

FARM SHINE

We rise every week to cover farmers and agribusinesses



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September 6, 2024

Concerning surprises in FMMO proposed rule; comments due Sept. 13

By SHERRY BUNTING
Special for Farmshine

EAST EARL, Pa. — “Those who don’t learn from history are doomed to repeat it.” That was the theme of the American Dairy Coalition’s webinar on the USDA’s proposed Federal Milk Marketing Order (FMMO) pricing changes, which I participated in last Thursday, August 29th.

Over 125 people participated, including state dairy and state Farm Bureau organization leaders and individual producers. American Farm Bureau economist Danny Munch helped producers understand the proposed changes and walked through the areas of mutual concern. Other panelists offered information, and participants’ questions were addressed.

“This webinar was a grassroots dairy producer undertaking,” said moderator Kim Bremmer of Wisconsin-based Ag Inspirations. “ADC planned it to make sure dairy farmers have a way to ask questions before the public comment period closes on Sept. 13th. We know the last update to milk pricing occurred in that 2018 farm bill, and that was without your input, and it cost dairy producers over a billion dollars across the country. It is really important that your voices are heard.”

Four primary areas of concern were discussed:

- the processor make allowance increase,
- the size of the whey make allowance relative to the price,
- delayed timing of beneficial updates to milk composition, and
- the surprising 2-mover system for Class I, effectively adding a 5th class of milk to the FMMO pricing scheme.

A 2-mover system was not vetted during the very lengthy USDA hearing. It appears to be “thrown in” as a last-minute compromise to appease processors investing in extended shelf life (ESL) fluid milk capacity.

Nestle and Fairlife had testified to sales volume growth when they offered 9 to 12-month flat-pricing after the average-of was implemented in May 2019. They said they must have average-of pricing to manage their risk so they can offer long-term pricing to grow sales.

Make allowance increase quite large

USDA proposes to raise processor make allowance credits by 29 to 33% above the



The proposed dry whey make allowance is the largest of all – up 33.2% from \$0.1991/lb. now to \$0.2653/lb. If in effect a year ago, dairy farmers would have again seen negative other solids penalties on their milk checks in July and August 2023 when milk prices were at their lowest. Photo by Dieter Krieg

current level. That equates to a 75-cents to \$1.00 per hundredweight new deduction from milk checks, embedded in the pricing formulas.

Munch said make allowances are part of the formulas that start with surveying market prices for the four base commodities – 40-lbs. cheddar cheese blocks, butter, nonfat dry milk, and dry whey. USDA works backwards

from the surveyed price to derive a value for the raw milk.

He used a cartoon image of “little Zippy selling cheese at his cheese stand.” (a light-hearted reference to AFBF President Zippy Duvall, a former dairyman).

“USDA is surveying the volume and value that he is selling it at – out in the marketplace – and then is using that price to derive a raw

milk price,” Munch said, explaining that, “working backwards, there has to be a part of the formula that accounts for the cost for Little Zippy to convert the raw milk into the cheese. He uses non-dairy ingredients like cultures and salts. It’s his own labor as well as overhead and equipment that he uses to convert raw milk into cheese. In the FMMO system, that deduction that accounts for his costs is called the make allowance,” he continued.

But today, the Little Zippy’s of the dairy industry are not so little, and they report much less on the USDA price survey, and they make so much more of the products that are NOT price-surveyed. These other products – such as mozzarella cheese, pizza cheese, other non-cheddar cheeses or cheddar cheeses in other bulk package sizes, whey protein concentrate, skim milk powder, whole milk powder, unsalted butter, and on and on – are not part of the formula and do not contribute value to the farmer’s milk check. Class I and II products are not price-surveyed either.

“When we look at the surveys, so many things are made out of the wonderful perfect nutrition of milk made on our farms, so what is the percent of products that are actually represented in the surveys?” asked Indiana dairy producer Sam Schwoeppe, who moderated the webinar’s question and answers segment.

Survey volume quite small

Munch said the volume captured is “quite small and declining” to 14.8% in 2022 after being a high of 26% in 2002. “But those are just the products that are actually surveyed. There’s a lot of products that are not even surveyed, and that means the percent is even less.”

American Farm Bureau, American Dairy Coalition, and others pushed for some other bulk products to be added, but those proposals were rejected in this USDA decision.

