on a strong price for sustainable family farms.

At the risk of being repetitive, it's like I said last week: Will consumers buy it? Do they really want ultra processed butter made from heated and chemically altered carbon dioxide and water? Time will tell. But one thing is clear: People really do love cows! They love hearing about cows, seeing cows, learning about cows. Most people don't buy the methane lie, and that's what it is, a lie, because it pretends the carbon is new when in fact cows recycle EXISTING carbon.

As grassroots dairy farmers, you have the best story, the most natural product, and the consumer's trust as well! Let's keep it REAL, folks!

Milk futures mixed, Class III higher

With the June and July Class III milk futures contracts at \$17.28 and \$17.84, respectively, the big question I am getting from dairy farmers is this: "Is the approximately \$1.00 increase in the 'take allowance' on Class III products to be implemented by USDA June 1 already figured into this futures

board? Or will that come off in addition to these market drops? (I credit Massachusetts Holstein breeder and former Holstein Association, USA president Gordy Cook with the alternate name which perfectly describes the deduction it will be). Are the new 'take allowances' valid? Who knows, there are no mandatory audited surveys of processor costs limited to just the bulk commodities on which farmer price formulas are based – not

all of the other products that are not factored into farmer prices. The value-add products need to be cost-covered with consumers, not producers. Either way, a make allowance is a take allowance in the respect that it is a deduction from farmer milk checks. However, it is built into the formula instead of being seen as a line item on the milk check.

Milk futures were mixed this week with Class III contracts advancing while Class IV retreated further. The April Class III milk futures contract had slipped into \$16 territory Monday before recovering back into the low \$17s Tuesday. On the close Tuesday, March 25, Class III futures were 5 to 25 cents higher across the board, except June and August were steady.

This pushed the 12-month average Class III milk futures price back up at \$18 flat, which is 9 cents higher than the 12-month average on the prior Wednesday. Meanwhile, the 12-month average for Class IV contracts lost 7 additional cents, averaging \$18.45. The loss was mainly on 2025 contracts with Nov. 2025 through Feb. 2026 unchanged vs. a week ago.

CME spot dairy markets turn higher, U.S. still far below global indexes

The dairy product spot markets on the CME turned last week's red sea into a sea of green on everything but nonfat dry milk.

Spot cheese prices gained back some of their 34% discount below global prices. The advance came just ahead of the USDA Cold Storage Report Tuesday afternoon, March 25, showing total cheese inventories down 5% below year ago with American style cheeses down 6%. The gap keeps narrowing, but the good news is that cheese inventories are not accumulating and product is moving. Dry whey also picked itself up off the floor this week.

Meanwhile, on the Class IV side, butter showed some strength ahead of the Cold Storage Report that ultimately showed butter stocks up 3% over year ago at the end of February, but this is a more narrow year-on-year end-of-month comparison compared with what we saw at the end of January.

With the extra Leap Day of production and consumption last year, it appears that cold storage butter inventories have not added to the year-on-year surplus we've seen for months. Additionally, Federal Milk Marketing Orders reported butterfat percentages that were 0.01 to 0.07% less in February vs. January, although farms continue on-trend producing more fat vs. year ago.

On Tues., March 25, the 40-lb block cheddar price was pegged at \$1.64/lb, up 4 cents from the prior Wednesday with 25 loads trading across four days. The 500-lb barrel cheese price moved 7 cents/lb higher at \$1.6350/lb with 12 loads changing hands. The dry whey price gained 4 cents with just 4 loads trading over 4 days, pegged at 51 cents/lb on Tues., March 25.

On the Class IV side, in the face of a whopping 43 loads trading over 4 days, the spot butter market gained 2 cents at \$2.3175/lb. Nonfat dry milk dropped a penny and a half at \$1.14/lb with 13 loads traded.

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DAIRY COW & HEIFER SALE

WEDNESDAY, APRIL 2ND • 10:30 A.M.

Mature cows, recently fresh, milking 100+ lbs. w/low SCC are wanted! Good-uddered fresh heifers & young cows bring a premium.

All sizes of quality Holstein heifers are wanted. A.I. sired w/birth dates bring a premium!

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.

UPCOMING SPECIAL SALES:

Monday, March 31st, approx. 1 p.m. Billy Howard sending load of draft horses. Acclimated, ready for spring work.

Friday, April 4th, 6 p.m. Feeder cattle sale.

Monday, April 7th, approx. 1 p.m. Billy Howard sending load of draft horses. Acclimated, ready for spring work.

