

Ayrshire breeder is fourth Marylander to receive the honor

David Patrick selected for McKown Master Breeder Award

WOODBINE, Md. — David Patrick of Maple Dell Farm, Woodbine, is the latest Marylander to receive the Robert "Whitey" McKown Master Breeder Award. Of the 14 times it has been bestowed, four found their honoree in Maryland, a state far down the list for number of cows, but always at or near the top for high quality dairy cattle, no matter what the breed.

Previous winners from the Free State were:
• Spring Valley & Heath Jerseys, Westmin-

- ster, Md., 2023;
 Palmyra Farm, Hagerstown, Md., 2022;
- Windsor-Manor Holsteins, New Windsor, Md., 2012;
- Worthy of mentioning too is Windy Knoll View Holsteins of Mercersburg, Pa., recipients of the first McKown Master Breeder Award in 2009. Jim and Nina Burdette are Marylanders who moved to southern Pennsylvania.

Outstanding dairy cattle breeders are recognized with the award, given annually since 2009 except 2020, due to Covid. Winners of

the prize embody attributes associated with the Klussendorf Award including character, ability, endeavor, and sportsmanship. David Patrick and his family are distinguished for their success in breeding excellent Ayrshires and the positive image they've established for agriculture in their community.

Family, tradition, and love for the Ayrshire breed are pillars of Maple-Dell Farm of Woodbine, Md. The genera-

tional farm owned and operated by David and his wife Ann, along with their two sons Mike and Denny, and a grandson, Derek was selected by the Klussendorf Association as this year's recipient of the award.

The dairy farm's beginnings date back to 1928. However, it wasn't until 1941 that David Patrick's father bought him two Ayrshire calves which sparked a passion and love



David Patrick

now farms 1200 acres, milks 165 cows, and raises over 160 heifers in the same location where it all began. The herd has been production testing for over 60 years and classified for 40, with the ultimate goal of getting productive cows with solid feet and legs and high scoring udder traits.

David and Ann were ter Procedure by the Aurobice

for the breed. Just 14 years

later, the two calves had de-

veloped into a herd of 45 reg-

istered Ayrshires. The family

named Master Breeders by the Ayrshire Breeders Association in 2010 and have earned 14 constructive breeder awards for the herd's outstanding production and type.

For decades, the Maple-Dell herd has set a high bar for the Ayrshire breed. Over 100 cows in their herd have been classified as Excellent, with one cow scored at 95 points. Several cows with the Md-Maple-Dell prefix

have been awarded prestigious titles, with 17 All-Americans, 18 Reserve All-Americans, and multiple cows ranking on the Cow Performance Index (CPI) with high lifetime milk production.

Maple-Dell Farm is widely recognized for producing high-profile cattle, the most recent family line being the "D's", leading with Maple-Dell Zorro Dafourth. The iconic cow was named grand champion at the 2006 All-American Dairy Show and reserve grand champion that same year at the World Dairy Expo.

Following four generations, cows produced from her family line have ranked at high levels on the CPI cow list. The breeding line has also produced accomplished bulls seeing that three bulls from the family, Maple-Dell Modem Drew, Maple-Dell Modem Diego, and Maple-Dell O Dixon, have all had active A.I. usage.

Another well-known cow of the Maple-Dell herd is Maple-Dell Hi-Kick Sweet Pea,

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We sincerely thank God and also all of you for 45 years

By DIETER KRIEG Farmshine Editor

This edition of *Farmshine* concludes 45 years of publishing a weekly newspaper for dairy farm families. Started on September 1, 1979, I never dreamed of this milestone or any other related to this weekly effort. It was always one week at a time and one page at a time.

So here we are today, 2340 weeks after a very fragile and uncertain start, grateful as ever for the enjoyable mission and the countless friends we've made.

As we commemorate 45 years of *Farmshine*, we thank God, our readers, advertisers, staff and contributors. We have been blessed and it could not have happened without any of the above.

While 45 years is not necessarily a long time to be in business, it is longer than many small businesses survive these days. I like to think that we're still here not only because we filled a need but also because we fit into the dairy business by virtue of background, education and reciprocating support.

You have helped to support us and we have tried through the years to also support you. That's really our purpose in the first place. But beyond giving you a communications tool, *Farmshine* has probably sent more money back to the dairy industry than any other farm publication serving the area.

Our donations have ranged from several thousand dollars given to the initial Ag Arena Project at Penn State to annual scholarships. To celebrate our 10th anniversary in 1989, we started an endowment fund at Penn State to help incoming students with their education.

Many thousands of dollars were earmarked for dairy and milk promotion — at first through billboards and more recently through direct donations to 97 Milk, a truly very worthy cause.

We've monetarily supported national breed conventions held not only in Pennsylvania, but throughout the region. We have supported the All-American Dairy Show in Harrisburg throughout our existence. And we've donated to numerous other shows, award programs, banquets and dairy princess programs as well.

Why do we do this? Because giving is the sweetest piece of the "pie" and it "tastes" good. You have been good to us; it's only fair that we reciprocate. We are pleased to be able to do our part in supporting worthwhile causes within our mutually shared spheres of interest and influence.

None of this would have been possible without your support because in reality, the donations we make are rooted in your profitability. We survive together; not apart.

Another example of your support are the numerous dairy breed associations that have chosen to provide their respective members with subscriptions to *Farmshine*. That didn't happen because yours truly was smart or clever; it happened because those folks cared and saw value in what we were making available.

Thank you too for the countless appreciative letters, cards, calls and emails we've received through the years. At times, it's been those very comments that kept us going because incoming cash surely wasn't enough to do so. Nice letters lifted my spirits and my will to keep going. They were — and still are — priceless.

I'm very thankful for the friends we've made. And when you come right down to it, that's the best benefit of being part of the dairy community. You have given us a sense of belonging; being appreciated; being one of you. Surely that kindness kindles a steady desire to want to be a part of the industry.

Looking back at the decades gone by, I need to acknowledge the encouragement and support of scores of people, including the very pillars of our industry such as Horace Backus, Don Seipt, Jack Remsberg, Obie Snider, Art Nesbitt, Johnny Morris, John Rodgers, Fred Hendricks, Dave Kjome, Bill Nichol, Dick Witter, Whitey McKown, Arden Tewksbury, Patsy Gifford, Hope Scott, Ron Eustice and the man sharing this week's front page, David Patrick, just to name a few.

Our most loyal, continuous advertisers over all these years deserve recognition. They are Agri-King and Morrissey Insurance. George DeLong and Bernie Morrissey both volunteered their advertising support weeks before the first edition rolled off the presses.

Not to be overlooked is Lew Ayers, a for-

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CDE offering free signs to dairy producers

HARRISBURG, Pa. - To help mitigate the spread of Highly Pathogenic Avian Influenza (HPAI) across the Pennsylvania animal agriculture industry, the Center for Dairy Excellence has new outdoor signs available. The "No Trespassing - Biosecure Area" signs are designed for outdoor use to help dairy producers implement biosecurity protocols and communicate with visitors at the entrance of their farm or barns. The Center is mailing these signs to individuals at no cost while supplies last.

Each sign includes the following message:

- Visitors Stop No Trespassing Biose-
- Please call before entering. Do not enter the property without prior approval, no ex-
- Any visitors found entering the property without prior approval will be considered
- The signs include Spanish and a place to write a primary and secondary contact person's phone number.

The signs are weather-resistant with PVC material and include four grommets to help display them on the property. To request a free sign, visit www.centerfordairyexcellence.org/no-trespassing-sign or call 717-346-0849. To request signs in bulk, email Allen Hess at ahess@centerfordairyexcellence.org.

The Center also has Everyday Biosecurity Kits available for dairy farms at no cost, which include booklets, signage, visitor signin sheets, posters and additional printed resources to aid producers in developing biosecurity plans for their operations. Visit www.centerfordairyexcellence.org/biosecurity-kit or call the Center at 717-346-0849 to request a kit.

As the dairy industry learns more about HPAI and how it is affecting dairy cattle, the Center for Dairy Excellence will continue to share updates from the Pennsylvania Department of Agriculture and other federal organizations during monthly Dairy Industry Conference Calls. These calls are typically held on the second Wednesday of every month.

Visit centerfordairyexcellence.org/newsletter to sign up to receive email updates and be notified about upcoming calls. Visit www. centerfordairyexcellence.org/hpai-industrycall to view recordings from previous calls.



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Dairy margin relief ahead, but for how long?

Feed cost risk management explored as \$3 corn and \$20 milk offer windows of opportunity

By SHERRY BUNTING Special for Farmshine

HARRISBURG, Pa. — "When we have \$3 corn, we generally don't see \$20 milk," said Kathleen Noble Wolfley, noting this is where we are now for the next few months with some opportunities to manage margin risk down the road — at least on the feed side.

(Author's note: On the milk price side, the 2025 CME milk futures are largely sidelined at the moment in anticipation of USDA's proposed hike in processor make allowances that would drop Class III by about \$1.00 per hundredweight if implemented early next year.)

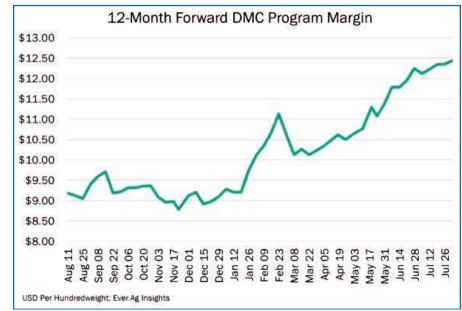
"Relief is on the way for feed prices, and we are talking about \$20-plus milk prices through yearend on Class III, \$21-plus for Class IV. With that in mind, when we have high margins, it does tend to bring on a little more milk," Wolfley cautioned.

Wolfley, along with Bryce Windecker, both with EverAg, were featured in the 'Read of the Feed Market' edition of the Center for Dairy Excellence monthly protecting your profits webinar, recently.

Wolfley is a dairy market analyst, agent, and broker, helping commercial clients and producers understand market dynamics and price risk. Windecker works with dairies to manage milk and feed price risk, and he works with grain farmers too. Both come from a dairy farm background, Wolfley from a dairy in Western New York, Windecker from a dairy farm in Central New York.

They gave a bullish outlook for dairy, tempered by the cautionary tale of history.

"In the environment of lower corn prices, we don't often see higher milk prices sticking



The Dairy Margin Coverage (DMC) margin has increased \$3.50 per hundredweight over the past 12 months. This is expected to keep going higher, at least for the next few months. Managing price risk is explained as a way to preserve a profitable margin in the face of unexpected risk as markets can and do change. Today's milk and feed markets have many local, national, and global factors.

around," said Wolfley.

Just 10 days after the webinar, October Class III milk futures topped \$23 for October and over \$22 for November and December, but there's nothing doing after February 2025 on the CME board.

"I don't know if we can sustain high milk and low feed for a super long time," Wolfley suggested, acknowledging that milk markets are different today.

She factors-in the historical trends, showing a chart illustrating that in the 25 years since 2001, corn prices averaged between \$3

and \$4 per bushel in 105 months. In those 105 months, the Class III milk price averaged \$15.91 and only topped over \$20 in 12 of the 105 months (11% of the time.)

(Author's note: What may be different this time is the tight supply of replacement heifers keeping milk supplies tighter, perhaps longer, than would otherwise be the case when the milk price over feed cost margin increases.)

CDE risk management coordinator Valerie Mason-Faith reviewed the last five years of

milk price data and trends by comparing the month of June from 2020 through 2024, sharing supply factors on the milk side of the margin before Wolfley and Windecker honed in on the feed side of the equation.

They discussed how to break down the feed cost into the national and global impacts reflected in the CME futures price -- plus-orminus the basis that reflects local market dynamics -- to arrive at a cash price for corn, soybean meal, and other ration ingredients like canola.

Viewing a chart of the U.S. All Milk prices for the month of June in the past five years, Mason-Faith demonstrated the rollercoaster.

June 2021 was just 30 cents higher than the June 2020 price at a margin-busting \$18.40 and \$18.10, respectively. Then June 2022 saw a 46% increase – up \$8.50 per hundredweight (cwt) – from 2021 at \$26.90. What went up came down the next year by 33%, a \$9/cwt decline to \$17.90 in June 2023, followed by a 27% increase of \$5.00/cwt to \$22.80 for June 2024.

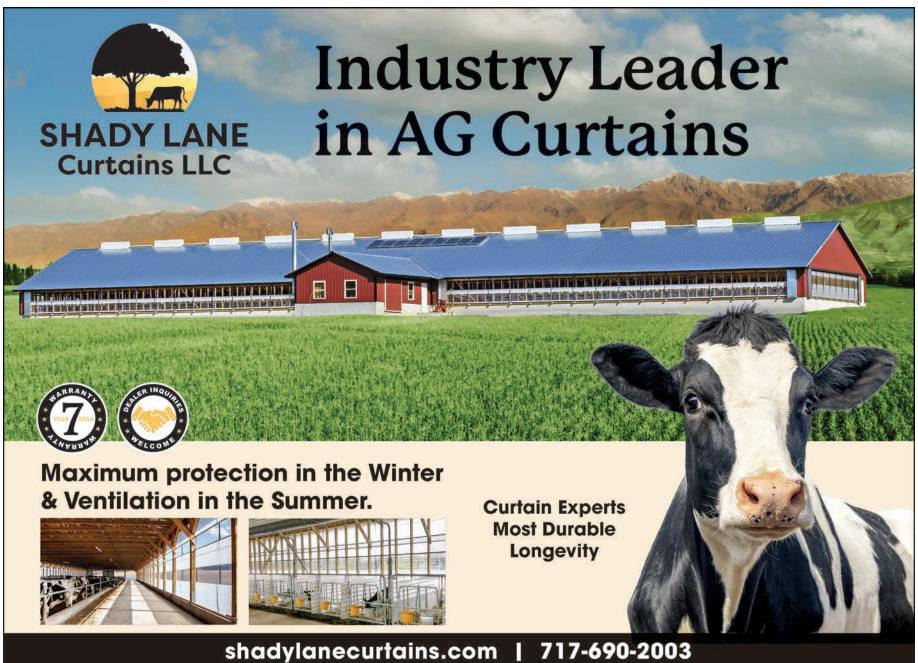
The 5-year snapshot for milk production showed similar dynamics, with June 2024 being the lowest of the five years in U.S. milk production.

On the dairy commodity side, 2024 nonfat dry milk production has been the lowest in at least five years, down 28% from 2023 in June, alone. Cheese production lagged the 2022-23 highs, and butter production has increased.

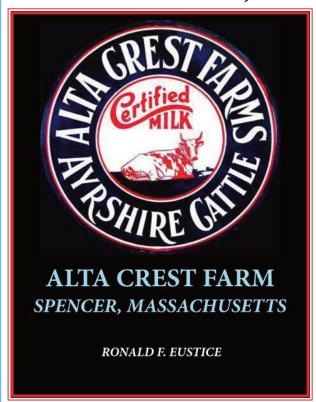
In Pennsylvania, the milk production trend is lower as milk output per cow is "fairly consistent" while cow numbers have fallen over the past five years.

With that backdrop, Wolfley pointed to the opportunities as feed markets have come

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Burnsville, MN 55306 Email: reustice@gmail.com ALSO AVAILABLE AT AMAZON.COM The story of Alta Crest Farm began soon after Arthur Sagendorf, completed his formal education at Cornell University. He purchased his first Ayrshires in 1910 and for thirty-seven years was widely known for some of the Ayrshire breed's finest cattle. Sagendorph built the Alta Crest on the outstanding cattle imported from Scotland and Canada.

It was Arthur Sagendorph's policy to add superior males and females from the best herds herd to complement his already superior herd. Alta Crest Ayrshires excelled in milk production. As early as the 1920s, it was not unusual for a cow to surpass 100 pounds of milk in daily production. In 1947, an Alta Crest-bred cow, Alta Crest Jonquil became the Ayrshire breed's national champion producer. The cattle were shown at leading fairs as far west as Minnesota during the 1920s and captured many prizes and championships. For more than three decades Alta Crest breeding stock were in strong demand nationwide and many leading herds were headed by an Alta Crest-bred herd sire. Arthur Sagendorph passed away in 1946 and it became evident to his heirs that it was time to close an important chapter of Ayrshire history.

The Alta Crest herd was sold in a milking herd dispersal on September 22, 1947. Over 100 head including 85 cows and first calf heifers were dispersed to herds nationwide. In 1949, St. Joseph's Abbey, a community of Roman Catholic Trappist monks purchased Alta Crest Farms and converted it to a monastery.

Ayrshire Breeders Association streamlines operations through collaboration with HAUSA

BRATTLEBORO, Vt. – The Ayrshire Breeders' Association (ABA) and Holstein Association USA (HAUSA) have announced a collaboration aimed at enhancing operational efficiencies and member services for Ayrshire breeders across the U.S.

HAUSA will provide managed services for ABA, assuming responsibility for ABA's day-to-day functions and services, and working with the ABA Board of directors to execute the organization's objectives of promoting and advancing the Ayrshire breed, according to a letter to ABA breeders.

"We are excited for this opportunity to work with Holstein USA to facilitate our office operations and to take care of the needs of Ayrshire breeders," said Rhonda Winkler, ABA president. "HAUSA's operational support will strengthen our ability to serve our members and promote all of the Ayrshire breed's unique qualities."

"Cultivating strong partnerships within the dairy industry is crucial for fostering innovation and advancing our respective breeds," said John Meyer, HAUSA CEO. "Holstein Association USA is honored to collaborate with the Ayrshire Breeders' Association, leveraging our expertise to deliver value and support the success of Ayrshire breeders nationwide."

HAUSA Senior Manager of Classification Operations Amy Fletcher was named ABA's operations manager. A 14-year employee of HAUSA, Fletcher will continue those responsibilities alongside her role with ABA.

The ABA and HAUSA are actively working on this transition with plans to fully integrate operations by Sept. 1, 2024.