So, how can current make allowance levels be too low when processors are spending billions to expand? Or, are dairy farmers expected to pay this debt service?

Dr. Michael Dykes, the CEO of the International Dairy Foods Association (IDFA), representing processors, told dairy farmers at the Georgia Dairy Conference in January 2024 that, “7 billion in new processing investments will be coming online in the next two to three years. There’s a lot of cheese in

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WORLD DAIRY EXPO

'Bird flu' triggers late arrival and early leave options

By SHERRY BUNTING
Special for Farmshine

MADISON, Wis. — World Dairy Expo is right around the corner, and Expo officials have made changes for 2024 due to the highly pathogenic avian influenza (HPAI H5N1).

The most notable change announced August 21st is that late arrivals and early departures are allowed this year.

All animals must be on the grounds, with health and breed show check-in complete, by 8:00 a.m. on the day prior to the start of the breed's heifer show.

Any exhibitor opting for early departure may do so at the conclusion of their breed show (or after 6 p.m.) until 12 a.m. midnight.

Either way, exhibitors must register and provide the approximate late arrival or early departure time so breed superintendents and Expo show staff can plan accordingly. This can be done at the time of entry, or by Sept. 18th.

Several bulletins have been posted in the Exhibitor Information area of the worlddairy-expo.com website related to HPAI Updates, indicating more details will be shared soon as the situation is dynamic and changing

As of August 26, USDA APHIS reports just 20 detections in 5 states in the past 30 days: Colorado (14), Texas (2), South Dakota (2), Idaho (1) and Michigan (1).

For the Health check in, all Certified Veterinary Inspection (CVI) papers must be obtained within 30 days of arriving at the show.

All negative Influenza H5N1 tests for lactating animals must be obtained based on the exhibitor's own state's requirements, but at a minimum, sample collection dates must be within 7 days of movement to Expo per the USDA Federal Order. Any additional test requirements as stated in Expo's Health Regulations must also be met.

All animals must be correctly identified on the CVI. The negative Influenza A H5N1 test for all lactating animals must be provided to Expo before animals come off the trailer, ensuring the identification in the animal's ear, on the CVI, and on the test results all match.

If all animals do not meet all criteria, then no animals on the trailer will be unloaded.

Important requirements:

- 1) Exhibitors need a current Certificate of turn to page 14

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— Scott Stempfle



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"With fresh cows, we see a lot more udder texture at 2 weeks in milk as edema is pulled out. You can see fresh cows feel better. They're up moving around more. They eat. They drink. They make more milk and higher quality milk," he reports.

"This made us more compliant on fresh cow applications for better udder health. It's more user-friendly than I thought it would be, no bottles to refill, charges fast, holds the charge, always ready for use in parlor, headlocks or freestalls."

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Dieter Krieg, Editor & Publisher
 Melissa Johnson, Advertising Representative
 Ashley Denlinger, Advertising Representative
 Sue McCloskey, Secretary
 Douglas Denlinger, Production Manager

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

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Lebanon County's Holstein field night drew over 800



Silo-View Farm, showcasing new buildings, robotics and positivity for genuine family dairy farming, was the venue for an evening of food, fellowship, and farm talk. Photos by Renee Troutman

By **RENEE TROUTMAN**
Special for Farmshine

ANNVILLE, Pa. — Thunderstorms brewed all afternoon but divinely held off until the Lebanon County Holstein Field Night activities had concluded and everyone returned home before bringing rain to refresh the earth. More than 800 Holstein enthusiasts convened on Silo-View Farm, home of the Heagy family, on the evening of Thursday, August 29th for food, fellowship, and farm talk. Hosting the annual event was a showcase of a year's worth of building, progress, and change as the Heagy family expanded their herd and embraced robotic technology.

Pioneered by Ed and Geraldine Heagy who bought the farm in 1982 milking 40 cows in a tie-stall barn, the farm now supports four families and three generations of Heagys. Their two sons Dale, married to Tracy, and Darrell, married to Cara,

grew up and wanted to be part of the farm. To support additional people at the time, the family built a barn to hold another 40 cows and milked 80 cows in the tie-stall barn.

Not long after, in 2001, father and sons formed an official partnership and built a parlor and free-stall barn, expanding the herd to 150 and then 180 cows. Dale and Tracy's oldest son, Tyler and his wife, Bekah joined the farm's partnership in 2022 and with that change it was decided in June of that year to again expand the herd and make the most of what labor was available by utilizing robotic technology in various ways.