Wednesday, April 9th, 10:30 a.m. 70-cow tie-stall herd averaging 82 lbs. 18 cows milking 96-128 lbs. 35 head due May-September. (See next week's dairy ad for more info).

Saturday, April 19th, starting 8 a.m. Special Easter Horse Sale. Catalog closes Thursday, April 17th at 5 p.m.

Sale Managed By
New Holland Sales Stables, Inc.

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3 Dairy Equipment

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10 FRESH, REG. HOLSTEIN heifers. Good genomics. \$3000 each. Pen-Col Farms, Millville, Pa. 570-380-3456.

6 Dairy Bulls

10 MONTH OLD JERSEY breeding bull. Call 724-866-9459 for more information. (5/2)

REG. HOLSTEIN BULL. A2A2, proven breeder. Born 12/22/23. \$4250. Martin-Dale Holsteins, Lancaster, Pa. 717-445-6548. (3/28)

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

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

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

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

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7 Semen, Embryos

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9 Equipment & Machinery

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400 BALES OF 1ST cutting baleage, about 100 bales 2nd cut baleage, 4x4 wrapped round bales mixed grass. Wayne Co., Pa. Call Wade at 443-240-5785.

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SINGLE MAN LOOKING for work on dairy or other farm. Pa., N.Y., other states. Housing needed. Call 717-816-9693.

FAMILY LOOKING FOR dairy farm to rent. 717-821-5485.

22 Help Wanted

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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)

23 Pets

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REG. BORDER COLLIE puppies-1/25/25. Reds/blacks. Trial winning grand sires. Sire expertly trained, trial ready, from imported stock. Mother generations of working stock dogs. Calm, excellent manners. 570-495-3538. (3/28)

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

24 Seeds

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 Posthaven Absolute Sasy 3E-96 EEEEE 11Y 6-10 365 44091 4.2 1859 3.5 1536 • Res. Grand (1st Production Cow) NY Holstein Show 2022 • Res. Grand Ch Jr. Show (1st Aged Cow) N. American Dairy Show OH 2020 A family favorite on the farm! An opportunity to own one from Sasy – 3 milking age dtrs sell. A fancy Unix VG-87 @ 2Y on service to Altitude; VG-86 @ 2Y x Showtime on service to Rifle-Red; a R&W VG-85 x Unstopabull due in June, and her heifer x Commissioner on service to Rifle-Red all sell.	 Posthaven Corvette Shiller 2E-94 EEEEE 6Y 6-03 365 47,063 3.0 1427 2.9 1361 Her bred heifer dtr. sells x Sidekick; gr'dam Sasy! Another chance to dig into this great family! Managers Note: Posthaven is known for breeding great high type cows w/ perfect rumps, great feet & legs and even better udders. On April 12, that is exactly what you will see on display in Hobart. Come help us celebrate an incredible breeding establishment. They are some of the most honest and dedicated breeders in the State of N.Y.! Cows are fed corn & haylage mix & top dressed with grain. Go out to cover barnyard and eat at bunk with headlocks & pasture. All lactating cows will be tested neg. for Avian Flu. All animals will be inoculated against shipping fever and preg. checked prior to sale. Something here for everyone!	 Posthaven Hank Creampuff 4E-94 EEEEE 12Y 8-11 365 46,376 4.0 1861 2.9 1337 Several family members sell. One that you don't want to miss: Carmela EX-92 EX-94 MS @ 3Y x Alligator just fresh in Jan. and looks great, dam VG-87, 2D: 2E-92 Creampie – sells, 3D: Creampuff 4E-92. Creampie 2E-92 sells x Gold Chip on service to Atwood.	 Posthaven Advent Becca-Red 5E-94 EEEEE 15Y LT 246,480 11,711F 8600P Selling her R&W dtr. x Altitude VG-85 @ 2Y on service to Rifle-Red, 2D: GP-84, 3D: VG-86, 4D: EX-90, 5D: VG-88, 6D: Pineyvale C Matt Strawberry 4E-96, 7D: 2E-90. Also a gr'dtr EX-90 @ 5Y x Hypnotic on service to Rifle-Red milking over 100#/day. 10 descendants sell from this family – sired by Altitude, Apple Crisp, Dempsey plus more.
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Must be registered prior to sale. Any purchases online must make payment within 5 days of sale.

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(717) 816-6082

Area-wide

Tyrone, PA

Dave Russell
(814) 935-2640

Watsontown, PA

Don Sanders
(570) 713-4393

PA Warehouse

Lititz, PA
(717) 581-1558