The new ABA address is: Ayrshire Breeders' Association, PO Box 826, Brattleboro, VT 05302-0826; Phone number: 800-952-5200 ext. 4085

Book purchase helps fund a worthy cause

HARRISBURG, Pa. – To help support students who are pursuing future careers in the dairy industry, Dr. Charlie Gardner, a former dairy veterinarian and consultant who works with many Pennsylvania dairy farm families, has published a book with proceeds now supporting the Dairy Excellence Foundation.

Titled *The Blessed Life of a Cow Doctor*, the book features memoir-style stories from Dr. Gardner's time as a dairy veterinarian. With every \$25 donation to the Dairy Excellence Foundation, individuals will receive a copy of the book and proceeds will support the Foundation's youth development programs.

"Over the years, my interest in storytelling has only grown stronger. This is

what led me to write a book about my life and career as a dairy veterinarian. I've included a lot of true stories and reflections, and I could think of no better way to support the fine work of the Dairy Excellence Foundation than through the proceeds from this book," said Dr. Gardner, the author of the book and a consultant who works with the Center for Dairy Excellence.

"The Foundation's youth development programs have reached more than 25,000 students last year, and these programs make a lasting impact on students who are eager to make a difference in the dairy industry," added Dr. Gardner. "The Foundation works to ensure our youth have opportunities and a path forward to pursue careers they are passionate about in the Pennsylvania agriculture industry."

To read an excerpt from the memoir and make a \$25 donation to the Foundation to receive a copy of Dr. Gardner's book, visit www.centerfordairyexcellence.org/book-donation or call 717-346-0849. Books will be shipped approximately four to six weeks after making a donation.

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45 years

from page

mer vo-ag teacher at Ephrata High School who became our long-time advertising manager. Way back in 1978 while we were both attending the FFA Convention in Kansas City, he said: "Dieter, if you ever start your own paper, I'd like to sell the ads for you." And so he did; most successfully so.

Last, but surely not least, gratitude is extended to family, staff and contributors. Our team is small but what we lack in numbers is made up for through a strong commitment to do our best and stay in the game. It does take a team for sure; thank you all!

As we look ahead now, we pray that we may continue to be of service to you for years to come. We thank you for your gracious kindness and generous support. Most of all, we thank God for making it all possible through an endless stream of blessings, the more crucial of which are good health and safe travels.

We wish those gifts to you as well. Thank you and God bless.



Dairy margin

under quite a bit of pressure the last few months.

"If realized, the current futures prices would be the lowest corn prices since 2020," she said.

"Outside of the Midatlantic region, the crop looks really great, but there's still some weather risk ahead," she said, observing that the I-States have a corn crop rating that is beating the five-year average. Early estimates from the start of crop tours suggest USDA could be nudging yields higher.

The picture is similar for soybeans, with perhaps more weather risk. A hot and dry period over the next few weeks would not be great while pods are filling.

"The reason these prices have dropped in the last six to eight weeks is it looks like both corn and soybeans will be big crops, and this doesn't include what South America has. They've only added acres," Windecker observed.

"Don't sleep on Mother Nature. The market knows, and the world knows, a good crop is coming. A lot of grain producing sellers have not forward contracted some of their old crop and their new crop is not committed. We could be seeing good buying opportunities because sellers have a good crop in the field and old crop in the bin, so they'll have to take some of each to town," he explained.

Exports have lagged the five-year average, but Windecker sees interest picking up from China to purchase from the U.S. "We're the cheapest corn and soybeans in the world right now, so we will get more looks in the coming months and at harvest."

Ethanol production is healthy, above the five-year average since May. This is not enough to make a big dent in a big crop, but it could keep basis a little more elevated near plants, according to Wolfley.

With more ethanol production comes more DDGs, which means more availability to dairy feeders at fairly good prices.

The protein basis, she said, remains firm as North America grows crush capacity for soybeans.

"Theoretically, this should mean more available soybean meal for feed users to move basis a little bit lower," said Wolfley. "But with near term weakness in soy oil markets, crush margins are ratcheting down, which could affect soybean meal basis."

"The soy oil market is long; there's lots of product out there," added Windecker. "Crushers won't make more oil than they have to. This would constrict the basis, so people are booking to deal with the basis."

The canola market is also under downward pressure from



Bryce Windecker



Kathleen N. Wolfley

a global view, but the impact of basis comes into play with labor strikes at some Canadian crush plants and the Canadian railway workers strike.

"Yes, there's a big crop, but it has to be crushed and delivered to have the meal available, so these logistics could add premium to basis," Windecker said. "If you feed canola, most of it is coming from two crush plants in Ontario and Quebec. It works well in rations for the amino acid profile, but it may be time to discuss other options if this becomes too difficult to procure or at what price point."

When managing the upside risk on feed costs, basis will add or subtract from the CME price, by variables affecting the local market, such as feed mill operating margin, freight cost, different commodities pushing and pulling on each other, unloading mechanism, auger vs. dump, and local supply and demand.

Wolfley gave an example: "As you get into the Southeast, there are a lot of chickens and not as much land, so the corn basis is higher. In the Midwest, the soybean meal basis is lower than the CME because there's so much close by, and they need to get rid of it."

Dairy producers can "manage each part of that (price) individually. Every vendor is different. Most can do basis-only contracts and then price the CME later, or book the whole thing together at a flat or cash price. Or, depending on the vendor, they can do futures only, and you can price basis at a later date," Windecker explained.

One issue some dairies are running into is when they call to book feed, and the feed mill doesn't have the product booked yet from the farmers, they will guess high on the basis to protect it.

"You can wait to price the basis, but it's still a good time to book with the CME futures level," said Windecker.

For farmers in the eastern U.S., the Plenish high oleic soy-

beans are expanding in acres even if they are far less known in the Midwest, where there are more outlets for soybeans like biodiesel and exports.

"These soybeans are higher in fat, and it's the right oleic fatty acid that works well for the rumen," said Windecker. "There's a pretty big premium on them right now, but as more acreage is coming on, pricing that into the ration will improve as these beans are adopted by local growers."

How does a dairy farmer get started managing feed cost risk? Windecker said one of the best things to do is to break it down into each piece. Look at the CME price (and history and market factors) and look at the plus-or-minus basis to get your cash price. Look at the profitability of what is being presented.

He really likes the October through March time frame for booking right now. "It's not as big a time frame, and it allows you to check the box of managing that risk in the local and global crop calendar."

Windecker also gave examples of how to use options contracts – referred to as 'puts' and 'calls' — to cap price ceilings and floors without giving up desirable price movement the other way, depending upon the objectives.

Producers wanted to know "how to balance the pros and cons of risk management."

Windecker advised sitting down with the farm's advisory team to have a conversation.

"There is a lot of emotion coming into the game of feed cost risk management," he said. "For the Northeast right now, with the noise going on with the Canadian railroad, it's important to look at the fundamentals. Realistically, ask yourself: Are you going to get a better price than what (corn and soybean meal) have dipped down to, historically?

"Then figure out if that is a good number that works for your dairy. Lean on your advisory team and nutritionist to determine what gains the best return for that hundredweight of milk."

On staying informed, Windecker prefers phone apps to "constantly see where the CME price is moving day-in and day-out. He suggests working with a local feed advisor to track the basis part of it, which is harder, because it's not posted daily here in the Northeast like it is in the Midwest. There's not as much (basis) transparency here.

Bottomline, said Windecker: "Work with your nutritionist or feed market adviser and work closely with your vendors. Call them up and have conversations on the markets. They are looking out for you because at the end of the day, if you're not in business, they're not in business."

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Martin's Roofing	.22
Mid-Atlantic Triply Ceilings	.15
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Natural by Nature	
Nelson & Sons Concrete Grv.	
New Holland Sales Stables	
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Precast Systems	
Priority IAC	.17
Rissler, I.H. Manufacturing	7
Shady Lane Curtains	
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Sturdy Built Manufacturing	7
Triple M Farms	
Udder Comfort	
Univest Bank	
Weaver, Tim Auction Service	
Zimmermans Storage	.20

Auction Guide

SEPT. 4, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

SEPT. 5, 11 a.m. Soltys Dairy Herd Dispersal, Milton, Pa. Sale managed by Fraley Auction Company.

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

SEPT. 6, 6 p.m. Special Heifer Sale, Jersey Shore Livestock Market, Jersey Shore, Pa. Sale managed by Jersey Shore Livestock Market.

SEPT. 6, 6 p.m. Feeder Cattle Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables. **SEPT. 7,** 11 a.m. The Fraley Flare-Up Auction, Muncy, Pa. Sale managed by Fraley Auction Company.

SEPT. 14, 8 a.m. Fraley's Annual Fall Consignment Auction, Muncy, Pa. Sale managed by Fraley Auction Company.

SEPT. 19, 7:15 p.m. Special Dairy Cow & Heifer Sale, Brubacker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubacker's Quality Dairy Sales.

SEPT. 20, 10 a.m. Stoltzfus Dairy Dispersal, Elizabethville, Pa. Sale managed by Tim Weaver Auction Service.

OCT. 26, Nittany Lion Fall Classic Sale, University Park, Pa. Sale managed by Pa. Holstein Association.

Dairyman's Datebook

AUGUST 29, 6:30 p.m. Lebanon County Holstein Association Field Night at Silo-View Farm, 769 Ono Road, Annville, Pa.

SEPTEMBER 11, 8 a.m. Dairy Financial and Risk Management Conference, titled "Future-Proofing Our Farms." Location: Sheraton Harrisburg Hershey Hotel, 4650 Lindle Rd, Harrisburg, Pa.

SEPTEMBER 18, Workshop on Proposed Changes to Federal Milk Marketing Orders, Sheraton Madison Hotel, 706 John Nolen Drive, Madison, Wis. The one-day workshop will be available in three formats, with the in-person session to include lunch and opportunities to talk with presenters. See page 16 for more details.

SEPTEMBER 21, Farm Aid Festival, at Broadview Stage, Saratoga Performing Arts Center (SPAC), Saratoga Springs, N.Y.

SEPTEMBER 27-29, Virginia State Fair dairy shows at the Doswell Fairgrounds,13191 Dawn Blvd., Doswell, Caroline County.

OCTOBER 1-4, World Dairy Exposition, Alliant Energy Center, Madison Wis

OCTOBER 17-20, Pennsylvania State Grange Session, Pittsburgh Marriott North, 100 Cranberry Drive, Cranberry Township, Pa.

Center for Dairy Excellence has financial event scheduled

HARRISBURG, Pa. – Dairy financial consultants, lending representatives, and interested dairy producers are encouraged to save the date for the 15th annual Dairy Financial and Risk Management Conference. Titled "Future-Proofing Our Farms," the conference is planned for Wednesday, September 11, at the Sheraton Harrisburg Hershey Hotel, 4650 Lindle Road, Harrisburg.

The conference will be held from 8 a.m. to 4 p.m. Those who are working with dairy clients to protect their risk, navigate the ever-changing dairy marketplace, and make financial decisions with the future in mind are encouraged to

attend. Speakers will lead sessions focused on dairy supply, annual dairy performance indicators, succession planning and business continuity, and more. Three Pennsylvania dairy producers will also take part in a panel discussion about emerging technologies and trends at the farm level.

"There's no foolproof way to navigate the ever-changing dairy markets, but what dairy producers can do is strive to be future-proof," said LeeAnn McLaughlin, dairy policy and industry relations manager at the Center for Dairy Excellence

The cost to attend the conference is \$260 per person, dis-

counted to \$210 for those who are representatives of the Center for Dairy Excellence Allies for Advancement.

To register: Visit www.centerfordairyexcellence.org/financial-conference or call the Center at 717-346-0849.

"The in-person networking at this conference is always energizing. The speakers help give me a rounded and insightful view of what is transpiring in the world of dairy as I dialogue and strategize with clients. Oftentimes I come away with knowledge of some sort of new strategy or emerging technology," said Lee Wenger of Horizon Farm Credit who attended the conference in previous years.

HAUSA announces classification change for EX-95 cows

BRATTLEBORO, Vt. — Holstein Association USA has modified the Herd Classification Policy and updated the requirements for a cow to receive a Final Score of 95 points, effective August 1, 2024.

The new policy states that, in order to be eligible for a Final Score of 95 points, cows are required to have had at least four normal calvings (full-term pregnancies). This change increases the number of calvings from three to four and removes the

minimum age requirement. This only affects 95-point final scores, and the rules for 96 and 97 remain unchanged.

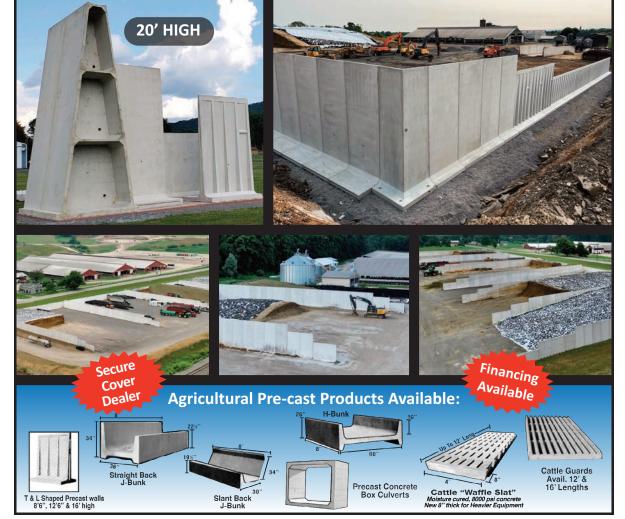
The spirit behind the change is aimed at rewarding modern Holstein cows for their reproductive efficiency, regardless of age. This change resulted from a recommendation that came out of the HAUSA Conformation Advisory Committee, which was approved by the Holstein Association USA Board of Directors at their summer meeting.

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NYFB introduces new hirees

ALBANY, N.Y. — New York Farm Bureau (NYFB) announces the addition of three staff members to its Albany, New York office.

- Amanda Powers joins NYFB as director of communications. Her prior employment was director of communications and marketing at the Retail Council of New York State.
- Erik Flora joins NYFB as assistant director of communications for content creation and digital services. He is a creative professional with a strong background in multimedia content production, marketing and communications, as well as a passion for storytelling. He will use his expertise in videography and film to capture the stories of farmers and the land they steward, creating engaging digital content with state-of-the-art technology.
- Paula Rohl joins NYFB as events administrative assistant.
 She holds a master's degree in higher education administration from Barry University.



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Dairy Excellence Grant Program now welcoming applications

HARRISBURG, Pa. — The Center for Dairy Excellence will open its competitive Dairy Excellence Grant program on September 1 for Pennsylvania dairy producers. Leveraging funds provided through the Commonwealth of Pennsylvania and the Pennnsylvania Dairymen's Association, the grants support improvement projects on the farm to help dairy producers enhance cow comfort, milk production and overall efficiency. Dairy pro-

ducers can apply for the annual grant program from September 1 to November 1, 2024.

The Dairy Excellence Grant program is a competitive grant program that offers up to a 50 percent, or up to a maximum matching level of \$5000, to dairy farms approved into the program. Winning applicants will be notified by November 18.

Improvement projects can include anything related to improving milk production

per cow and/or enhancing overall farm profitability and efficiency. Examples of applicable projects include fans, sprinklers or misters in free stall or tie stall barns; curtains or other ventilation improvements; mattresses or construction to move to deep bedded sand stalls; variable speed pulsation; cow brush or foot bath installation; and enhanced feed systems for approved projects.

A \$100 application fee is required but will

be reimbursed if the application is not accepted. This grant is for Pennsylvania dairy farms only. A selection committee will award grants based on the impact the project would have on cow comfort and overall milk production, the detail in which the applicant describes what the project involves and how the project will benefit their operation, and the willingness of the applicant to provide requested information or to seek help in providing requested information.

USDA AMS to form GHG Advisory Council; nominations due Oct. 15

WASHINGTON, D.C. – USDA seeks nominations for membership to the recently formed Greenhouse Gas Technical Assistance Provider and Third-Party Verifier Program Advisory Council (informally known as the Growing Climate Solutions Act Advisory Council). The Secretary of Agriculture will appoint 32 members to the Council — of at least 51% farmers, ranchers, and private forest landowners.

"The program authorized by the Growing Climate Solutions Act will enable USDA to reduce market confusion by connecting qualified providers and third-party verifiers who can offer technical expertise with producers seeking to obtain carbon credits," said Agriculture Secretary Tom Vilsack. "Establishing this Council with a slate of expert members from diverse backgrounds will be an impor-

tant step forward in creating a program that can assist a wide scope of our stakeholders in accessing strong and verified environmental credit markets."

Specifically, the Council will periodically review and recommend changes to the list of "recognized protocols generating environmental credits; required qualifications for those providing technical assistance; and the activities for which tech assistance providers and third-party verifiers may register to provide services that prevent, reduce, or mitigate greenhouse gas emissions."

The Council will also advise the Secretary of Agriculture on current methods to quantify and verify prevention, reduction or mitigation of GHG, ways to reduce barriers to entry in carbon markets, and strengthen markets to "align with the Administration's

position on voluntary carbon markets."

It will also submit an initial assessment to Congress about the program and will consult with the Secretary regarding subsequent periodic assessments.

For detailed information on candidate qualifications and requirements, interested parties should refer to the Federal Register notice at https://www.federalregister.gov/documents/2024/08/13/2024-17938/greenhouse-gas-technical-assistance-provider-and-third-party-verifier-program-advisory-council

Interested parties may also submit comments online at the same link through October 15, 2024.

Nomination packages must be postmarked on or before October 15, 2024. Nomination packages can be submitted electronically by email to GCSA@usda.gov, or mailed to: Sasha Strohm, U.S. Department of Agriculture, 1400 Independence Avenue, S.W., Stop 0249, Washington, DC 20250, Attn: GCSA Advisory Council.