The planning and permit process began that summer and the project was given the green light in January of 2023. Excavation began in February, concrete was poured in May. In June began the construction of the building, four Lely A5 robot milkers arrived in August and finally, on December 12, 2023 the family began milking cows robotically.

Now Dale, Darrell, and Tyler can manage the work of 230

cows. Dale's daughter, Hannah, is their only employee and she brings genetic expertise to the herd. Dale and Darrell's younger children all help in some capacity on the farm.

Field day attendees milled around the farm and in the new barn, with 10 silos towering overhead. In addition to the four Lely milking robots other Lely products in action were a Juno feed pusher, Discovery manure collector/scrapper, and Luna cow brushes. Children enjoyed barrel train rides and activities provided by Lebanon County Dairy Princess Ravyn Bashore and her court.

Three challenging classes of cows were presented for the popular dairy judging contest. Bradley Hoover of Brook Corner Holsteins, and Pennsylvania's 2023 Distinguished Young Holstein Breeder, served as the official judge for the night. The winners of this competitive contest were announced. Taking the top of the junior youth division was Jared Burk-

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When do we have a farm crisis? Oh, the possibilities!

We've got the cows and the milk too; but there's more than that at stake!

First of all, a tip of the hat to all dairy producers who have survived squeezes, storms and massive syphoning over the years. An excellent example of it is featured on page 3 and we know that there are many others like them.

But we also realize that there aren't as many as there used to be. When Farmshine made its first appearance 45 years ago, this country had over 600,000 farms with cows. Dairy cows, that is. We've since fallen into the fewer than 30,000 bracket. Far fewer, in fact.

In an article which we hope you have already read, beginning on page 1, Sherry Bunting examines the behind-the-scenes shenanigans, manipulations and deceit that allow the ever-lopsided "pricing formula" to favor processors. In sum, it's USDA-authorized and approved embezzling.

Here's an interesting sentence from Sherry's well-done article: "The dairy check-off has openly identified ESL milk as the new milk beverage platform, using dairy farmer funds to research and promote it and to show consumers can be 'taught' to accept it."

Don't you just love it? Especially that last part: "... using dairy farmer funds to research and promote it and to show consumers can be 'taught' to accept it."

Let's get real. We've stated it many times before and will do so again. Dairy farmers are funding their own demise through the mandatory dairy checkoff. The "research" — assuming it took place at all — was pre-determined, pre-calculated, pre-ordained to be against wholesome, nutritious, milk.

Extended shelf life (ESL) milk is garbage. Try it sometime if you hesitate to believe me. It is yet another "tool" to drive consumers away from real milk and animal agriculture — the camouflaged and ultimate goal.

Farmshine Editorials

By Dieter Krieg
Farmshine Editor



A few years ago, while travelling along the Autobahn in Germany, ESL milk was the only kind that I found at the rest stop. One sip was all it took. I hate wasting food, but that messed up concoction promptly went into the trash.

But, please note, that "consumers can be 'taught' to accept it," according to DMI. With how much incentive? Under what conditions? Free lottery tickets with every quart purchased? In prison, where no other choices are available?

Get real, DMI! You folks are totally out-of-touch with reality. Not with dairy producers; not with consumers and surely not with the product you claim to represent.

Have we got a crisis coming on or even going on? Perhaps.

The USDA-DMI ringleaders know how to orchestrate and deliver crises to dairy farmers. Oftentimes, they'll conveniently partner with abstract movements or causes such as global warming, further betraying producers. It's undeniable and it's proof that a farm crisis can be man-made.

Farm crises have different origins and causes, of course, and maybe we should be asking ourselves: At what point do we actually have a farm crisis?

When a segment of farmers is in such financial distress that they can't pay their bills?

When a severe drought or other adverse biological situation prevents crops from maturing?

When there's a shortage of food?

Obviously, the descriptions and answers can vary over the various general farm conditions, not to mention individual situations. Most of all, these conditions in view of the whole of agriculture are more or less short-term. A drought that lasts a season, for example; a crop failure for one year. Poor cash flow for a year or perhaps two years.

When does the number of food producers left to feed us reach the critical stage? At that point we would be looking at a very real farm crisis with long-term consequences for the general population that may be hard to conceive. Pure chaos.