For more information about the Greenhouse Gas Technical Assistance Provider and Third-Party Verifier Program or the establishment of this Council, visit www.ams.usda .gov/services/GCSA or contact Sasha Strohm, program manager, at sasha.strohm@usda .gov or 202-720-5705.

Webinar will answer semen questions

FORT ATKINSON, Wis. — The next Hoard's Dairyman webinar will take place on Monday, September 9 at 1 p.m (Eastern time). University of Wisconsin-Madison's Paul Fricke will present, "Where's the Beef? Exploring the use of sexed semen, beef semen, and beef embryos."

Improved reproductive performance in lactating cows has allowed for the use of technologies such as sexed and beef semen and

IVF beef embryos. This webinar will overview the results of two recent studies evaluating these options in Jersey cows. The webinar is sponsored by Cryoport Systems.

To register for the webinars, visit www.hoards.com/webinars. There is no cost to register or to view the webinars. Once registered, an email reminder is sent with future webinar dates and times, and there is no need to register again.

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 931

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 1099
 826

 SAVAGE-LEIGH FARM
 25149
 1062
 784

LAVON YODER	24826	984	762
MIKE & ANITA HAINES	26860	834	778
GLEN-TOCTIN FARM	22703	905	727
THOMAS MULLER JR.	21334	872	682
TOBIE KINSINGER FM.2	21137	864	644
PAUL & HENRY KINSINGER	19988	828	618
DAVID E. YODER	18153	764	567

Ayrshire ROOM-TO-GROW 1413 51

Guernsey

WALNUT RIDGE GUERNSEY 15296 734 551

39

Jersey

 MIKE & ANITA HAINES 2
 15892
 785
 599

 WALNUT RIDGE JERSEYS
 14489
 739
 554

 SPRING VALLEY JERSEYS
 13260
 671
 491

Crawford County DEITA

JULY 2024

Butler County

GOLDSCHEITTER DAIRY 217 XX 22692 891 747

HERDS WITH A RHA SCC LESS THAN 200,000

GOLDSCHEITTER DAIRY XX 188 217

Crawford County

JEFFREY RANEY 966 54 HO 29695 1208 SHANNON & BRENDA IRWIN 143 HO 27767 938 1229 TODD & ANN KANTZ 908 28 HO 28038 1146 ALRIGHT FARMS 110 HO 27159 1083 853 MARK BRANTNER 79 HO 26885 1023 848 813 **BRENNER DAIRY** 144 HO 24887 1069 RYND HOME FARMS 168 HO 24975 1001 790 LYNNWOOD HEAGY 133 HO 23096 947 777 775 JACOB J. SCHLABACH 153 HO 23717 979 **IEFF & GAYLE JONES** 96 HO 22607 947 743 CASH MATT HORNE 726 97 XX 20518 948 SPRUCE ROW FARMS 216 JE 18739 958 108 HO HART FARM 23362 892 714 TODD & ANN KANTZ 81 JE 19268 955 707 CUSTEAD-VALLEY FARMS 127 HO 23313 830 703 MATTHEW & DORATHY IRW 697 52 HO 23225 863 STEVE MANDL 663 28 HO 22329 846 R DEETER FARM 32 HO 821 649 21287 MATTHEW & DORATHY IRW 56 XX 18579 808 625 RYND HOME FARMS 14 XX 16554 679 553 HERDS WITH A RHA SCC LESS THAN 200,000 STEVE MANDL HO 47 28 81 TODD & ANN KANTZ JΕ 82

TODD & ANN KANTZ	НО	97	28
JEFFREY RANEY	НО	101	54
SHANNON & BRENDA IRWIN	НО	117	143
JACOB J. SCHLABACH	НО	128	153
MATTHEW & DORATHY IRWIN	XX	147	56
MATTHEW & DORATHY IRWIN	НО	149	52
MARK BRANTNER	НО	150	79
SPRUCE ROW FARMS	ĮΕ	188	216

Erie County

ARDF LLC. 48 HO 19464 821 637

HERDS WITH A RHA SCC LESS THAN 200,000

ARDF LLC. HO 194 48

Lawrence County

CAMPRUN HOLSTEIN 129 HO 23390 935 730
LUKE & CASEY WHITE 55 JE 18507 926 674
HERDS WITH A RHA SCC LESS THAN 200,000
LUKE & CASEY WHITE JE 176 55

Mercer County

WEST BRANCH HOLSTEIN 349 HO 26281 1037 821 KEITH REDDICK 87 HO 24153 1030 818 EALY'S HIGHLAND FARM 15 GU 17951 836 591 GARY MASE 577 35 XX 17836 725 EALY'S HIGHLAND FARM 27 GU 16625 824 576

HERDS WITH A RHA SCC LESS THAN 200,000

KEITH REDDICK	НО	97	87
GARY MASE	XX	122	35
EALY'S HIGHLAND FARM	GU	168	15

Venango County

PAT & MIKE CAREY	84 HO	26568	940	811
MITCHELL DAIRY	175 HO	24516	1064	780
ROLLING SPRING FARM	123 HO	22464	932	765
WAYNE DEETER & SONS#	72 HO	19758	784	615
WAYNE DEETER & SONS#	39 XX	14588	679	507

HERDS WITH A RHA SCC LESS THAN 200,000

 WAYNE DEETER & SONS#
 HO
 96
 72

 WAYNE DEETER & SONS#
 XX
 159
 39

OHIO

Ashtabula County

WILSON DAIRY FARM	162 HO	26179	998	795
MILLARD DAIRY LLC.	194 HO	25013	1018	785
SPRINGER DAIRY FARMS	128 HO	23822	948	737
HERDS WITH A RHA SCC LESS THAN 200,000				
WILSON DAIRY FARM		НО	89	162
MILLARD DAIRY LLC.		НО	122	194
SPRINGER DAIRY FARMS		НО	194	128

Carroll County

PAUL FISHER 85 XX 21646 1105 781

Geauga County

CHARLES SOLTIS 140 HO 26565 1021 856

HERDS WITH A RHA SCC LESS THAN 200,000

CHARLES SOLTIS HO 95 140

Trumbull County

PHILSON, VANESSA	18 XX	21890	883	695	
GLENN R. BRUGLER	122 HO	19031	797	634	
HERDS WITH A RHA SCC LESS THAN 200,000					
PHILSON, VANESSA		XX	154	18	



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Total packaged fluid milk sales slumped in June, even whole milk stumbled

After outpacing year ago the first five months of 2024, U.S. fluid milk sales slumped in June when compared with the same month a year ago, down 2.9% year-over-year (YOY), according to the USDA's Estimated Total Packaged Fluid Milk Sales Report released last Friday, Aug. 19.

The June slump erased the earlier gains to bring year-todate (YTD) sales for the first half of 2024 virtually even with the first half of 2023, when adjusted for Leap Year.

All fluid milk categories declined in June except for Organic whole milk, up 4.6%; Organic flavored whole milk, up 19.1%; Organic 2% milk, up 7.6%, which pushed total Organic fluid milk sales up 4.4% YOY.

Conventional 'other fluid milk products' (lactose free and such), were up 56.1% YOY, while Organic 'other fluid milk products' were down 77.1% YOY. On a YTD basis, these two categories are up 41.3% and 6.8% YOY, respectively. This suggests some movement from the fresh conventional milk categories in the dairy case to specialty – and yes ESL – categories in the dairy case. The 'other' category represented 4.5% of total fluid milk sales.

Conventional whole milk sales took a 2.4% YOY tumble in June, the first slip since 2022 for the No. 1 fluid milk category with the highest volume of sales. However, year to date (YTD) whole milk sales for the first six months of 2024 remain 1.6% higher YOY when adjusted for Leap Year.

Conventional whole flavored milk sales fell by 9.4% YOY (a function of what fat percentage of flavored milk processors and retailers offer in their cases vs. what consumers actually may be seeking); and like the unflavored whole milk YTD sales for the first six months of 2024 remain positive, up 1% YOY.

ESL, the 'new milk beverage platform'

As we watch fluid milk sales trends, it is interesting to note that shelf-stable ultrafiltered milk is deemed the 'new milk beverage platform' by the dairy checkoff organizations that fund research for how to improve this platform to create new beverages that meet specific marketing targets.

"We are after a shelf-stable milk that tastes great and meets our consumer's sensory needs and our industry's sustainability needs," said one researcher explaining the work that is underway at a dairy meeting in 2023.

In fact, it is this ESL category that was the driver for changing the Class I mover from the higher-of to average-of in May 2019 via the 2018 farm bill legislation.

On July 1st, USDA issued its five-part recommended decision for Federal Milk Marketing Order updates, which includes going back to the higher-of method for Class I fluid milk.

However, USDA is proposing to – in effect – add a fifth class of milk by creating a split pricing system for Class I. This means fresh fluid milk would be priced by the previous method in place from 2000 to 2019 – using the higher of Class III or IV advance skim milk pricing factors to calculate the base Class I mover. Meanwhile, ESL fluid milk products, would be priced using the average of the Class III and IV advance skim milk pricing factors and incorporating a 24-month rolling average adjuster of the difference between the higher-of and average-of (with a 12-month lag).

USDA has not specifically defined what constitutes ESL, but mentions a 60-day shelf life. The ESL category is quite broad, even though USDA states that it represents a small volume of 10% of all fluid milk sales. This could conceivably cover everything from ultra high temperature (UHT) pasteurized milk that has a long shelf life but must be refrigerated, to UHT milk that is also aseptically packaged, which means it is shelf stable under seal for up to nine months.

Could we be looking at another round of unintended consequences? We all know what happened when dairy farmers were told that the change from higher-of to average-of in 2019 would be 'revenue neutral.' It was not. We saw \$1.3 billion in losses to milk check value for Class I, alone, and depooling decisions that exacerbated these losses.

The concept of bifurcating Class I into two difference class pricing approaches was not part of the hearing process, although the averaging method with the 24-month adjuster and 12 month lag was covered in testimony as a proposal for all fluid milk.

If this two-mover system is ultimately adopted, a mandatory review and economic impact analysis should be built into the language to ensure that it is reviewed after two years of implementation, or even before implementation using econometric models, if possible.

The ESL definition should also be limited to shelf-stable milk, which does have different marketing and usage characteristics than refrigerated milk. If 17-day refrigerated milk is priced using one mover calculation while 60-day refrigerated milk is priced using a different mover calculation, there's plenty of opportunity for milk labels to change to capitalize by mooving product from one mover to the other.

At a minimum, USDA should require milk priced under the average-of mover to meet strict criteria, apply for that designation, and stay put.

USDA AMS has been rolling out purchase awards for 1% low-fat UHT boxed milk for Child Nutrition Services at intervals over the past 18 months. But on August 28, 2024, the



Department awarded the largest yet, at 19.7 million pounds of UHT boxed milk contracts to Diversified Foods, headquartered in Louisiana and Gossners, an ESL plant in Utah to be shipped to locations from Maine to Florida and Pennsylvania to California, including Hawaii. Is this the streamlined USDA / DMI / industry low-fat ESL school milk model that gets in the way of American children having the choice of fresh whole milk they will love? Asking for a friend.

Dairy products mixed: Cheese stumbles, butter and powder rally higher

The CME spot market for dairy commodities was mixed this week. Class IV products – butter and nonfat dry milk – rallied higher in active to heavy trading. Meanwhile Class III products – cheese and whey – gave up half of last week's gains.

For the first three days this week, 16 loads of butter traded, and the spot price was pegged Wed., Aug. 28 at \$3.1975/lb, up 4 cents from the prior Wednesday.

Grade A nonfat dry milk made a 2-cents-per-pound weekover-week gain as a whopping 32 loads changed hands Monday through Wednesday, with the spot price pegged at \$1.3050/lb.

Farmshine, Friday, August 30, 2024 — 9

On the Class III side, the cheese market was quiet again this week in terms of volume. Just 2 loads of barrel cheese and 7 loads of block Cheddar traded Monday through Wednesday, but prices dipped lower.

On Wed., Aug. 28, 40-lb block Cheddar was pegged at \$2.0750/lb -- down 2 cents from the prior Wednesday. The 500-lb barrel cheese price plunged by 16 cents this week, pegged Wed., Aug. 28 at \$2.1250/lb.

Dry whey lost a penny and a half, pegged at 55 1/4 cents/ lb with 7 loads trading the first three days. The USDA weekly National Dairy Product Sales Report is still stuck in the 40-cent range, and retreated lower for the week ending Aug. 24. It continues to trail the multi-week spot market by a significant margin, as fully 7 to 14 cents per pound of the 'market clearing spot price is not making it to the USDA survey price used in the FMMO formula – and yet they propose to raise the whey make allowance by 33.3% to be the highest of all make allowances as a 26 1/2 cents per pound processor credit?

Milk futures continue higher across the board

Class III and IV milk futures made significant gains again this week, rallying as much as \$1.00 higher. On Wed., Aug. 28, Class III milk futures for the next 12 months (Aug24-Jul25) averaged \$20, up 29 cents from the 12-month average on the previous Wednesday. The 12-month Class IV average at \$21.79, was 58 cents higher than the prior Wednesday.



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David Patrick_

from page 1

who represented the Ayrshire breed on the Purina Mills "Dairy Breeds of North America" painting by Bonnie Mohr. She continued on as grand champion at the Eastern National show in 1988 and is the dam of popular A.I. sire, Maple-Dell Soldier.

Success for the Patrick Family goes far beyond the home farm. Showing Ayrshire cattle for over 75 years, their prefix has become known at international shows like the All-American, Expo and Royal.

They have exhibited 12 grand champions at the Maryland State Fair and back-to-back grand champions at the World Dairy Exposition: Maple-Dell Luby in 1981 and Ardrossan Kellogg Soft Eye in 1982. Recognition at the Expo continued with two junior champions, Maple-Dell BBK Shea in 2006 and Maple-Dell Diligent Gift in 2007.

One of Maple-Dell's cows, Maple-Dell I.R.S. Sweetnine, made Ayrshire breed history when she won at the Royal Agricultural Winter Fair in Canada. This same cow had also been a junior champion at the Expo.

Aside from their Ayrshire cattle, the Patrick Family is also well-known for service and leadership. They have been active



David Patrick, who turned 95 earlier this month, started his Ayrshire herd in 1941 with two calves. He and his wife, Ann, pictured here with him, have been married for 70 years, working side-by-side to establish one of the best-known and most respected Ayrshire herds in North America.

members of the U.S. Ayrshire Breeders' Association for numerous decades. They support a multitude of associations,

including the Maryland Purebred Dairy Cattle Association, Wills Fair Association, Maryland/Delaware Ayrshire Breeders' Association, and All-American Dairy Show Board. Being recognized for this leadership in 2007, the Patrick Family was inducted into and now holds a place in the Maryland Governor's Agricultural Hall of Fame.

In 2020, National Dairy Shrine awarded Maple-Dell its highest honor for a cattle breeder with its Distinguished Cattle Breeder Award. In 2006, the All-American Dairy Show presented David with the Obie Snider Award, symbolic of highest standards and integrity.

Beyond their farmland, the Patrick Family is actively involved in their surrounding community by providing opportunities for youth in agriculture. Whether hosting fitting and judging workshops or leasing over 20 head of dairy cattle each year to 4-H members to show, the Patricks have inspired positive agricultural experiences among the younger generations

Generations of the Patrick Family have driven success in the Ayrshire breed, while also being positively influential to the community around them.

Other past winners of the Robert "Whitey" McKown Master Breeder Award (not from Maryland) were: Cutting Edge Brown Swiss, Copake, N.Y., 2021; Woodsmansee Holsteins, Preston, Conn., 2019; Ovaltop Holsteins, Richfield Springs, N.Y., 2018; Wendon Holsteins, Innisfail, Alberta, 2017; Ferme Jacobs Inc., Cap-Santé, Quebec, 2016; Walk-Era, Wisconsin Dells, Wis., 2015; Pond View Farm, Danville, Vt., 2014; Quality Holsteins, Vaughan, Ontario, 2013; Moondale, Monona, Iowa, 2011; Snider Homestead, New Enterprise, Pa., 2010; and Windy Knoll View, Mercersburg, Pa., 2009.

The Robert "Whitey" McKown Breeder Award was made possible by the family and friends of the 1997 Honorary Klussendorf honoree after his passing in 2009. McKown joined the Holstein *World* staff in 1956 and became widely respected as he traveled nationally and internationally, reporting on shows, sales, meetings, and other Holstein events. McKown, the 1987 National Dairy Shrine president also developed McKown Holsteins near Belleville, N.Y. and had great admiration for the farmer breeder.

The Klussendorf Memorial Association, considered by many as the Hall of Fame for dairy cattle exhibitors, began in 1937 in memory of Arthur B. Klussendorf, considered the outstanding dairy cattle showman of his time. Each year, the Klussendorf Association votes to add a new dairy cattle exhibitor to its rolls with lifetime membership for their cumulative works.

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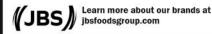
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Cost awareness: Understanding it is essentia

By SAMANTHA GEHRETT Penn State Extension Senior Dairy Educator

UNIVERSITY PARK, Pa. — For dairy farmers, understanding the cost of production is not just beneficial — it's essential. Dairy farmers face a multitude of challenges in their operations. Here are some of the most common ones:

- High input costs: Dairy farmers are dealing with high input costs, which include feed, labor, and energy. These costs can significantly impact the profitability of their operations.
- · Supply chain disruptions: The dairy industry, like many others, has been affected by supply chain disruptions. These disruptions can lead to increased costs and reduced availability of essential inputs.
- Labor shortages: Labor shortages are a significant challenge for dairy farmers. This issue can affect all aspects of dairy operations, from milking to feed management.
- Environmental concerns: Dairy farmers are increasingly facing pressure to reduce their environmental impact. This includes managing waste, reducing greenhouse gas emissions, and implementing sustainable farming practices.
- Market changes: The rise in demand for plant-based foods and growing awareness of the environmental impact of dairy production are changing the market dynamics. Dairy farmers need to adapt to these changes to stay competitive.
- Climate change effects: Changing climatic conditions pose a significant challenge to dairy farmers. These changes can affect feed availability, animal health, and overall produc-
- Emerging diseases: Dairy farmers must contend with emerging diseases that can affect their herds. These diseases can lead to significant losses if not properly managed.
- Financial constraints: Dairy farmers often operate on thin margins and face significant financial constraints. These constraints can limit their ability to invest in new technologies or practices.