As long as plenty of food remains available, the loss of farms and farm families has little meaning to consumers.

But let's please, please realize that there is so much more to food security, as we have seen during Covid 19. No matter how much emphasis we want to place on the business side of farming, there's no denying that farming is a lifestyle. That in itself contributes infinitely more than food. That's one reason I'm not at all enthused about the continuing trend to ever-bigger farms.

The heart of the matter is that the people who grow our food and fiber are by-and-large, lifelong farmers. The labor force has always had the dedication and know-how to get the job done. That's a farmer's nature. It's

a unique spirit that comes with the lifestyle.

That brings me to my concern. What happens when the largest of our surviving farms can no longer draw their labor needs from the smaller operations that quit for one reason or another? The fact is farm kids grow up learning about responsibilities, dedication and motivation.

When farm kids leave their home farms because there is no room for them, they might go to work as managers of larger farming enterprises where labor has to be hired. In my opinion, we are very fortunate to be able to have that caliber of people young available.

But obviously, as the number of traditional family farms decreases, we are simultaneously reducing the degree of dedication and motivation among our food producers. In time the consequences will catch up with us.

To illustrate my point, let me note that in the former East Germany, where I was born, there existed just one large farm owner. The state. Everyone else in agriculture was just a small-time farmer or a laborer. In a very real sense, there is no incentive to produce because free enterprise was non-existent.

Unlike self-employed farmers in free societies, these people had no dedication, no motivation and yes, no abundance of food. They had shortages instead.

Dedication and motivation are extremely important in agriculture and I doubt that they can be taught very well, if at all. They become a part of you as you grow up on a farm. These are priceless "commodities" of our family farms.

If we ever lose this invaluable asset of our farm labor pool, will we then have a long-term farm crisis of immense proportions? Don't think for a moment that family farms only produce food.

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Field night

from page 3

holder followed by Jackson Kline and Georgia Kline. Eldon Brubaker won the senior youth division with Dillon Martin taking second and Ladell Brubaker in third. For the men, Jolan Brubaker was the winner with Derek Good in second and Sonny Bomgardner coming in third. Amy Hoover placed first in the women's division while Andrea Showers was second and Lawanda Hostetter placed third.

There to address the crowd was David Lentz, executive director of the Pennsylvania Holstein Association. "I'm always glad to be

back home in Lebanon County," he exclaimed. Lentz shared several Holstein-related news items, including Holstein USA's need for an eastern Pennsylvania field representative. "I think it's a pretty good gig," Lentz said as he encouraged interest in the job opening. He also mentioned several opportunities to purchase Holsteins through association sponsored sales, especially the next "Know What You Buy" heifer sale. Lentz made a brief mention of the redistricting plans the association will be experiencing in the near future.



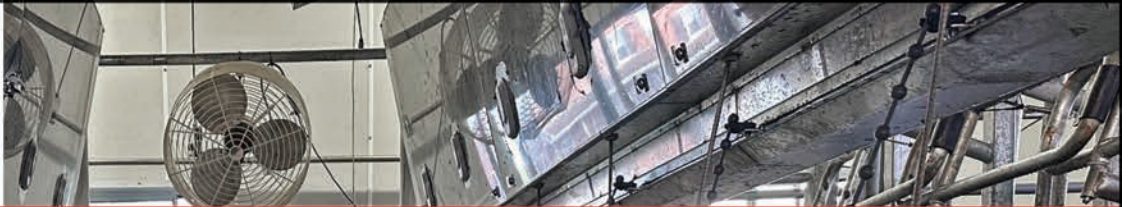
The judging contest had participation among youths, women and men.



The children enjoyed barrel rides all evening long.

Also present at the field night was the current president of the Pennsylvania Holstein Association, Dr. Patricia Kitchen. Saying Lebanon County is like a second home to her she remarked, "There's nothing like a Lebanon County field night, or any Holstein field night across the state." Many in attendance would agree wholeheartedly with those sentiments.

A special thank you to the top sponsors that help make the field night an enjoyable evening for the dairy community goes to Horizon Farm Credit, Farmer Boy Ag, Channel Seeds, Fisher & Thompson, Agricultural Veterinary Associates, Skyview Tractor Repair, and First Citizens Community Bank.