These challenges highlight the complexity of dairy farming and the need for farmers to be adaptable and resilient. The profitability of a dairy farm hinges on the balance between income and expenses. Understanding the cost of production

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allows dairy farmers to accurately price their products to ensure they cover their costs and generate a profit. Without this knowledge, farmers risk selling their products at a loss, which can jeopardize the viability of their business.

Efficiency and Optimization

Knowing the cost of production can help dairy farmers identify inefficiencies in their operations. For example, if a farmer notices that their feed costs are significantly higher than industry averages, they might look into whether they're overfeeding their cows or if they could switch to a more costeffective feed. By pinpointing and addressing these inefficiencies, farmers can optimize their operations and increase their profit margins.

Investment Decisions

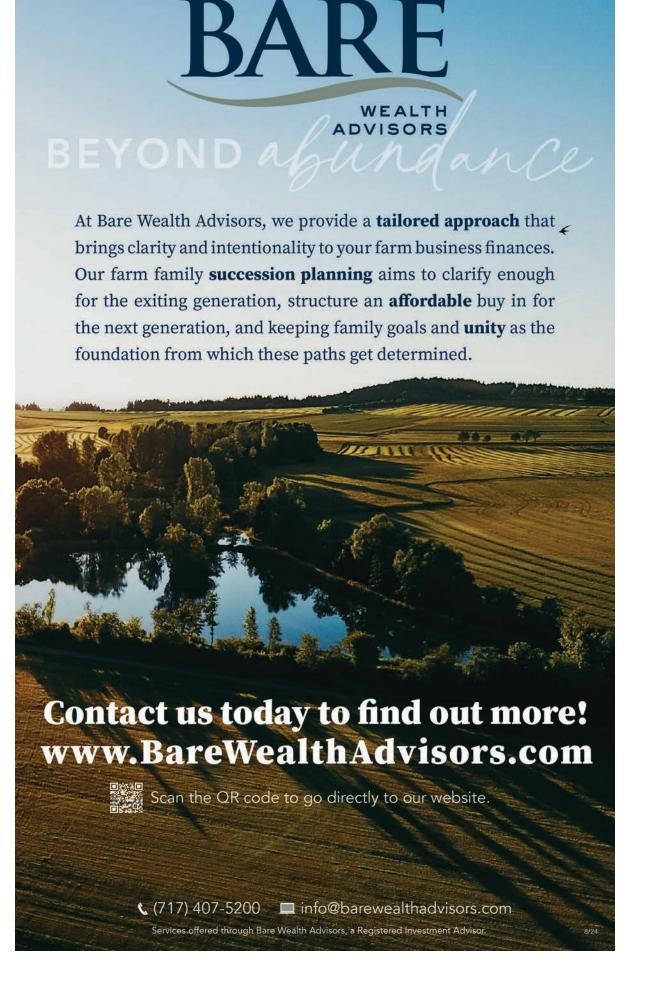
When dairy farmers understand their cost of production, they're better equipped to make informed investment decisions. For instance, if a farmer knows that labor costs are a significant portion of their production costs, they might consider investing in automated milking systems to reduce these

costs. Conversely, if their energy costs are high, they might look into renewable energy sources like solar panels.

Risk Management

The dairy industry is subject to many risks, including fluctuating feed prices, disease outbreaks, and changing market demands. By understanding their cost of production, dairy farmers can better manage these risks. For example, if a farmer knows that feed costs make up a large portion of their production costs, they might decide to grow their own feed to insulate themselves from price fluctuations.

In conclusion, understanding the dairy cost of production is crucial for dairy farmers. The cost of production influences everything from pricing and efficiency to investment decisions and risk management. By gaining a thorough understanding of their cost of production, dairy farmers can enhance their profitability and ensure the long-term sustainability of their operations. Therefore, it's clear that understanding the dairy cost of production isn't just important for dairy farmers—it's absolutely essential.





MDVA celebrates 144,000 square-foot Maola ESL milk plant

By SHERRY BUNTING Special for Farmshine

PHILADELPHIA, Pa. – Maryland and Virginia Producers Cooperative Association (MDVA) cut the ribbon on their 144,000 square-foot dairy processing plant in Philadelphia on August 22. The centerpiece of the celebration was a new truck, featured as the backdrop, with the plant and its gleaming stainless steel silos towering behind it. Featured on that truck is a larger than life photo of Kaitlyn Stoltzfus of longtime MDVA member Pennwood Farms near Berlin, Somerset County, Pa.

When the cooperative purchased the ultra high temperature (UHT) milk processing plant from HP Hood earlier this year, Pennsylvania provided \$10 million in loans and grants for its renovation to fulfill a shared goal to expand fluid milk processing for Pennsylvania dairy farms, around 720 of them being members of MDVA. Pennsylvania dairy farms account for 80 percent of MDVA's 900 MDVA member farms in 10 states.

The Department of Community and Economic Development (DCED) funds included a \$7.25 million Pennsylvania Industrial Development Authority loan, \$2.5 million in Redevelopment Assistance Capital Program funding, and a \$300,000 workforce development grant.

Now christened Maola Philadelphia, the already UHT plant (which when combined with aseptic packaging produces shelf-stable milk), the newly renovated and expanded plant, will offer extended shelf life (ESL) products, including unflavored and flavored milks, creams of varying fat percentages, half-and-half, eggnog, and ice cream mix. Product packaging includes gable top pint, quart, and

half gallon containers, portion control cups, and 2.5-gallon bags.

Maola Philadelphia adds to MDVA's processing footprint of existing plants in High Point, North Carolina; Landover and Laurel, Maryland; and Newport News and Strasburg, Virginia.

In addition to being the northernmost MDVA milk processing plant, Maola Philadelphia represents a "pivot away from a raw milk marketing cooperative to a brick-andmortar dairy company with a respected growing brand," according to comments made in a press release last spring by South Carolina dairy farmer and MDVA Board President Kevin Satterwhite.

Pennsylvania Agriculture Secretary Russell Redding was on-hand for the ribbon cutting, joined by outgoing MDVA CEO Jay Bryant, the cooperative's leadership team, board of directors, Maola Philadelphia employees, and the leaders from the Center for Dairy Excellence.

"Our commitment has always been to unlock the full value of dairy in Pennsylvania. This value goes beyond the milk we produce—it's about the comprehensive benefits that dairy brings to our economy and communities," the Secretary said, touting the Pennsylvania Ag Innovation Fund. According to Redding, this fund prioritizes dairy processing modernization and growth.

The term ESL fluid milk products covers a wide range of shelf life extensions from ultra high temperature pasteurization increasing refrigerated shelf life to UHT in combination with aseptic packaging that allows the packaged milk to sit without refrigeration for six to nine months, but must be refrigerated upon opening and then used quickly within a few days.

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Be prepared for the conversation when credit is needed

OSAGE, Iowa. - Your relationship with your lender dictates a lot - whether you have the financial backing to get started, expand, diversify and more. For those looking to have more productive conversations with their banker, here are a few ideas from ag lenders themselves.

Meet the panelists:

- Thad Tharp, senior loan officer, Land O' Lakes Finance Company.
- Beth Luebbering, vice president, FCS Financial.
- Colton Long, senior market president of Agribusiness Lending, Ag Texas.

Q: For those who don't have an established relationship, or are considering other options, what's your advice for finding the right lending partner?

Tharp: Look around, because there are options out there beside the local bank in the world we live in. If you're looking for financing in the cattle world, find someone that understands the cattle industry.

Luebbering: Being an ag cooperative, the thing I can say is that we handle ag loans very specific to agriculture because we understand it. We are the experts in agriculture financing, and so I feel like that's different than a bank and that sometimes they don't look at it from a cash flow perspective. They look at it from a collateral perspective.

Long: Get to know your lender and your lending institution. That's critical to finding a mutual benefit. If you're desiring to grow and you don't know how your lending institution is going to feel about it, for example, you may want to ask yourself, 'Is this the lender that you want to be with long term?'

Q: Once you've landed on the right lender for you, how can you prepare for a productive conversation?

Tharp: Have your numbers (balance sheet, tax return/profit loss) up to date and ready to share when you are comfortable. Next understanding your own numbers is important. When someone can show me what their historical cost of gains are on their fed cattle and/or they're feeding custom placement trends, what they can generate that way as far as the net margin, that's very important from a cashflow standpoint. I like working with people who can rattle off their cost of gain, 'feeders 84 cents, fats \$1.22' and then can back it up with documentation. That is very valuable for them to know as it easily changes week to week.

Luebbering: Maintaining accurate records overall is going to be the biggest help. That goes from the performance of the herd to balance sheet income statements and cash flow. When you have that down on paper and you know for sure, you have that number to go back to versus trying to figure out where the notes might be or how you even obtained the notes.

As a loan officer, I'm trying to capture what my customer sitting across the desk is telling me. When they can hand me a printout and it has all that breakdown on it, I can go straight to my credit team for them to review and analyze and then put into our credit system for the historical analysis.

Long: One of the first things that we'll do is we'll take that monthly borrowing base, and check the collateral margin in it, and see if that's healthy enough to support the line of credit increase if that's what they're requesting.

Growth has to be supported by not just what you're projecting a lot of times, but also where you're currently at. So we like to look at your historical trend. The past is going to tell you a lot about how they're going to perform in the future. If you have a murky past, growth might be slow. If you have a pretty

decent track record, you might receive the benefit of the doubt. In agriculture, everybody understands that commodities are cyclical in nature, but there's volatility that we're not just producing widgets at a fixed margin here. Losses do occur, and it's difficult to find the right balance. But for growth, I really think that you need an adequate liquidity position.

Q: What's the difference between someone who comes in prepared with historical numbers versus someone who has more scattered information?

Tharp: The guy or gal that's going to bring you their analytical numbers that they know the whole process is going to be half the time. Because if they're that good on the day-to-day feeding, they're probably going to be that good on updating a balance sheet and filing their tax returns on time. And there's not a doubt in my mind that they will be a more profitable entity in the long run because they understand the numbers.

Luebbering: Well, the difference is going to be just having effective financial reporting that allows them to monitor their progress. Whenever you have all the scattered information, it just doesn't show good trends and accurate financials, so it makes it difficult for us to support financial decisions. Having organized records allows for us to have crucial conversations because we have all of the numbers and there's no guessing. It makes us all better decision makers.

Long: I think when a customer has their stuff together financially versus not, number one, it indicates that he or she's an organized individual with good reports for managing their business. It indicates that they have graduated from just focusing on production to thinking like a business owner, too.

From there, it's going to save us lenders

time in the underwriting, it's going to allow us to reach a point of loan approval, and loan closing quicker. It's probably going to result in better terms on the loan, too. Now, it's not uncommon that people have their stuff in a disarray and we're willing to work through that as long as they are, because sometimes you don't know what you don't know, and we're willing to help there, but they have to see the benefit of it.

Q: What's your best advice for someone looking to expand what they're doing with their ag lender?

Tharp: That can be one of the harder parts about being a producer. You have to be good at husbandry, technology, bookkeeping, capital allocation, analytics, marketing, and don't forget your family. The market moves every day and there is a lot of noise to it. Being able to sort through all that and make a decision can be daunting. So, to me it's about putting together a good team to help carry the load. Utilize an accountant, hedging company and LRP insurance, your vet, as well as your lender. Accurate communication is key! I have done more increases in the last 12 to 18 months than I've ever done before. Those increases come from how's your working capital doing? Are you gaining ground in an equity position and cash flow? What is your current hedging or LRP coverage on the inventory? Those are the major drivers. A management software like Performance Beef forces you to actually see if you truly made money on a pen of cattle.

Luebbering: Obviously accurate record keeping from balance sheet, cash flow statements. Understand your operation, and then run those through all the various scenarios. Risk is inherent, it's agriculture. And so if you utilize a form of risk management such as

turn to page 14



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Be prepared

_ from page 13

livestock risk protection, that's going to help protect yourself in those declining markets. And then be open and honest with your lender. Talk to them about what you want to do, talk to them about where you're at, and then work together with them to make decisions so that you can have the best outcome.

Long: Not all lending institutions are the same, so I think if you're negotiating with

someone, it's helpful if you kind of understand the other party's position, what's important to them, what bothers them. The more you can understand that, the better you can negotiate and find a mutual benefit.

Building a team of experts, consultants and tools will help you streamline all the information lenders request. It will also likely uncover ways to run your operation even better



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Dairy Alliance receives funding

SAVANNAH, Ga. — The Dairy Alliance, a nonprofit funded by dairy farm families in the Southeast recently secured funding from the Natural Resources Conservation Service (NRCS) Technical Assistance to bolster sustainability efforts on Georgia dairy farms.

"Georgia farmers are grappling with considerable challenges, ranging from the severity and frequency of extreme weather events to heightened scrutiny of their environmental impacts," said Geri Berdak, chief executive officer at The Dairy Alliance.

In the last five years, the Southeast region has experienced an annual average of 8.6 extreme weather events, which is double the

annual average of 4.3 extreme events in the previous 40 years. Therefore, dairy farms are operating on extremely tight margins with little cash available to make big investments in conservation planning and projects.

"We appreciate the Georgia NRCS funding this important work to assist dairy farmers in their efforts to reduce their environmental impact and improve the resiliency of their operations to meet the challenges of dairy production today," added Berdak.

The Dairy Alliance's work includes efforts in eight states: Alabama, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee and Virginia.

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There are numerous 'master keys' to succession planning

By SAMANTHA GEHRETT Penn State Extension Dairy Business Educator

UNIVERSITY PARK, Pa. — Farm transition planning is crucial for the sustainability and success of agricultural operations. As family farms often span generations, proper planning ensures a smooth transfer of management and ownership from one generation to the next. This process involves thoughtful consideration of financial, legal, and emotional aspects, as well as addressing the unique challenges faced by each farm.

One key aspect of Farm Transition Planning is financial stability. Transferring a farm involves intricate financial considerations, including valuing the assets, settling debts, and determining a fair distribution of resources among family members. By planning ahead, families can minimize financial strain and create a structured approach to asset trans-

Additionally, legal aspects play a significant role in the transition process. Establishing clear documentation, such as wills, trusts, and partnership agreements, helps to avoid disputes and ensures that the transfer adheres to legal requirements. Proper legal planning also addresses issues related to taxation, property rights, and potential challenges that may arise during the transition.

Emotional considerations are equally important. Family dynamics can be complex, and discussions around farm succession can be emotionally charged. Open communication and involving all relevant family members in the planning process can help foster understanding and prevent conflicts. Recognizing and managing the emotional aspects of the transition can contribute to the longterm success of the farm.

Farm Transition Planning is vital not only for the families involved but also for the agricultural sector as a whole. With a significant portion of farmland expected to change hands in the coming years due to an aging farming population, effective planning ensures that new generations are equipped to navigate the challenges of modern agriculture. This is particularly important in the face of evolving technology, market dynamics, and environmental concerns.

Furthermore, proper planning facilitates the continuity of farming operations. Transitioning farms without a clear plan can lead to disruptions in production, affecting the farm's profitability and its ability to contribute to the food supply chain. A well-executed transition plan minimizes these disruptions, allowing for a seamless handover of responsibilities and the continued success of the farm.

Farm Transition Planning also addresses the issue of attracting new talent to the agricultural industry. Younger generations may be more inclined to join the family farm or pursue a career in agriculture if they see a well-structured plan in place. This, in turn, helps to address the ongoing challenge of succession planning within the agricultural

Moreover, considering the environmental and sustainability aspects of farming is increasingly important. Transition planning allows for the incorporation of modern and sustainable farming practices, ensuring that

the farm remains resilient in the face of changing environmental conditions. This includes adopting technologies that enhance efficiency, reduce environmental impact, and promote the long-term health of the land.

In conclusion, Farm Transition Planning is a multifaceted process that addresses financial, legal, emotional, and operational aspects of transferring a farm from one generation to the next. Its importance extends beyond individual families to the broader agricultural sector, contributing to the sustainability and success of farming operations. As the agriculture industry continues to evolve, effective transition planning becomes increasingly critical for ensuring the continued prosperity of farms and the cultivation of a new generation of agricultural leaders.

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USDA's massive changes to FMMOs triggers workshop

MADISON, Wis. – In light of the USDA-Agricultural Marketing Service's recent proposal announcing the largest changes in over two decades to U.S. milk-pricing regulations, Professional Dairy Producers® (PDP) is partnering with Renk Agribusiness Institute, University of Wisconsin-Madison, Dairy Markets and Policy, Cornell University, and UW-Extension to facilitate a workshop reviewing the industry-wide implications. Given the scope these changes could have on the dairy community, the collaborators have developed the "National Federal Milk Marketing Orders (FMMO) Workshop" to inform producers, processors, and other industry stakeholders about the proposed amendments to all 11 FMMOs.

Scheduled for Wednesday, September 18, the in-person event will take place at the Sheraton Madison Hotel, 706 John Nolen Drive, Madison, Wis. Featured discussion topics will include a detailed analysis of proposed changes, the rationale behind the changes, re-

gional impacts, industry implications, future projections, the timeline for the process, and more.

"These draft recommendations come after five months of hearings, during which the USDA considered over 20 proposals for changes to the current FMMO," said Slinger, Wis., dairy producer and PDP executive director Shelly Mayer. "PDP, in partnership with several educational institutions patients with a comment of the comments of the co

institutions nationwide, is committed to ensuring that everyone in dairy is informed and has a voice on this critical issue."

Workshop speakers represent a diversity of tenured backgrounds and experiences specific to Federal Milk Marketing Orders. Presenters include:

• Mike Brown, chief economist for International Dairy Foods Association (IDFA)



Shelly Mayer

 Calvin Covington, former CEO of Southeast Milk, Inc., author of numerous milk marketing articles, and several-time testifier at federal milk order hearings

• Eric Erba, vice president and senior economist for Dairy Farmers of America, Inc. (DFA)

 Charles Nicholson, associate professor in the Departments of Animal and Dairy Sciences and Agricultural and Applied Eco-

nomics at the University of Wisconsin-Madison

- Leonard Polzin, dairy markets and policy outreach specialist at the University of Wisconsin Extension
- Mark Stephenson, retired University of Wisconsin-Madison director of Dairy Policy Analysis
 - John Umhoefer, executive director of the

Wisconsin Cheese Makers Association (WCMA)

- Geoffrey Vanden Heuvel, director of California's Regulatory and Economic Affairs for Milk Producers Council
- Chris Wolf, E.V. Baker Professor of Agricultural Economics at Cornell University

The one-day workshop will be available in three formats, with the in-person session to include lunch and opportunities to talk with presenters. The program will be livestreamed for virtual access and a recording will also be made available. The registration fee of \$59 applies to all three formats. To learn more and to register, visit www.pdpw.org or contact PDP at 800-947-7379

Professional Dairy Producers is the nation's largest dairy producer-led organization of its kind, focusing on producer professionalism, stakeholder engagement and unified outreach to share ideas, solutions, resources and experiences that help dairy producers succeed."

Online registration only - required by September 4

Judges announced for AADS youth showmanship contest

HARRISBURG, Pa. — The four judges who will preside over the Youth Showmanship Contest at this year's All-American Dairy Show are Katie Stevens of Frederick, Md.; Lauren Schwartzbeck of Gettysburg, Pa.; Jamie Howard of Burgessville, Ontario; and Tim Seipt

of Easton, Pa

The contest will take place on Sunday, Sept. 15, at the Pennsylvania Farm Show Complex & Expo Center in Harrisburg. There will be no on-site registration this year; all participants must register online by Sept. 4, at allamerican

dairyshow.com/youth-showmanship-contest/.

• Katie Stevens will judge the Junior Showmanship Contest. She and her family have bred or developed over 40 All-American Milking Shorthorn nominations. A graduate of Virginia Tech with a degree in dairy science, Katie has judged shows across the East Coast, including the Winter National Junior Milking Shorthorn Show.

• Lauren Schwartzbeck will place the intermediate division of the Showmanship Contest. Outside of teaching she enjoys working

with the calves and heifers on her husband's family farm, Peace & Plenty Farm, alongside her husband, Austin, and two children. Lauren has participated in the All-American Showmanship Contest and won the senior fitting and showing competition in 2014. She enjoys showing and exhibiting Holstein cattle with her family at the local, state and national level.

• Jamie Howard will serve as the judge for the Senior Showmanship Contest. His career in the dairy industry began with the ownership and operation of Howard-View Holsteins, which was recognized as the 8th-highest classified herd in the United States from 2006-2007. Currently, Jamie operates Howard-View Holsteins from his family's small hobby farm near Burgessville, Ontario, as a small breeding establishment while serving as the director of sales at EastGen. He is known for developing national showlevel animals and marketing elite genetics world-wide. He has extensive experience in dairy judging, including being second-high individual in the 4-H Judging Contest at the 1985 World Dairy Expo, and has judged numerous shows across several dairy breeds, from county to state championships. He also remains on the judging list for Holstein USA.

• Tim Seipt will judge the fitting portion of the Showmanship Contest. Tim, his wife Alexis, and their two daughters farm with his parents at Keystone Farm. They milk 60 Registered Holsteins and farm around 300 acres. Prior to returning home to the farm, Tim earned a bachelor's degree in animal science with a minor in ag business from Penn State. After graduation, he spent about 10 years as a full-time fitter, preparing cattle for sales and shows across the U.S., Canada, and Australia, before returning to the family farm.

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Automated, batch-style milking improves efficiency, safety

ROMEOVILLE, Ill. – It is becoming increasingly difficult to find reliable, well-trained labor to milk cows. With new or inexperienced staff doing the milking, there's also a greater need for operator safety and simplicity. Automated batch-style milking offers a new way for dairy farm operators to address these labor concerns while improving cow comfort and herd management.

"Automated batch-style milking combines the labor savings and technology benefits of a robot with the management style of a parlor," says Julie Whitmer, automated milking system (AMS) business development manager for GEA.

With automated batch-style milking, cows are milked in groups at fixed milking times using a row of box robots, simulating a conventional parlor setup.

"Built on our box robot's proven technology and performance, this milking style gives dairy farmers another option to milk their cows with more data and consistency," says Whitmer. "It also gives dairies the flexibility to upgrade their milking facilities while using existing barns, holding pens and sorting areas."

Here's how farmers can realize more advantages with batch-style robotic milking:

Enhance cow and worker safety

Automated batch-style milking significantly reduces the need for several welltrained people to perform cow prep procedures and handle milking tasks during every milking shift. Unlike a parlor, this system does not require anyone to be present in the milking area, reducing labor costs and the challenge of finding reliable workers. Employees can thrive with streamlined, flexible job tasks, while the robots handle the standardized processes.

"Batch-style milking enhances safety and comfort for the cow and employee," says Whitmer. "You can minimize the chance for injuries by reducing the potential of risky interactions between people and cows in the parlor – all while making the milking experience quiet, consistent and more enjoyable for the cow."

When accessing the cow is required to complete tasks like mastitis treatment or dry-off, GEA's box robot puts employee safety first. It allows for easy rear access to the udder to safely treat cows, much like a parallel parlor.

Centralize maintenance and milk flow

With automated batch-style milking, the boxes and milk-house are in closer proximity compared to some traditional box-robot farms. This centralized system reduces milking and chore interruptions and makes any necessary maintenance easier to perform.

"Since you have downtime between milkings, you have more time to service the robots without disrupting daily routines," says Whitmer.

If a robot requires service during milking, GEA's "plugand-play" service module makes it easy to swap out the system's mechanics with a spare module, allowing the boxes to continue milking while service is completed.

Maintain efficient cow flow

"You don't have any fetch cows since you're bringing the cows up to the boxes to be milked," says Whitmer. "With all cows exiting the boxes at a fixed milking time, it's easy to sort out cows that need attention instead of looking at a fetch list and finding them hours later."

Other tasks, such as running cows through a foot bath and hoof trimming, can be com-

pleted just like with a traditional parlor.

Meet specific nutrition demands

Another advantage of automated batchstyle milking is the opportunity to address individual cow nutrition demands.

"We can top-dress the bunk ration by feeding more energy and protein in the robot," says Whitmer. "This helps you push individual cows while controlling costs more at the bunk."

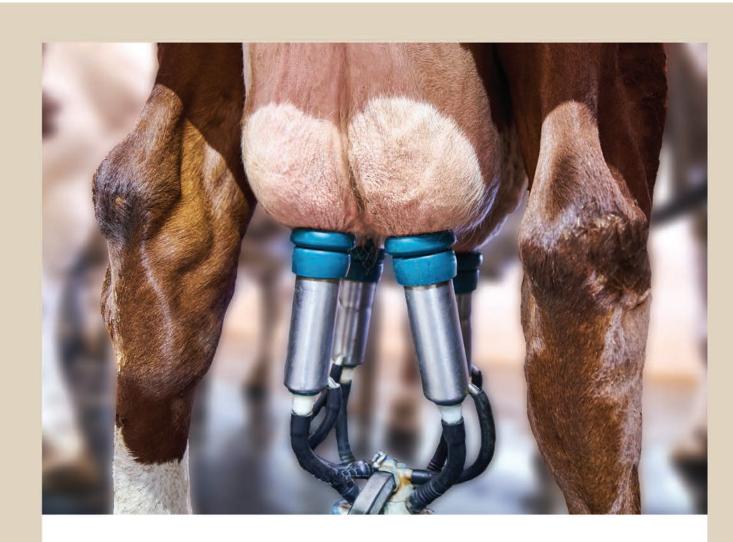
Adjusting rations ahead of time and feed training the cows is one of the biggest things a farm can do to prepare for a transition to automated batch-style milking.

Experience consistent milking

"You can expect consistent milking by delegating the milking process to automation," says Whitmer. "GEA's milking robots are built on proven technology, providing a strong foundation for this style of milking."

GEA's In-Liner-Everything[™] technology performs every step of the milking process in a single attachment – all within the teat cup.

"This streamlined process maximizes the milk letdown effect from the cow for faster milking times, which leads to better box times and more cows milked per hour," says Whitmer



GOLD SPIKE®

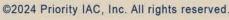
Gold Spike is an oral, non-drug option, helping those who want to reduce the use of antibiotics.

- No Meat or Milk Withholding
- Immune Support
- Reduced Inflammation

New Research shows better intestinal wall by decreased cell permeability, strengthened cell junction integrity, and regulated expression of both pro-inflammatory and anti-inflammatory cytokines leaving no residues in meat or milk.



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All prices — AUG. 28, 2024 — except where noted

Industry feedback on USDA FMMO recommended dealers controlled the decision nearing deadline: Anyone tracking the U.S. dairy prices that were paid industry has undoubtedly heard of the ongoing process of changing the Federal Milk Marketing Orders (FMMO) system. After a year of consideration, 12,000 pages of testimony and 49 days of hear-federal government ings, the USDA released their recommended decision for Federal Milk Marking Order updates at the beginning of July. The document producers would receive for their milk. is over 300 pages long and proposes five core recommendations:

- Milk Composition Factors. Update the factors to 3.3% true protein, 6% other solids, and 9.3% nonfat solids.

- Surveyed Commodity Products. Remove 500-pound barrel cheddar cheese prices from the Dairy Products Mandatory Reporting Program (DPMRP) survey and rely solely on the 40-pound block cheddar cheese price to determine the monthly average cheese price used in the formulas.

- Class III and Class IV Formula Factors. Update the manufacturing allowances to: Cheese: \$0.2504; Butter: \$0.2257; Nonfat Dry Milk (NFDM): \$0.2268; and Dry Whey: \$0.2653. This decision also proposes updating the butterfat recovery factor to 91%.

- Base Class I Skim Milk Price. Update the formula as follows: The base Class I skim milk price would be the higher-of the advanced Class III or Class IV skim milk prices for the month. In addition, adopt a Class I extended shelf life (ESL) adjustment equating to a Class I price for all ESL products equal to the average-of mover, plus a 24-month rolling average adjuster with a 12-month lag.

- Class I and Class II Differentials. Keep the \$1.60 base differential and adopt modified location-specific Class I differential values.

A Background on FMMO

The Federal Milk Marking Orders system was created in the 1930s in response to low milk prices and does three main things: establishes minimum uniform prices, ensures proper payments, and provides market information. Put simply, it was established as protection to dairy producers at a time when milk dealers were becoming the main faction transporting milk for consumption. At that time, there wasn't a consistent pricing system and milk

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

to producers for fluid milk. As a result, the

By LEEANN MCLAUGHLIN Center for Dairy Excellence **Dairy Policy and Industry Relations Manager** Imclaughlin@centerfordairyexcellence.org

established a system that set the minimum prices

It's important to note that FMMOs do not guarantee farmers a satisfactory price for their milk, nor do they set the actual price of raw milk. The market continues to be the driver of price, however most commonly, the price dictated by FMMOs is the actual price paid to farmers. So, any changes to the system will be highly impactful to producers. The FMMO system recognizes four different classes of milk: Class I (fluid), Class II (soft products), Class III (cheese), and Class IV (butter and milk powder). It applies to nearly 75% of total U.S. milk production.

How the Farm Bill Impacts FMMO

The most recent Farm Bill expired in September 2023, and a continuing resolution was passed in November 2023 which extended the programs in the Farm Bill until September 2024. With the deadline for the extension looming, the newest iteration of the Farm Bill has been developing simultaneously with the updates to the Federal Milk Marketing Orders. FMMOs are independent of the Farm Bill; however, any changes to milk pricing through the FM-MOs hearings will be superseded by any relevant legislation in the Farm Bill. Currently, analysts project that the Farm Bill may not be passed until 2025, with some estimating 2026.

CME DAILY FUTURES & OPTIONS TRADING — AUG. 28, 2024 AT THE CLOSE AUC 24 SED 24 OCT 24 NOV 24 DEC 24 IAN 25 FED 25 MAD 25 ADD 25 MAY 25 HIN 25 HILL 25 TDEN

The USDA will accept comments and feedback on their proposed recommendations for the 11 Federal Milk Marketing Orders until September 13, 2024. Feedback can be filed with the Office of the Hearing Clerk, U.S. Department of Agriculture, 1400 Independence Ave. SW, Stop 9203, Room 1031, Washington, DC 20250-9203; Fax: (844) 325-6940 or via the internet at https://www.regulations.gov searching under Docket Number AMS-DA-0031. The USDA is expected to publish a final rule in November 2024 that will be voted



Morrison's Cove Auction

August 26, 2024 375 Grass Mixed hay Round bales 60-75

Wolgemuth Auction

August 21, 2024 Alfalfa 140-355 255 Mixed hay Timothy 170-190 Grass 115-170 Orchard 135-190

Dewart Auction

August 26, 2024 Cattle: 180 Slaughter cattle: 175-176 Choice 161-174 Select Holstein steers: HiCho & Prm 147-159 Choice Slaughter cows: PrmWht 65-75% lean 137-143 Breakers 75-80% lean 130-152

Boners 80-85% lean 127-143 Lean 85-90% lean 127-135 Slauahter bulls 130-152 Feeder cattle: M/L-1-2 250-300 Heifers: 172-255 145_280

August 26, 2024

Bone utility .90-1.45 Canners & cutters 1.08 & down Easy cows Bulls over 1100 lbs. 1.31-1.59 Steers over 1100 lbs. 1.10-1.66 Maiden heifers 1.49-1.59 Feeders: 1.10-2.25 Dairy 2.25 Bulls Organic 1.59 Calves: top 5.65 Bull

Middleburg Auction

M/L-1-2	145-280
Calves: 411	
Feeder calves:	
#1 Hol bulls	460-585
#2 Hol bulls	325-410
#3 Hol bulls	175-350
Utility bulls	30-60
Hol heifers	510-910
Greenca	
Livestock	-
Greencastle	, Pa.
August 26, 2	2024
Cattle: 558	
Slaughter cattle:	
Steers:	100 100
HiCho & Prm	192-199
Choice	184-193 176-185
Select	1/6-185
Holstein steers: HiCho & Prm	155-165
Heifers:	155-165
HiCho & Prm	186-193
Choice	181-187
Slaughter cows:	101-10/
Breakers 75-80% I	oan
Dieukeis / J-00 70 i	134-151
Boners 80-85% led	
Lean 85-90% lean	
Slaughter bulls	143-185
Feeder cattle:	149-103
Steers:	
M/L-1	175-232.50
Holstein steers:	5 LOL.50
L-3	180-242.50
Heifers:	
M/L-2	155-265
Bulls:	
M/L-1	145-250
Calves: 400	
Feeder calves:	
#1 Hol bulls	440-510
#2 Hol bulls	380-440
#3 Hol bulls	260-340
Utility bulls	90-220
#1 Hol heifers	840-930

Hosking Sales

New Berlin, N.Y.