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Auction Guide

SEPT. 7, 11 a.m. The Fraley Flare-Up Auction, Muncy, Pa. Sale managed by Fraley Auction Company.

SEPT. 11, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

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

SEPT. 14, 9:30 a.m. Farm Equipment Auction, Taneytown, Md. Sale managed by Rodney Stambaugh.

SEPT. 19, 7 p.m. Special Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

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, Elizabethtown, Pa. Sale managed by Tim Weaver Auction Service.

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

OCT. 12, The Susquehanna County Autumn Opportunity Sale, Harford, Pa. Sale managed by Pa. Holstein Association.

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

Dairyman's Datebook

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 17, 1 p.m. First free webinar, titled: "Linking Up: Producer Roundtable Discussion." Article on page 7 provides details.

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 1 article for more details.

SEPTEMBER 21, 2 p.m. Charity Auction in conjunction with the 68th Pennsylvania Dairy Princess Coronation, which takes place at 2:30 p.m. (Luncheon begins at 1 p.m.) Best Western Premier, 800 East Park Drive, Harrisburg.

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.

Concerning from page 1

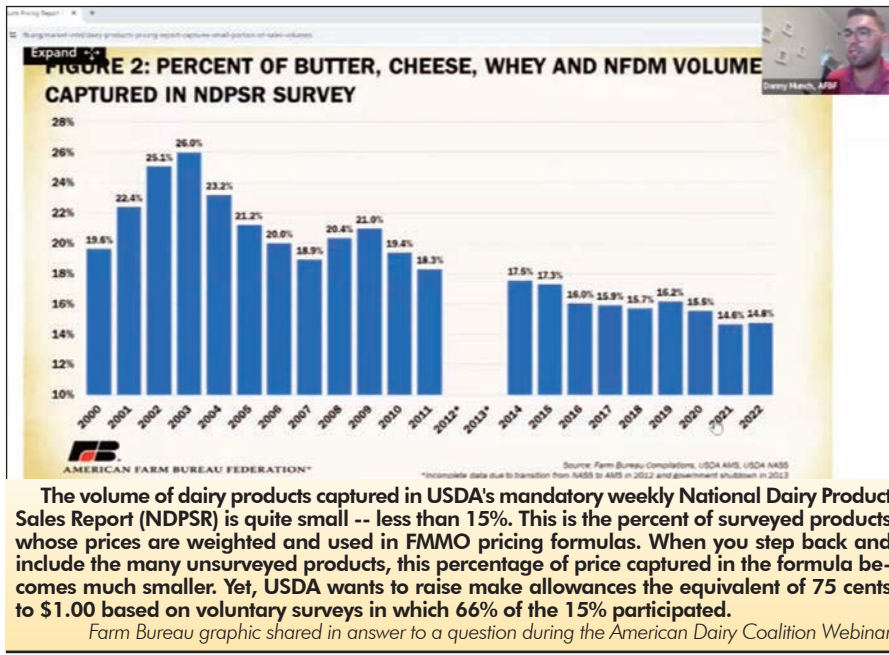
those plans. These are going to be efficient plants. You're going to see consolidation."

The proposed make allowance increases of 5 to nearly 7 cents per pound across the four commodities equate to a new embedded milk check deduction of nearly \$1.00 per hundredweight for Class III and around 75 cents for Class IV – over and above the current make allowances that already equate to \$2.75 to \$3.60 per hundredweight. Class I would see this embedded in advance skim and fat pricing factors.

Collectively, the make allowance increases would remove \$1.25 billion annually from FMMO pools, Munch showed in a 5-year static analysis based on prior pool composition.

What happened in 2008-09?

Learn from the past or be doomed to re-



peat it? The last time make allowances were increased in 2008, a dairy market crash followed. As a webinar panelist and ag journalist, I pointed out that the dry whey price fell below the dry whey make allowance for the first seven months of that implementation from October 2008 through April 2009, resulting in penalties deducted from milk checks on every pound of other solids in the milk.

This time, the proposed dry whey make allowance is the largest of all – up 33.2% from \$0.1991/lb. now to \$0.2653/lb. If in effect a year ago, dairy farmers would have again seen negative other solids penalties on their milk checks in July and August 2023 when milk prices were at their lowest. Meanwhile, processors made less dry whey, instead making more value-added products that are not price-surveyed.