Heifer top 4.55

Middleburg, P August 27, 202	
Cattle: 341	24
Feeder cattle:	
Steers:	
M/L-1	180-285
M-3	125
Holstein steers:	
L-3	142-205
Heifers:	
M/L-1	190-255
M/L-2	165-170
Bulls:	
M/L-1	210-370
M/L-2	165-245
M-3	185
Slaughter cattle:	
Steers: HiCho & Prm	107 104
	187-194 173-189
Choice Select	145-170
Holstein steers:	143-170
HiCho & Prm	166-167
Choice	151-165
Select	145-152
Heifers:	115 152
HiCho & Prm	184-187
Choice	168-184
Holstein heifers:	
HiCho & Prm	160-163
Choice	142-149
Select	138
Slaughter cows:	
PrmWht 65-75% lear	1134-148
Breakers 75-80% lea	
D 00.050/ I	128-132
Boners 80-85% lean Lean 85-90% lean	128-136 70-128
	/U-120
Slaughter dairy cows: PrmWht 65-75% lear	120 144
Breakers 75-80% lea	
DI GUNGIS / J-00 /0 IGU	'' 128-140
Boners 80-85% lean	
Lean 85-90% lean	58-130
Bulls:	50 100
2-3	146-165
Calves: 174	
Feeder calves:	
#1 Hol bulls	410-550
#2 Hol bulls	125-510
#3 Hol bulls	80-500
Utility bulls	50-375

Morrison's Cove

735

#1 Hol heifers

#2 Hol heifers

Martinsbur August 26,	
Cattle: 88	
Steers:	
Choice	172-180
Good	150-167
Heifers:	
Choice	172-178
Good	145-158
Cows:	
Util/Commercial	120-140
Can/LoCut	118 & down
Bulls Y/G #1	150-160
Feeder cattle:	
Steers	120-160
Bulls	130-165
Heifers	75-280
Calves: 96	
Standard	100-200
Hol bulls	300-600
Hol heifers	400-840

New Holland Auction

New Holland, Pa. August 26, 2024

Cattle: 9//	
Slaughter cattle:	
Steers:	
HiCho & Prm	200-207
Choice 1	92.50-200
Slaughter cows:	
Breakers 75-80% le	an
	124-148
Boners 80-85% lear	124-145
Lean 85-90% lean	100-139
Bulls:	
1-2	161-190
Dairy bulls:	
12	146 150

Wyalusing Livestock Wyalusina. Pa

1174103111	
August 26	, 2024
Cattle:	
Fat	1.10-1.40
Good	.95-1.29
Lean	.5095
Holstein calves:	
70-89 lbs.	2.50-4.90
90-110 lbs.	2.00-5.10
Feeder cattle:	
200-300 lbs.	1.25-3.10
301-500 lbs.	1.20-3.00
501-700 lbs.	1.10-2.25

	AUG-24	SEP-24	OCT-24	NOV-24	DEC-	24 JAN	N-25	FEB-25	MAI	R-25	APR-	25 N	1AY-25	JUN-	-25	JUL-2	5 TR	REND
		LK FUTURES (\$/	,	go: Aug -Oct	24 steady;	Rest of th			_						1.	2-Month	_).18 ↑↑
CIL	20.64	22.55	22.84	22.12	20.93			19.08	18.		18.7		18.81	19.		18.80		† †
- Office		K FUTURES (\$/0 22.59							ner, mos 21.					21.		2-Month	_	
BUTTER	21.66		23.19	23.05	21.71			21.40			21.2		21.34		-	21.00		11
		minus CLASS 3																
		9 17.60 17.60																
BASIS	1.03 0.8	2 1.67 1.1	5 1.48 1	.04 1.51	1.10 2.9	2.34	2.41 1	.94 2.79	9 2.22	1.98	1.50	1.33 0.	.96 1.	.19 0.82	0.5	2 0.22	0.49	0.19
		URES (\$/B	,	E 848V 0	- ""	05 0	ED 05	DE0.05		D 00	B 4 4 3 / /	20 11		050.0		FO 00		
	SEP-24			5 MAY-2			EP-25	DEC-25		R-26	MAY-2		JL-26	SEP-2		EC-26	T	REND ##
W	3.652	3.904 FUTURES (4.09	0 4.19	2 4.2	0U 4	.256	4.322	N/	A	N/A		4.516	N/A	١	N/A		++
	AUG-24		OCT-2	4 DEC-2	24 JAN-	25 N	/AR-25	MAY-25	JUL-	25	AUG-2	5 S	EP-25	OCT-2	25 D	EC-25	TI	REND
	310.5	306.0	307.				313.1	315.9			318.4		316.4			N/A		↓ ↓
THE REAL PROPERTY.	U.S. AVG P	REMIUM ALFA	LFA & ALF	ALFA/GRAS	S HAY 20-22	2% CP - Sc	ource: US	DA Monthly	y Nationa	al Dairy	Compre	hensive	Report					
		MAY-23 JUN 292.86 244																‡ ‡
	290.00 2	292.00 244	.27 204.8	2 243.30	230.30	217.02	240.41	231.70	204.00	224.	30 Z	.03.02	220.1	175.0	00 21	1.09 1	03.21	
		MARGINS per o	,			-				_			M MAD	-24 ADI	D_2/I	MAY-24	* IIIN_6	24
	19 6.0		4.83		3.52 6.4					.44	8.48	9.44			.60	10.52		
ALL MILK 21 FEED \$ 15			19.30 14.86		17.40 19.7 14.25 13.8					0.60 2.12	20.10 12.16	20.60 11.62			0.50 0.90	22.00 11.48	22.80 11.14	
		GLOBAL BIWI											_	DA NDPSI				
1	lvg. 1 to 6 mo					· ·				, ,				.LBS WTE	,		eekly ND	
_	_							n-Wed Lds									I for the	
NEXT GDT A	NUCTION 09/0	03/24		POWDER (SIV	P) 1.1960 1	↑ 4.0% ↑ 3.7%	NFDM Butter	32 16	1.3050 3.1975	↑↑ 1.30 ↑↑ 3.19	058↑↑ 000↑↑	NFDM BUTTE	1	4.2 1.23 1.8 3.09	394↑↑	average used in I	MMO fo	Month & ormulas.
NEXT GDT A ALL-PROI MILKFAT (A	OUCTION 09/0 OUCT INDEX MF) : LK POWDER :	03/24 †† 5 . 3.2868 †† 4. 1.2504 †† 3.	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA	POWDER (SN R DAR(BULK) ARELLA (BULK)	1.9392 2.1824	↑ 4.0% ↑ 3.7% ↓ 0.2% ↑ 5.0%	NFDM BUTTER CHEDDAF CHEDDAR	32 16 R-40 8 R-500 2	1.3050 3.1975 2.0750	↑↑ 1.30 ↑↑ 3.19 ↓↓ 2.11	05811 00011 18311	NFDM BUTTEI CHEES	1 R 4 E-40 1	4.2 1.23 4.8 3.09 0.4 2.00	394↑↑ 995↓↓ 020↑↑	averaged used in F NEW! N	TMMO fo USDA *N	Month & ormulas. MAY-24* MAILBOX
NEXT GDT A ALL-PROI MILKFAT (A	OUCTION 09/0 OUCT INDEX MF) : LK POWDER :	03/24 †† 5 .	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA	POWDER (SN R DAR(BULK) ARELLA (BULK)	1.9392 2.1824	↑ 4.0% ↑ 3.7% ↓ 0.2% ↑ 5.0%	NFDM BUTTER CHEDDAF CHEDDAR DRY WHE	32 16 R-40 8 R-500 2 Y 7	1.3050 3.1975 2.0750 2.1250 0.5525	↑↑ 1.30 ↑↑ 3.19 ↓↓ 2.11 ↓↓ 2.20 ↓↓ 0.56	05811 00011 18311 08344 60811	NFDM BUTTEI CHEES CHEES DRY W	1 R 4 E-40 1 E-500 1 HEY (4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.09 6.0 0.48	39411 99544 02011 93511	averaged used in F NEW! I ALL-M FL \$24 SE \$25	FMMO fo USDA *N IILK BF * 1.80 3.86 5.20 3.91	Month & ormulas. MAY-24* MAILBOX \$24.00 \$23.15
NEXT GDT A ALL-PROD MILKFAT (A BUTTERMII LACTOSE	AUCTION 09/0 DUCT INDEX MF) LK POWDER	03/24 †† 5. 3.2868 †† 4. 1.2504 †† 3. 0.4288 †† 2. ERAL ORDE	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA 7% WHOLE	POWDER (SIV R DAR(BULK) ARELLA (BULK) POWDER (WIV	1.1960 1 3.0426 1 1.9392 1 2.1824 1 MP) 1.5799 1	1 4.0% 1 3.7% 1 0.2% 1 5.0% 1 7.2% 1 -MILK	NFDM BUTTER CHEDDAF CHEDDAR DRY WHE	32 16 R-40 8 R-500 2 Y 7	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (↑↑ 1.30 ↑↑ 3.19 ↓↓ 2.11 ↓↓ 2.20 ↓↓ 0.56	05811 00011 .8311 .8311 08311 60811	NFDM BUTTEI CHEES CHEES DRY W	1 R 4 E-40 1 E-500 1 HEY 6	4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.09 5.0 0.48	39411 99544 02011 93511	AVERAGE AVERAGE AVERAGE SE \$25	TMMO fo USDA *N IILK BF * 1.80 3.86 5.20 3.91	Month & ormulas. MAY-24* *MAILBOX \$24.00 \$23.15
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE ANNOL *CL I AD	AUCTION 09/0 DUCT INDEX WIF) : IK POWDER :	03/24	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA 7% WHOLE R PRICES	POWDER (SMR R DAR(BULK) ARELLA (BULK) POWDER (WM (\$/CWT)	1.9392 2.1824 1 MP) 1.5799 1 NASS ALL	1 4.0% 1 3.7% 1 0.2% 1 5.0% 1 7.2% 1 -MILK	NFDM BUTTER CHEDDAF CHEDDAR DRY WHE CUR WEIG	32 16 R-40 8 R-500 2 Y 7	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (↑↑ 1.30 ↑↑ 3.19 ↓↓ 2.11 ↓↓ 2.20 ↓↓ 0.56 ORDER JLY 1-27	05811 00011 18311 08311 60811 VALUE	NFDM BUTTEI CHEES CHEES DRY W	1 R 4 E-40 1 E-500 1 HEY 6 S)*=*Ni JULY	4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.09 6.0 0.48	394 11 995 11 020 11 935 11 890 11	Averaged used in II NEW! I ALL-M FL \$22 SE \$25 APP \$25 N.ENG \$23 NY \$22 IN \$22	FMMO fo USDA *N IILK BF * 1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.04	Month & ormulas. MAY-24* MAILBOX \$24.00 \$23.15 \$22.12 \$22.38 \$22.11 \$21.67 \$21.38
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE *CL AD *21.60(SE	MUCTION 09/0 DUCT INDEX MF) LK POWDER 2 MCED FED V1↑ CL II1↑	33/24 †† 5. 3.2868 †† 4. 1.2504 †† 3. 0.4288 †† 2. ERAL ORDE † CL III II	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA 7% WHOLE R PRICES CL IV 1	POWDER (SW R DAR(BULK) ARELLA (BULK) POWDER (WM G (\$/CWT) The ALL-MIL UL) 22.80(J)	1.9392 2.1824 1.9392 2.1824 MP) 1.5799 NASS ALL K-U.S ALL JN) ↑↑ 23.	1 4.0% 1 3.7% 1 0.2% 1 5.0% 1 7.2% 1 -MILK	NFDM BUTTER CHEDDAF CHEDDAR DRY WHE CUR WEIG PRO	32 16 R-40 8 R-500 2 Y 7 REENT FEE HITED AVG. DUCT VA	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (4-WK JU ALUE M	1.30 1 3.19 1 2.11 1 2.20 1 0.56 1 0.56 1 0.56 1 0.56 1 0.56 1 0.56 1 0.56 1 0.56 1 0.56	05811 00011 18311 08311 60811 VALUE 7, 2024 0W NE 1.771	NFDM BUTTEI CHEES CHEES DRY WI S (\$/LB	1 R 2 E-40 1 E-500 1 HEY 6 JULY COMP	4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.09 5.0 0.48 EW 2024 20NENTS 1.9466	394 ff 995 JJ 020 ff 935 ff 890 JJ	Average used in I NEW! I ALL-M FL \$24 SE \$25 APP \$25 N.ENG \$23 NY \$22 PAeast \$22 IN \$22 OH \$22 PAwestern	TMMO for USDA *NILK BF * 1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.04 4.00 PA only	Month & ormulas. MAY-24* MAILBOX \$24.00 \$23.15 \$22.12 \$22.38 \$22.11 \$21.67 \$21.38 \$21.41 \$21.41
NEXT GDT A ALL-PROE MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE 	NCED FED V11 CL II1 21.60	03/24 ↑↑ 5. 33.2868 ↑↑ 4. 11.2504 ↑↑ 3. 0.4288 ↑↑ 2. ERAL ORDE ↑ CL III ↓↓ UL) 19.79(JU 19.87	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA 7% WHOLE R PRICES L CL IV 1 L) 21.31(J ONTH AGO 21.08	POWDER (SW R DAR(BULK) RELLA (BULK) POWDER (WI G (\$/CWT) T ALL-MIL UL) 22.80(JJ 22.00 4	1.9392 2.1824 1 MP) 1.5799 1 NASS ALL K-U.S ALL JN) ↑↑ 23.	11 4.0% 1 3.7% 1 0.2% 1 5.0% 1 7.2% 1 7.2% 1 7.2% 1 4.01F 1 5.0% 1 7.2% 1	NFDM BUTTER CHEDDAF CHEDDAR DRY WHE CUR WEIG PRO CHE BUT	32 16 R-40 8 R-500 2 Y 7 REENT FEE HITED AVG. DUCT VA EESE 1.9 TER 3.1	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (4-WK JUE M 2717 0 211 0	†† 1.30 †† 3.19 JJ 2.11 JJ 2.20 JJ 0.56 DRDER JLY 1-27 AKE ALL .2003 .1715	000 11 000 11 083 11 083 11 083 11 083 11 VALUE 7, 2024 0W NE 1.771 2.949	NFDM BUTTEI CHEES CHEES DRY WI S (\$/LB	1 R 4 E-40 1 E-500 1 HEY 6 JULY COMP PROT 3.FAT	4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.09 5.0 0.48 EW 2024 ONENTS 1.9466 3.5720	39411 99544 02011 93511 89044	Average used in I NEW! I ALL-M FL \$24 SE \$25 NENG \$23 NY \$22 PAeast \$22 OH \$22 PAwestern U.S. \$22 MO N.	FMMO for USDA *N IILK BF *1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.04 2.10 4.00 PA only 2.00 4.17	Month & ormulas. MAY-24* MAILBOX \$24.00 \$23.15 \$22.12 \$22.38 \$22.11 \$21.67 \$21.38 \$21.41 \$21.18 \$21.33 \$20.66
NEXT GDT A ALL-PROE MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE 	NCED FED V11 CL II1 21.60	13/24 ↑↑ 5. 3.2868 ↑↑ 4. 1.2504 ↑↑ 3. 0.4288 ↑↑ 2. ERAL ORDE ↑ CL III ↓↓ UL) 19.79(JU.	SKIM F 5% BUTTE 8% CHEDI 4% MOZZA 7% WHOLE R PRICES L CL IV 1 L) 21.31(J ONTH AGO 21.08	POWDER (SW R DAR(BULK) RELLA (BULK) POWDER (WI G (\$/CWT) T ALL-MIL UL) 22.80(JJ 22.00 4	1.1960 3.0426 1.9392 2.1824 1.9392 1.5799 1	11 4.0% 1 3.7% 1 0.2% 1 5.0% 1 7.2% 1 7.2% 1 7.2% 1 4.01F 1 5.0% 1 7.2% 1	NFDM BUTTER CHEDDAR CHEDDAR DRY WHE WEIG PRO CHE BUT NFD	32 16 R-40 8 R-500 2 Y 7 REENT FEE HITED AVG. DUCT VA EESE 1.9 TER 3.1	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (4-WK JUE M 0717 0 211 0 930 0	†† 1.30 †† 3.19 ‡‡ 2.11 ‡‡ 2.20 ‡‡ 0.56 DRDER JLY 1-27 AKE ALL .2003 .1715 .1678	000 11 000 11 083 11 008 11 VALUE 7, 2024 0W NE 1.771 2.949 1.025	NFDM BUTTEI CHEES CHEES DRY WI S (\$/LB	1 R	4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.09 5.0 0.48 EW 2024 20NENTS 1.9466	39411 99544 02011 93511 89044	Average used in F NEW! \(\) ALL-M FL \(\) S24 FL \(\) S25 RENG \(\) RENG \(\) RY \(\) PAesast \(\) PAesast \(\) NY \(\) PAesast \(\) PAWestern U.S. \(\) MO \(\) IL \(\) S27 MI \(\) S27	FMMO for USDA *NILK BF *1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.04 2.10 4.00 PA only 1.80 4.08 3.50 4.25 4.08 3.50 4.25	Month & ormulas. MAY-24* MAILBOX \$24.00 \$22.15 \$22.12 \$22.31 \$21.67 \$21.18 \$21.41 \$21.18 \$21.33 \$21.65 \$20.66 \$20.66
NEXT GDT A ALL-PROE MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE	INCED FED VIT CL III 21.60 19.12 U.S. AVG. B	17 5. 3.2868 11 4. 1.2504 11 3. 0.4288 11 2. ERAL ORDE C L III L 19.79(u 19.87 13.77 RED COWS &	SKIM F 5% BUTTE 8% CHEDI 4% MOZZ/ 7% WHOLE R PRICES CL IV 1 1 21.31(1) 27.31(1) 27.31(1) 27.31(1) 28.26 HEIFERS (3	DOWDER (SWR R DAR(BULK) ARELLA (BULK) POWDER (WN G (\$/CWT) T ALL-MIL UL) 22.80,U 22.00 4 17.80 4 Brd trimester	P) 1.1960 3.0426 1.9392 2.1824 2.1824 1.5799	11 4.0% 11 3.7% 12 5.0% 15 5.0% 17 7.2	NFDM BUTTER CHEDDAR CHEDDAR DRY WHE CUR WEIG PRO CHE BUT NFD DRYV	32 16 R-40 8 R-500 2 Y 7 7 REENT FEE SHIED AVG. DUCT VA ESS 1.9 TER 3.1 M 1.1 MHEY 0.4	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (4-WK JUE M 7717 0 211 0 930 0 4487 0	## 1.30 ## 2.11 ## 2.20 ## 0.56 DRDER JLY 1-27 AKE ALL .2003 .1715 .1678 .1991 Dairy Co	00011 00011 00011 08311 00811 VALUE 7, 2024 0W NE 1.771 2.949 1.025 0.249	NFDM BUTTEI CHEES CHEES DRY W S (\$/LB T 14	1 R	4.2 1.2; 1.8 3.09 0.4 2.00 1.2 2.09 3.0 0.48 EW 2024 CONENTS 1.9466 3.5720 1.0149 0.2571	39411 99544 02011 93511 89044	Average used in F NEW! ALL-M ALL-M FL \$22 SE \$22 APP \$22 NY \$22 NY \$22 OH \$22 MO N, IL \$22 MO N, IL \$22 MO S, \$23 WHOR \$23 TX \$23 CA \$26	FMMO for USDA *N ILK BF * 1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.04 2.50 4.07 A N/A 2.00 4.16 1.80 4.08 3.50 4.25 3.00 4.28 3.70 4.17	Month & ormulas. MAY-24* MAILBOX \$24.00 \$23.15 \$22.12 \$22.18 \$22.38 \$21.38 \$21.38 \$21.38 \$21.366 \$21.05 \$20.66 \$20.66 \$20.66 \$21.36
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE 	INCED FED WIT CL III 21.60 19.12 U.S. AVG. B JUN-23 J	17 5. 3.2868 11 4. 1.2504 11 3. 0.4288 11 2. ERAL ORDE CL III III 19.79 (ut.) 19.87 19.87 RED COWS & UL-23 AUG	SKIM F SK	DOWDER (SWR R DAR(BULK) ARELLA (BULK) POWDER (WM G (\$/CWT) T ALL-MIL UL) 22.80(J 22.00 4 17.80 4 Brd trimester 23 OCT-23	P) 1.1960 3.0426 1.9392 2.1824 2.1824 1.5799	11 4.0% 11 3.7% 12 5.0% 15 5.0% 17 7.2	NFDM BUTTER CHEDDAR CHEDDAR DRY WHE CUR WEIG PRO CHE BUT NFD DRYV TI by USDA JAN-24	32 16 R-40 8 R-500 2 Y 7 REENT FEE HHTED AVG. DUCT VA ESE 1.9 TER 3.1 M 1.1 MHEY 0.4	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (4-WK JUE M 7717 0 211 0 930 0 4487 0	## 1.30 ## 2.11 ## 2.20 ## 0.56 DRDER JLY 1-27 AKE ALL .2003 .1715 .1678 .1991 Dairy Co 4 APR-	000 11 (83 11 (8	NFDM BUTTEI CHEES CHEES DRY WI S (\$/LB T 14 11 16 96 11 16 96 11 16 96 11 16 96 11 16 97 17 18	1	4.2 1.2; 1.8 3.0; 0.4 2.00; 1.2 2.0; 6.0 0.48; EW 2024 20025 20024 20024 20025 200	39411 99544 02011 93511 89044	AVERAGE NEW! \(\) ALL-M ALL-M FL SE S2: APP \$22 NY \$22 OH \$22 OH \$22 OH \$22 MO N; \(\) IL \$23 MO N; \(\) IL \$24 MO N; \(\) IL \$25 MO N; \(\) IL \$26 MO N; \(\) IL \$27 MO N; \(\) IL MO	FMMO for USDA *N IILK BF * 1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.04 2.00 4.17 A N/A 2.00 4.16 1.80 4.08 3.50 4.25 3.00 4.25 3.00 4.25 3.00 4.25 3.00 4.25 3.00 4.27 4.17 1.10 4.17 2.80 4.41	Month & ormulas. MAY-24* MAILBOX \$24.00 \$23.15 \$22.12 \$21.23 \$22.31 \$21.41 \$21.63 \$21.33 \$20.66 \$21.36 \$20.46 \$20.66 \$20.46 \$20.66 \$20.46 \$20.66 \$20.40 \$20.8
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE 	INCED FED WIT CL III P) 21.60 19.12 U.S.AVG. B JUN-23 J 1559 1 U.S.AVG. W	17 5.3.2868 11 4.1.2504 11 5.0.4288 11 2.1.2504 11 3.0.4288 11 2.1.2504 11 3.77 11 3.7	SKIM F SK	DOWDER (SWR DAR(BULK) ARELLA (BULK) POWDER (WM (\$/CWT) ALL-MIL UL) 22.80(J 17.80 4 17.80 4 Brd trimester 23 OCT-23 1741 Is reported by	NASS ALL	11 4.0% 1 1 3.7% 1 1 5.0% 1 5.0% 1 7.2% 1 1 1 5.0% 1 7.2% 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	NFDM BUTTER CHEDDAF CHEDDAF DRY WHE PRO CHE BUT NFD DRYV 1 by USDA JAN-24 1635 nal Dairy	32 16 R-500 8 R-500 2 Y 7 RENT FEE HITED AVG. DUCT VA ESE 1.9 TER 3.1 M 1.1 MHEY 0.4 A Monthly N FEB-24 N/A Compreher	1.3050 3.1975 2.0750 2.1250 0.5525 DERAL (4-WK JUE M 0717 0 211 0 930 0 4487 0 Wational I MAR-2 N/A	## 1.30 ## 2.11 ## 2.20 ## 0.56 DRDER JLY 1-27 AKE ALL .2003 .1715 .1678 .1991 Dairy Co 4 APR N/A port	000 11 83 11 83 11 83 11 808 11 VALUE 7, 2024 0W NE 1.771 2.949 1.025 0.249 0mprehe 24 MA 21	NFDM BUTTEI CHEES CHEES DRY WI S (\$/LB II 4 11 F 96 11 C 96 11 C 96 11 C	1	4.2 1.23 1.8 3.00 1.4 2.00 1.2 2.09 1.2 2.09 1.0 0.48 2024 2024 20024 20024 20024 20024 20149 20149 202571 20149 202571	39411 99544 02011 93511 89044	AVERAGE USE OF IN BOTTON ALL-M FL \$24 SE \$22 APP \$22 APP \$22 APP \$22 PAESS \$22 IN \$22 CH ELS \$22 MO N. \$22 PAWESTER IL \$22 TX \$22 CA \$26 CA \$26 VEIKS \$21 NM \$22 NM	FMMO fo USDA *N IILK BF * 1.80 3.86 5.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.07 2.50 4.04 2.10 4.00 PA only 6.200 4.17 A N/A 6.200 4.18 6.300 4.28 6.300 4.28 6.300 4.25 6.300 4.41 6.300 4.24 6.300 4.25 6.300 4.300 6.300 4.25 6.300	Month & comulas. MAY-24* MAILBOX \$24.00 \$23.15 \$22.38 \$22.11 \$21.38 \$21.18 \$21.38 \$21.18 \$21.36 \$21.05 \$20.66 \$20.66 \$20.40 \$20.40 \$21.05 \$20.40 \$21.05 \$20.40 \$21.05
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE 	INCED FED VIT CL III P) 21.82(J 21.60 19.12 U.S. AVG. B JUN-23 J U.S. AVG. B 15.59 1 U.S. AVG. N 1792 1	17 5. 3.2868 11 4. 1.2504 11 3. 0.4288 11 2. ERAL ORDE T CL III J UL) 19.79 UL) 19.77 RED COWS & UL-23 AUG UL-23 AUG 615 1634	SKIM F 5% BUTTE 8% CHEDI 4% MOZZ/ 7% WHOLE R PRICES CL IV 1 L) 21.31(J ONTH AGG 21.08 EAR AGO 18.26 HEIFERS (3 -23 SEP-1 1500 5 per head a 1643	DOWDER (SWR DAR(BULK) ARELLA (BULK) ARELLA (BULK) POWDER (WR 6 (\$/CWT) 17 ALL-MIL 22.80,JJ 22.00 4 17.80 4 17.80 4 17.80 4 17.80 4 17.80 4 17.80 4 18.80 4 18.80 4	P) 1.1960 3.04261 1.9392 2.1824 1.5799	11 4.0% 1 3.7% 1 4.0% 1 5.0% 1 5.0% 1 7.2% 1	NFDM BUTTER CHEDDAF CHEDDAF CHEDAF DRYWHE CUR WEIG PRO CHE BUT NFD DRYY I by USDA JAN-24 1635 nal Dairy 1792	32 16 R-40 8 R-500 2 Y 7 RENT FEE HITED AVG. DUCT VA EESE 1.9 TER 3.1 M 1.1 MHEY 0.4 A Monthly N FEB-24 N/A	1.3050 3.1975 2.1975 2.1250 0.5525 DERAL (4-WK JU ALUE M 0717 0 211 0 930 0 4487 0 Vational I MAR-2 N/A	## 1.30 ## 2.11 ## 2.20 ## 0.56 DRDER JLY 1-27 AKE ALL .2003 .1715 .1678 .1991 Dairy Co 4 APR- N/A port 2120	000 11 83 11	NFDM BUTTEI CHEES CHEES DRY WI S (\$/LB TI 14 11 F 96 11 C 96 11 C 97-24 J 115	1	4.2 1.23 1.8 3.09 0.4 2.00 1.2 2.00 6.0 0.48 EW 2024 PONENTS 1.9466 3.5720 1.0149 0.2571 JUL-24 N/A	39411 99511 02011 93511 89011	AVERAGE WEW I ALL-M FL \$22 SE \$22 APP \$22 NENG \$22 NENG \$22 PAesst \$22 IN \$22 PAesster U.S. \$22 MO N, IL \$22 MM \$	FMMO fo USDA *N IILK BF * 1.80 3.86 5.20 3.91 5.20 3.91 5.10 3.99 3.30 4.23 2.50 4.07 2.50 4.04 2.10 4.00 1.00 4.16 1.80 4.08 3.50 4.25 3.00 4.18 1.10 4.17 1.10	Month & comulas. MAY-24* MAY-24* MS24.00 \$23.15 \$22.12 \$22.38 \$22.11 \$21.67 \$21.18 \$21.41 \$21.18 \$21.33 \$20.66 \$21.05 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36 \$21.36
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE 	INCED FED VIT CL III P) 21.82(J 21.60 19.12 U.S. AVG. B JUN-23 J P1559 1 U.S. AVG. B 1792 1 CATTLE-DA *MILK COW	17 5. 3.2868 11 4. 1.2504 11 3. 0.4288 11 2. ERAL ORDE C III III 19.79 (III 19.87 13.77 RED COWS & UL-23 AUG 11LKING COWS 615 1634 AIRY PURPOS (S (NASS) U.S.	SKIM F SK	DOMPIER (SWR DAR(BULK) ARELLA (BULK) POWDER (WI C (\$/CWT) T ALL-MIL UL) 22.80,U 17.80 4 Brd trimester 3 OCT-23 1741 1741 1830 USDA and of	P) 1.1960 3.04261 1.9392 2.1824 1.5799	11 4.0% 11 3.7% 12 0.2% 15 5.0% 17 7.2	NFDM BUTTER CHEDDAR CHEDDAR CHEDDAR WEIG PRO CHE BUT NFD DRYV 1635 1635 1635 1792 tauction Bred	32 16 R-40 8 R-500 2 Y 7 RENT FEE HITED AVG. DUCT VA ESE 1.9 TER 3.1 M 1.1 MHEY 0.4 Monthly N FEB-24 N/A VA Comprehence N/A	1.3050 3.1975 2.0750 0.5525 DERAL (4-WK JUE M 7717 0 211 0 930 0 4487 0 Vational I MAR-2 N/A mbined 4	## 1.30 ## 2.11 ## 2.20 ## 0.56	1.001 11 12 12 13 14 15 15 15 15 15 15 15 15 15 15 15 15 15	NFDM BUTTEI CHEES CHEES DRY WIS (\$/LB	R	4.2 1.23 1.8 3.09 1.1 2 2.09 1.2 2.09 1.3 0 0.44 EW 2024 20NENTS 1.9466 3.5720 1.0149 0.2571 JUL-24 N/A N/A 8.25,202 Beef X	39411 995 11 02011 93511 890 11	### Averaged used in I ### NEW! 1 ### ALL-M ### FL ### \$22 ### \$22 ### \$22 ### \$22 ### \$22 ### \$22 ### \$22 ### \$22 ### \$23 ### \$23 ### \$24 ### \$25 ### \$25 ### \$25 ### \$26	FMMO fo USDA *N ILIK BF ** I.80 3.86 3.20 3.91 5.10 3.99 3.30 4.23 2.70 4.16 2.50 4.07 2.50 4.04 2.10 4.00 PA only PA only 2.00 4.17 A N/A 2.00 4.17 1.10 4.17 2.80 4.42 1.30 4.14 2.20 4.40 1.50 4.10 1.30 4.12 1.30 4.14 1.30 4.16 1.30 4.61 1.30 4.61	Month & traulas. WAY-24* MAY-24* S24.00 \$23.15 \$22.12 \$23.15 \$22.13 \$21.67 \$21.38 \$21.41 \$21.65 \$21.05 \$20.66 \$20.66 \$20.66 \$20.20 \$21.57 \$21.36 \$21.01 \$21.
NEXT GDT A ALL-PROI MILKFAT (M BUTTERMII LACTOSE *CL I AD *21.60(SE 	INCED FED VIT CL III P) 21.82(J 21.60 19.12 U.S. AVG. B JUN-23 J P1559 1 U.S. AVG. B 1792 1 CATTLE-DA *MILK COW	17 5. 3.2868 11 4. 1.2504 11 3. 0.4288 11 2. ERAL ORDE The CL III III 19.87 19.87 13.77 RED COWS & UL-23 AUG 11LKING COWS 615 1634 AIRY PURPOS	SKIM F SK	DOWDER (SWR DAR(BULK) ARELLA (BULK) POWDER (WR (\$/CWT) The ALL-MIL ULL) 22.80(J) 22.00 4 17.80 4 Brd trimester 3 OCT-23 1741 1830 USDA and of	P) 1.1960 3.04261 1.9392 2.1824 1.5799	11 4.0% 11 3.7% 12 0.2% 15 5.0% 15 5.0% 17 7.2	NFDM BUTTER CHEDDAR CHEDDAR DRYWHE CUR WEIG PRO CHE BUT NFD DRYV 1635 1635 1635 1792 tauction	32 16 R-40 8 R-500 2 Y 7 RENT FEE HITED AVG. DUCT VA ESE 1.9 TER 3.1 M 1.1 MHEY 0.4 Monthly N FEB-24 N/A Comprehen N/A reports cou	1.3050 3.1975 2.0750 0.5525 DERAL (4-WK JUE M 7717 0 211 0 930 0 4487 0 Vational I MAR-2 N/A mbined 4	## 1.30 ## 2.11 ## 2.20 ## 0.56	1.00 11 1.00 1	NFDM BUTTEL CHEES CHEES DRY WILLIAM S (\$/LB T	R	4.2 1.23 1.8 3.00 1.2 2.00 1.2 2.05 1.0 0.45 EW 2024 CONENTS 1.9466 3.5720 1.0149 0.2571 JUL-24 N/A N/A 8.25, 202 Bef X N/A	39411 995 11 02011 93511 890 11	### Averaged used in I ### NEW! 1 ### ALL-M ### FL ### \$22 ### \$22 ### APP ### \$22 ### APP ### \$22 ### APP ### \$22 ### APP	FMMO fo USDA *N IILK BF * 1.80 3.86 5.20 3.91 5.20 3.91 5.21 4.16 5.20 4.04 5.20 4.00 7.250 4.	Month & traulas. WAY-24* MAY-24* MAILBOX \$24.00 \$23.15 \$22.12 \$21.67 \$21.38 \$221.41 \$21.67 \$20.66 \$20.66 \$20.45 \$20.20 \$20.45 \$21.57 \$21.36 \$20.66 \$20.45 \$20.45 \$21.57 \$21.36 \$20.45 \$2
NEXT GDT A ALL-PROI MILKFAT (A BUTTERMII LACTOSE *CL I AD *21.60(SE	NCED FED	17 5. 3.2868 17 4. 1.2504 17 3. 0.4288 17 2. ERAL ORDE CL III 1. 19.79 UL. 19.87 19.87 13.77 RED COWS & UL-23 AUG 502 1540 III.KING COWS 615 1634 AIRY PURPOS 23 \$1720 A	SKIM F S% BUTTE S% CHEDI 4% MOZZ/ 7% WHOLE R PRICES CL IV 1 1, 21.31 21.08 EAR AGO 18.26 HEIFERS (3-23 SEP-1643 ES(\$/HD) G. Avg. FR PR-2 3 PR-23 1	COWDER (SWR DAR(BULK) ARELLA (BULK) POWDER (WM (\$/CWT) ALL-MIL UL) 22.80(J) 17.80 4 17.80 4 3 OCT-23 1741 18 reported b 1830 USDA and of ESSH H 200 650	IP) 1.1960 ↑ 3.0426 ↑ 1.9392 ↓ 2.1824 ↑ IP) 1.5799 ↑ INASS ALL IN	11 4.0% 11 3.7% 12 10.2% 15.0% 15.0% 17.2%	NFDM BUTTER CHEDDAR CHEDDAR DRYWHE CUR WEIG PRO CHE BUT NFD DRYV 1 by USDA JAN-24 1635 nal Dairy 1792 t auction Bred 2200	32 16 R-40 8 R-500 2 Y 7 REENT FEE HHTED AVG. DUCT VA ESS 1.9 TER 3.1 M 1.1 MHEY 0.4 Monthly N FEB-24 N/A Comprehen N/A reports coll Beef x (2500 RAGO	1.3050 3.1975 2.0750 0.5525 DERAL (4-WK JUE M 7717 0 211 0 930 0 4487 0 Vational I MAR-2 N/A mbined 4	## 1.30 ## 2.11 ## 2.20 ## 0.56	VALUE 7, 2024 00 NE 1.771 2.949 1.025 0.249 00 MP 21 00 22 00 22 00 22 00 15	NFDM BUTTEL CHEES CHEES DRY WILLIAM CHEES	R	4.2 1.23 1.8 3.09 1.4 2.00 1.2 2.09 1.2 2.09 1.2 2.09 2.024 2.00ENTS 1.9466 3.5720 1.0149 0.2571 JUL-24 N/A N/A N/A	39411 995 11 02011 9935 11 011 011 011 011 011 011 011 011 011	Average used in I NEW! ALL-M ALL-M FL \$22 \$24 APP \$22 APP \$2	FMMO fo USDA *N IIIK BF *1 IIK BF *1	Month & translate MAY-24* MAY-24* MAY-24* MAILBOX S24.00 S23.15 S22.12 S22.38 S21.38 S21.38 S21.38 S21.38 S21.33 S21.41 S21.67 S20.66 S21.36 S20.46 S21.36 S20.46 S21.36 S20.46 S21.36 S20.49 S21.36 S20.43 S21.01 S21.06 S10.36
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PUBLIC AUCTION