Munch noted that only 66% of the plants on the price survey actually participated in the voluntary cost survey used by USDA

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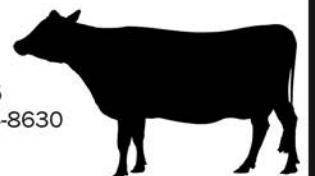
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First webinar takes place on September 17**Roundtable discussions slated between producers and processors**

HARRISBURG, Pa. – The Center for Dairy Excellence will kick off a bi-monthly webinar series for dairy processors starting this month. The first free webinar, titled “Linking Up: Producer Roundtable Discussion,” will be held on September 17th from 1-2 p.m. To encourage open dialogue and discussion, the webinar will be a roundtable discussion between dairy processors and dairy producers focused on connecting different links in the dairy supply chain.

“To help spur discussion, collaboration and innovation across the dairy supply chain, we’re starting this webinar series to give dairy processors an open forum for collaboration and candid conversation,” said LeeAnn McLaughlin, dairy policy and industry relations manager at the Center for Dairy Excel-

lence.

During the roundtable discussion, both groups will be able to share their perspective on:

- One thing about their role in the supply chain that other links in the supply chain don’t realize about their business model
- Their “why” – what motivates them every day and how they got involved in the dairy industry
- The biggest challenge for their link in the dairy supply chain
- Their genie-in-a-bottle wish for Pennsylvania’s dairy industry
- And more

Dairy processors will be able to talk directly with three Pennsylvania dairy producers about bottlenecks, pain points,

similarities and differences between business models, and ultimately, how each group can work together to drive Pennsylvania dairy forward. Processors who join the webinar will hear from Caroline Zimmerman (Dry Creek Farm, Blair County), Katie Sattazahn (Zahncroft Dairy, Berks County) and Abbie Evans (A Joy Swiss, Susquehanna County). LeeAnn McLaughlin from the Center for Dairy Excellence will facilitate the roundtable discussion.

“The Pennsylvania Association of Milk Dealers (PAMD) is excited to participate in the upcoming dairy processor webinar series hosted by the Center for Dairy Excellence. We are grateful to the Center for putting this together, and our processor members look forward to collaborating and exploring commonalities across the dairy supply chain. This webinar series is a great way to have these shared conversations,” said Rob Fulton,

executive director at the Pennsylvania Association of Milk Dealers.

To sign up for the free webinar and roundtable discussion on September 17, visit www.centerfordairyexcellence.org/processor-webinar or call the Center at 717-346-0849. The Dairy Processor Webinars will take place every other month. The upcoming webinar dates and topics include:

- November 19: Quality Control with Cornell Innovation Lab
- January 21, 2025: Discussion on Milk Marketing Orders
- March 18, 2025: Q&A with the Pennsylvania Department of Agriculture
- May 20, 2025: Producer Perspective
- July 15, 2025: TBD

For questions about the Dairy Processor Webinar Series, contact LeeAnn McLaughlin at lmclaughlin@centerfordairyexcellence.org or call 717-636-3489 with questions.





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New dairy royalty on duty in Maryland

TIMONIUM, Md. — Ella Fell, the reigning Frederick County Dairy Princess, received an expanded role on August 30th when she was crowned the 62nd Maryland State Dairy Princess. Her coronation took place in the Cow Palace at the Maryland State Fairgrounds in Timonium. Katie Jones, the 2023-24 Maryland State Dairy Princess, crowned her successor after a three-day competition filled with interviews, presentations, and promotions.

One of four regional dairy princesses vying for the title, Ella will now represent the state's dairy farmers and promote Maryland's official beverage during the coming year at fairs, schools, grocery stores, special events and more, sharing the dairy story about milk, dairy products and the dairy industry.

Allyson Knott from Harford County, representing the Upper Chesapeake Region, was named the Alternate Maryland Dairy Princess.

Eastern Shore Dairy Princess Caroline Kimball was the recipient of the Maryland Dairy Princess Scholarship and Washington County Dairy Princess Brielle Long won the Best Milk Toast Award.

"Maryland's dairy industry is lucky to have this dynamic team to promote their product and way of life," said Susan Summers, president of the Maryland Dairy Princess Association. "They are trained, professional spokespersons serving as ambassadors throughout the state and will work with our

excellent team of younger promoters, Dairy Maids, to celebrate our hard-working dairy farmers and the nutritional products they supply for us all."