Soltys Complete

Dairy Herd Dispersal

Located on farm at 189 Whitts End Lane, MILTON, Pa.

Thursday, SEPTEMBER 5, 2024

Starting 11:00 a.m. w/ dairy equipment

165 Holstein Dairy Cattle, 2 Robots & Dairy Equipment

165 SIRED ID'D HOLSTEIN DAIRY CATTLE

Herd consists of 102 ROBOT TRAINED milking age animals. July 30

average 90 lbs. (12) from 100 to 137 lbs. (22) confirmed bred heifers,

(16) bred heifers, (24) open from 12 mths. to breeding age.

DAIRY EQUIPMENT

Sells first @ 11 a.m. Two Lely A4

robots; 3000 gal. bulk tank; 100 gal.

buffer tank; Mueller 51 plate; 140

Live in-person and

internet bidding with:

robot collars.

Tiger and granite lights. Harsue Repair, New Holland, Pa. 717-355-0715.

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compostech LLC. IS A local Honey Brook business, making and selling organic compost at \$30 per cubic yard. Call Dave at 610-441-5154 to schedule a pick up. Also taking horse manure for

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

REDUCED PRODUCTION?
Heat stress? High SCC?
Scours? Proven effective solutions to your herd's health
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years experience raising heifers, I am the solution to your problem. Space available now. Call today to discuss this opportunity. 717-860-8867.

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

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

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

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custom combining services. Well maintained equipment. Reasonable prices. Call 315-573-6742 for more information.



Thursday, September 19th @ 7:15 P.M. Special Dairy Cow & Heifer Sale

- * We are expecting a good selection of fresh and fancy, 2 and 3 yr. olds out of local overstocked herds and heifer growers. Mostly A.I. sired including several good Registered cows, with most on test w/low SCC and milking well!!
- ★ Brandt-View sends 7 fresh and fancy cows w/ deep pedigrees & genomics, and milking well!!
- * Another farm sends 6-7 fresh and fancy cows out of a freestall / parlor setup.
- * Also a nice selection of heifers from healthy calves to close springers!
- **★ Several Breeding age bulls out of good pedigrees!**
- * 2 Poly calf hutches and misc. dairy supplies (they sell at beginning of the sale).

NOTE: Need cows to build base? Plan to join us for this sale!
We are getting a great selection of fancy, young dairy cattle right off the farm!
Is your tank overflowing? Fancy, fresh cows and heifers are in demand!
All cattle are vet checked and vaccinated. Trucking available.

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

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

Darryl Jones Lic. AU5194 717-226-0776





Sale Barn Ivan Brubacker 717-414-6657

> Pedigrees Art Kling

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DAIRY COW & HEIFER SALE

WEDNESDAY, SEPT. 4[™] • 10:30 A.M.

Brian & Brooke Hersler 34-cow Jerseys and Crosses Herd Dispersal.

Free stall parlor broke. R.H.A. 14,286M, 4.5 B.F., 3.9 Pro. A.I. bred, many due September through October. Few bred to Angus. (15) 1st and 2nd calves / (15) 3rd calf and older / (4) springing heifers.

All consignments welcome. Cows—heifers—bulls.

Quality dairy selling at historical highs!

Consignors: Please send <u>all</u> 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.

REMINDER:

Feeder Cattle Sale. Friday, September 6th, start time 6 p.m.

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

Sale Managed By
New Holland Sales Stables, Inc.

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double six parlor, 3" low line, perfection meters, (4) 3400 and (8) 2700 automatic takeoffs, variable speed pump. Offers over \$7000; 2 Calf-Tel hutches, bucket holders, hay racks. \$75 each. 717-548-3039.

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SPECIAL HEIFER SALE

Friday, Sept. 6 starting at 6 p.m.

Already consigned: 25 bred heifers from Shan-Rock Dairy, 20 open heifers from Lycoming County. Accepting all size dairy heifers. Accepting heifers on Friday, Sept. 6th UNTIL 4 p.m.

Sale will be held at Jersey Shore Livestock Market, 1308 South Route 44 Highway, Jersey Shore, Pa. 17740. Trucking is available. To consign or for more info, contact Tyler: 570-898-0130.

Auctioneer: Ed Pepper AU-005424

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

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

JUST FRESH, 1ST LACTA-TION Reg. Holstein cows. Good quality, well grown animals. 3-4 generally avail. each month. 570-297-5118.

Heifers & Calves

3 REG. HOLSTEIN heifers due to calve in mid-Sept. Beautiful. 540-535-8431.

TWO 9 MOS. OLD DAIRY heifers. One Jersey out of Chrome. One Ayrshire, full bred. \$1000 each. 223-216-0160. (8/30)

LOOKING FOR REG. springing heifers, fresh, 2 and 3 year olds, preferably freestall cows, to expand my herd. 814-386-0609. (9/27)

Dairy Bulls

GUERNSEY BULL, BORN 6/2/23, Reg. Dam is Knapps RH American Tribute-ETV, A2A2, then to American Pie x Tambourine, EX-95. 570-971-5863. (10/4)

POLLED RC APPLES ARMY son x VG-85 Rex x VG-88 Ladd-P. Barn favorite cow family. Delivery available.



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Other bulls available as well. Perry Co., Pa. 717-799-3699.

REG. GUERNSEY BULL A2A2. 15 mos. old. Wayne Co., Pa. 570-575-0293.

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-

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

478-2942.

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.

Semen, Embryos

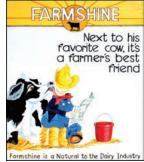
WATERLOO CHEERS EIFEL, Cheers x Golden Dreams 93 x Shottle 85 x 2 more Excellent dams, then Linjet Eileen. aAa 213, \$10/unit.

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-

717-598-0563. (9/13)

HELSEL-HILL HAS expanded. Call or text Keith Helsel for No Bull sires, Blondin

965-0089or 706-578-0731.



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

DONEGAL-CREEK BAX-TER 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.

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DAIRY BILLIES, \$190 EACH Delivery available. Lancaster Co., Pa. 717-335-2563.

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JD 7280 self-propelled forage harvester, 2014. 2,350 cutterhead hours. ProDrive 25 mph, 4WD with anti-slip and diff. lock, 13.5 liter with 440 hp. Available with or 8-row without head. \$148,000/\$172,000. 717-400-7917. (9/6)

NH 316 SQUARE BALER with thrower. One owner, shed kept, good condition. Trucking available. \$4900. 814-662-4183. (9/13) **WEAVERLINE 436, 4000** hours, recently overhauled, plate \$2000: cooler, \$1000. 717-598-0563.

4300 HOULE SPREADER. Good undercarriage, brakes, tank needs to be patched or replaced. Best offer over \$4000. 717-548-3039. (8/30)

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

FORAGE HARVESTER. 2009 John Deere 7350 with 6-row large drum head and kernel processor. 2,970 drum hours. 13.5 liter with 472 HP. 4WD. New KP rollers, transition liners and rear tires. 717-400-7917. (9/6)

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NEW HOLLAND 3PN three row corn head. FP240 hook-up. Good condition, field ready. Late model. \$7800 OBO. Call for more 717-351information. 0353. (8/30)

2023 BEARCLAW 20 TON construction trailer, \$50,000; Esch 5612, drill, 198 acres, \$45,000; HS 18 ft., tandem, gear, 14 ton, twin auger, \$16,500; John Deere 567, twine, \$20,000.

859-608-9745. (9/6)

CLAAS FORAGE harvester 2012 Jaguar 930 with kernel processor. 2,670 hours, 494-series, 4WD, rear weights. MB engine with 410 hp. Over \$10k in re-\$135,000 \$157,000 with 6-row head. 717-400-7917. (8/30)

FOR RENT: E RISSLER 330 trailer TMR mixer, \$30/day;





IH Rissler 510 TMR cart, \$10/day. Delivery avail. My-erstown, Pa. 484-793-2179.

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CERTIFIED ORGANIC dairy quality 2nd and 3rd cutting, clean, out of field, you wrap. 1st cutting 4x5 dry round bales. Buy now and save. 570-250-1725. (9/30)

form, 1 Bred heifer, 1 calf.

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HIGH CALCIUM, barn dry, works great in dairy barns. One ton on a skid, bagged in 50 lb. bags. \$115/ton. 717-368-2826. (8/30)

HORSE-QUALITY STRAW in 15 bale bundles. All from JD walker combine. Also, alfalfa. 301-988-1057.

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

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Saturday, SEPTEMBER 7, 2024 • 11:00 a.m.

Selling 90 head 70 lactating cows just fresh or due soon, some show age calves. Milk, Protein and Butterfat Galore! Ayrshire Highlights: Milking Jr. 3 yr. old Reagen out of EX94 Bikini selling. 6 in Milking

A2A2 Guernsey Highlights: Michelangelo A2A2 Fall calf out of EX92 2E Dam. JCPen-

ney DJ Fall Calf out of VG88 Lonestar with numerous Nom AA's in pedigree. | A2A2 Summer Yrlg. out of Brando from Snider Homestead. 6 in Milking form, 4 bred heifers due in November.

Jersey Highlights: Joyride, Nuance & Bontino 2-year-olds sell fresh from the Pleasant Valley

Prime Heather EX96 family - Spring Valley breeding at its best. | Ferdinand embryos from

EX91 Chrome daughter of Marynole Excite Rosey EX94 - Reserve Grand at WDE. | Fresh

Metallica sells out of VG87 Vaden, next dam VG89, then EX97 3E Amedeo Gorgeous - the

Canadian legend! Two full sisters also sell! Fresh Chocolatier 2-year-old sell fresh out of EX94

Hunter Mascara - back to Pensmith TJ Mindy! Show-winning sisters. | Fresh Ferdinand sells

out of seven VG & EX dams with high, high components. | 7 Show Age heifers, 10 bred heifers

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.

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INTERNATIONAL 3088, ROPS, 5670 hours, 4 new tires, fresh paint, very good condition. \$19,000 OBO. 570-419-8981. (8/30)

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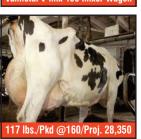
Location: 433 Roller Rd., Elizabethville, PA 17023 (Dauphin Co.)

Directions: From Elizabethville follow Rt. 225 North approx 2 miles. Turn left onto Roller Rd. OR from Berrysburg follow Rt. 225 South approx. 2 mi. Turn right onto Roller Rd. Follow approx. 3/4 mi. to auction on right.













88+ Hd. certified organic Holstein Tie stall herd. 50+ cows & 38+ heifers; RHA 24,765. Current avg. (Aug. test) 68 lbs./3.6 BF/3.1 Pro/183,000 scc.; Cows milking up to 117 lbs.; (17) 1st lact., (10) 2nd, balance 3rd and up.; 26 hd. due Aug. to Nov. (11 Aug., 5 Sept., 2 Oct., 6 Nov.); Cows sired by Genex Al. AAA mating. Sires include Coffee, Brutus, Rolex, Pizza, etc.; Mostly Holstein bred.; Cows on vaccination program w/ Triangle 10; Exercised daily. Hooves were trimmed in spring; Fed TMR. Nutritionist: Kyle Sensenig; On DHIA program. Life History available ringside; Good, Quality Udders - only (2) 3 Quartered cows. 38+ Heifers: 1 due Oct., 1 Nov., 1 Dec., 4 Jan., 1 March. 14 Hd. age 7 to 14 month, balance down to baby calves.

Note: A super-nice group of organic heifers in good - Auction Info - The Stoltzfus family has decided to

Auctioneer Note: This is a top herd - from older cattle down to baby calves. You will like what you see here. If you're in need of dairy cattle - do not bypass the opportunity to buy at this dispersal.

Transportation available from Lancaster Co. \$50 max per person. Peach Bottom, Green Tree. Ronks. Leola. Contact Dave @717-768-7526 to schedule.

Tim Weaver 717-354-9524 Dave Stoltzfus 717-768-7526 Lic. # AY2109

or to place bids on equipment.

1 row field opener binder;

Cows will be sold under a tent.

condition. Well fed. On Triangle 10 vaccination pro-gram. exit the dairy industry to concentrate on other duties. We invite you to join us for their herd dispersal. A prime opportunity to add quality animals to your operation. Auction will begin @ 10:00 w/TMR mixers and manure spreader followed immediately by the dairy herd. Auction Co. and sellers are not responsible for accidents.

Cattle can be kept till following day to accommodate trucking.

Contact Dave Stoltzfus w/any cattle questions.

Cattle order buyers: Alvin Lapp 717-768-4689 or Dave Stoltzfus 717-768-7526.

- TMR Mixer - Feedcart - Manure Spreader-

Valmetal V-Mix 400 mixer wagon w/carbide knives, left

discharge, unload conveyer included; Vertablend 5500

mixer/feedcart w/digi-scales & 13 HP Honda; Lancaster

P185 spreader w/ endgate, litter spinner, widespread -

powered by Subaru engine w/hand clutch; McCormick

Contact Tim @ 717-354-9524 w/questions

Payment Terms: Cash, approved check, or credit card w/3% fee. Auction held in tent. Food stand on premises

Auction for:

Tim Weaver AUCTION SERVICE 717-354-9524

Sylvan & Anna Mae Stoltzfus 717-362-3579

Steve Schuler 717-666-4381 Tristan Sensenig 717-799-5541

Holstein Highlights: 12/23 Alpha out of VG87 Red polled Jordy, next dam EX90 EXMS Red polled Addiction-P, next dam EX94 Defiant Tang-Red. | Jerry Lewis & Bullseye embryos sell from EX91 Fever - the heart of the Ashlyn family. VG88 Tatoo 3-year-old backed by nine VG & EX dams back to EX94 Chief Adeen. | EX92 Jordy - 11th gen VG or EX from the Wilsondale 'T' family sells along with her Admiral granddaughter. Red Rager-Red 2-year-old sells fresh from VG Hypnotic, then Redtag Destry Sneezy-Red EX94 - nominated All-American R&W. 8 bred heifers, 20 in milking form, several show age heifers.

SCTIO

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Muncy, PA 17756

570-546-6907 | fraleyauction.com

due in September, 30 in milking form.

<u>Milking Shorthorn Highlights:</u> Ironman Fall Calf out of EX91 2024 Grand Champ NYSS. | Bred Cyride Fall Yrlg. due in September out of EX94 Frolic Dixie. VG86 Bentley 4 yr old due in September out of EX96 dam x EX96 Granddam. | 5 in milking Form, 2 due in September.

Trucking will be available immediately following the sale.

Catalogs will be online at DairyAgendaToday.com and Cowbuyer.com



Watch Facebook

for updates

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TO BUY/SELL REAL ESTATE in Pa. call Thomas Hershey at 610-209-7096. Hershey Farm Agency, Inc., HersheyAuctionLLC.com. 800-880-3831.

Wanted

DAIRY HEIFERS; VIRGINIA milk commission base; 258 hay rake with dolly wheel. 610-932-8404. (9/27)

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

HOLSTEIN, JERSEY and/or Ho Jo's freestall dairy milking herds/groups and complete heifer programs for expansion. All sizes/types needed. 570-504-4443. (12/6)

LOOKING FOR REG. springing heifers, fresh, 2 and 3 year olds, preferably freestall cows, to expand my herd. 814-386-0609. (9/27)

Farmshine Classifieds Order Form

Write your ad on the handy order blank below. We reserve the right to edit wording for readability. Maximum of 25

words. Phone numbers, email addresses and website addresses each count as one word. Each additional word is 25 cents.

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for more information or to place an ad. Must be received by close of business Tuesday to make it into that Friday's issue.

goods or services... for FREE

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

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I AM STILL LOOKING FOR used books and publications about dairy farming, printed early to late 20th century.

Interested in all farming related topics. Paying cash. Phone Owen Backus, 608-479-0811.

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

Opportunities Wanted

I WOULD LIKE TO MILK for somebody in your tie stall barn. Saturday and Sunday evenings. Lancaster Co., Pa. 717-335-2563.

I'M SEEKING WORK ON family farm w/ small house. Most any area. Prefer parttime plus. 717-816-9693.

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

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

Help Wanted

200 COW FAMILY FARM in Pylesville, MD, is looking for general help on farm. Full time or part time, house available. 443-617-2490.

Pets

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

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

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

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

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Miscellaneous

MILK BASE, 3000 LBS., by sale from Land O' Lakes producer. Transfer needs to be completed by 09/12/24 for accounting process. 814-360-4034. (9/13)

LAND O'LAKES BASE for sale. 717-799-0618, ext. 2.

FARMALL CULTIVATOR parts, draw bars, hillers, shanks, Planet Jr. push cultivators tools, Craftsman 4' push blade, wood and metal tool boxes, primitive furniture, bicycles, pottery, antiques. 856-358-8625 or 609-364-8339. (9/6)

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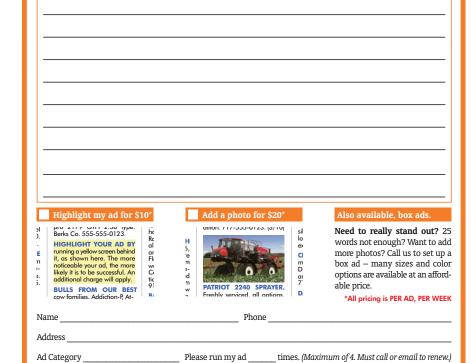
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Patz 420 Vertical Mixer LH Side Door, Scale



Cloverdale 350 Mixer RH Discharge, Scale



Cloverdale 420 Mixer LH Discharge W/41" Incline, Scale



Cloverdale 650 **Twin Screw Mixer** Two-Speed, LH Discharge W/41" Incline, Scale

Used Mixers in Stock



2013 Patz 950 **Twin Screw Mixer** Right & Left Side Door, New screws, Tub Magnet, Nice Unit! Stk# B6062 Price: \$47,500



2018 Patz 615 **Vertical Mixer** RH Flat Discharge, Tub Magnet, New Screw & Reline. Ready to Go! Price: \$29,900



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Kuhn Knight RC170 Trailer Mixer Single Axle, New Auger Flights, Scale, Stk# G4227 **Price: \$22,400**



2017 Patz 950 Twin Screw Mixer Two-Speed, New Screw & Relined, LH Discharge W/41" Incline, Scale, Stk# G4229 Price: \$57,500



Jay Lor 3575 Single Screw Mixer WX Scale, RH Incline Conveyor, New Screw & Relined, Stk# G4210 Price: \$20,900



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