Outgoing Alternate Maryland Dairy Princess Layla Shepard received the Best Scrapbook and Incentive Award during the contest and outgoing Frederick County Dairy Princess Abigail Effland was honored as well.

and helped organize the chapter's Ag Day, banquet and fundraising efforts. Allyson is the FFA representative on the Harford County Farm Fair Board, works with Fawn View Farm and volunteers at Harford Glen and the Humane Society. The Varsity Club member is also secretary of her school's Student Government Association and has organized homecoming activities and blood drives. She is the daughter of Stacy and Robert Knott.

Judging the contest were Linda Foreman of Durham, N.C.; Caroline Novak of Pittsburgh, Pa.; and Kenny Bounds of Laurel, Del. Denny Remsburg of Jefferson served as emcee.

Introduced during the contest was Alternate Washington County Dairy Princess Avery Long and a host of dairy misses representing all seven regions of the state. The Dairy Miss program prepares future princesses and provides promotional opportunities for younger dairy enthusiasts between the ages of 9 and 16. Holding those titles are McKenzie and Ryleigh Endvick of Allegany-Garrett region; Oaklyn Christman, Mikayla Derr, Macie Eaves, Addison Fritz, Ella Fritz, Emily Fritz, Peyton Krstanovic, Addie Krug, Emmy Sanders and Delaney Smith of Carroll County; Annette Clougherty, Emma Hutchison and Margrit Mason of the Eastern Shore region; Carly Garver, Kiley Little, Bailey Myers, Paige Riggs and Aubrey Tressler of Frederick County; Selah Honkofsky and Reese Rhodes of the South Central region; Virginia Brooks, Georgia Clisham, Bristol Ehrhardt, Harper Rutledge, Abigail Stewart, Madelyn Thomas and Miranda Underwood of the Upper Chesapeake region; and Alyssa Dorsey and Skylar Snow of Washington County.

The contest can be viewed on the Maryland Dairy Princess Association Facebook page.



Maryland's dairy royalty, left to right: Caroline Kimball, Katie Jones, Ella Fell, Allyson Knott and Brielle Long.

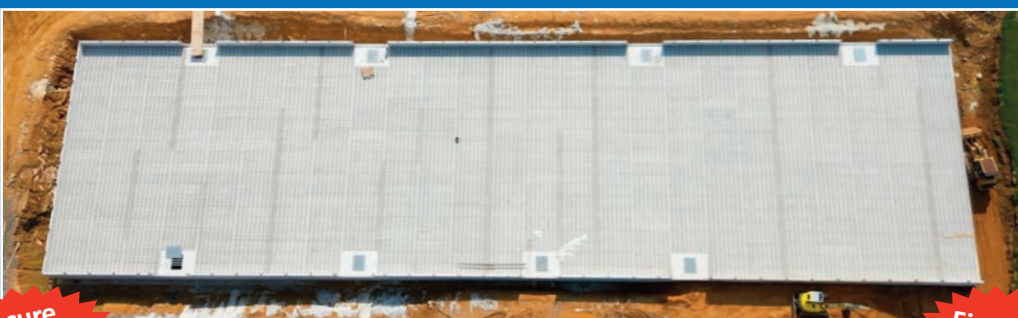
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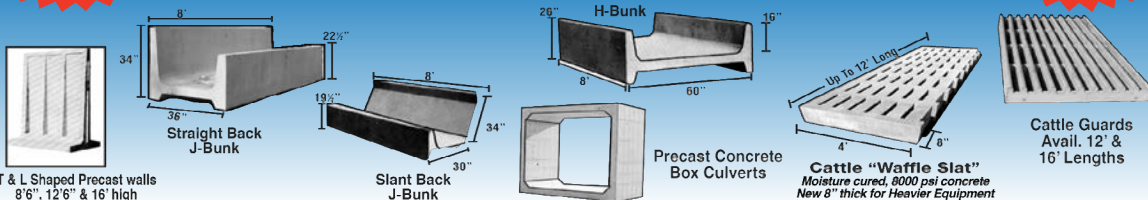
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Lolly Lesher named Dairy Hall of Fame award recipient

Award is based on outstanding leadership and service in the dairy industry

HARRISBURG, Pa. — An award developed to recognize the outstanding service and accomplishments of Pennsylvania dairy leaders goes to Laura “Lolly” Lesher this year. She has been named winner of the Dairy Hall of Fame Award. Selection is based on character, leadership and the development of youth in the dairy industry.

Lolly was raised on a small family fruit farm among the hills of Huntingdon County that also included cows, pigs, and chickens. She found her path into the dairy industry during her college years at Penn State. She graduated in 1986 with a degree in agricultural economics and rural sociology. She was heavily involved in the Dairy Science Club and Block and Bridle Club. Later, she went on to charter the Armsby Society, serve on the Penn State Ag Alumni Board of Directors, Dairymen’s Club Board and become the Stockmen’s Club president.

Most importantly, Lolly met her husband, William Lesher, at Penn State. While joining William in his family’s business, Way-Har Farms, in Berks County, Lolly worked a variety of jobs in the industry. She was a credit analyst for Farm Credit, the director of the Pennsylvania Dairy Promotion Program, and the milk procurement director for Dietrich’s Milk Products.

In 1991, Lolly began her 25-year trek as the fundraising coordinator for the All-American Dairy Show. She solicited sponsors from industry, farms and the state legislature to continually support the show and all its activities. She oversaw the Youth Benefit Auction, edited the premium book, created promotional media, coordinated the volunteers, and helped organize the 50th anniversary of the show in 2013.

Today, Lolly is a partner-owner of Way-Har Farms LLC. She and William, operate a 300-cow dairy with 400 acres of crops. The milk produced at the farm is bottled and sold directly to consumers at their retail store - Way-Har Farm Market. Lolly manages milk marketing, wholesale customers, and specialty events for their homemade ice cream. She and William have mentored numerous upcoming dairymen and women through college internships at the farm and store. In between running a dairy farm, a retail market and raising four children - Joshua, Jaylene, Laura, and Olivia - Lolly is found advocating for fellow dairy farmers.

Lolly has lobbied for fair milk pricing and regulations to the House Agriculture Committee, served on the Corporate Resolutions Committee for Dairy Farmers of America, and was a founding member of the Pennsylvania Center for Dairy Excellence. She also volunteers locally on the school board for Hamburg School District, Kutztown Fair Board, Berks Agricultural Resource Network, and the Greater Berks Food Bank.

Lolly is a leader for dairy promotion on the state and na-

tional level. She has been a member of the Pennsylvania Dairy Promotion Program Board of Directors for over 20 years and currently serves as the chairperson of the organization. She also serves as first vice president of American Dairy Association North East’s board of directors. She represents the Northeast region on the national level as secretary of the National Dairy Promotion and Research Board and is a member of the Dairy Management, Inc. Board of directors. She is a member of the DMI Personnel Committee and the Fluid Milk Advisory Committee.

Lolly not only serves as a leader in dairy promotion, but as a public advocate for dairy helping to inform consumers about modern dairy farming. She has conducted many media interviews and public speaking appearances to help others understand how farmers sustainably produce safe, nutritious food and



Lolly Lesher

care for their animals and the environment. Every January, Lolly eagerly sells cheese cubes, exhibits Jersey heifers, and visits with the public during her favorite event of the year - the Pennsylvania Farm Show.

Whether Lolly is escorting the combine during harvest, relief feeding calves at the farm, or driving a carload of 4-H’ers to a judging contest, her reliability is above and beyond. Three of her greatest accolades were being selected as the Outstanding Young Dairy Leaders Institute alumnus; named “The Pace Setter” by the Center for Dairy Excellence, and being voted the first female chair of the Pennsylvania Dairy Promotion Program Board of Directors.

Lolly will be presented the Dairy Hall of Fame award during the All-American Dairy Show at the Pennsylvania Farm Show Complex and Expo Center in Harrisburg.



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Producers must sign up by Sept. 20 to receive the discount

Lessons to communicate in Spanish offered by Katie Dotterer

HARRISBURG, Pa. — To assist dairy farm families in improving communication, safety and productivity, while building respect and positive relationships with Spanish-speaking employees, the Center for Dairy Excellence is once again offering \$100 discounts to dairy producers who sign up for the “Spanish for Agriculture” (Dairy Beginners or Intermediate) online course with Katie Dotterer of AgvoKate this fall. Individuals who sign up will have 24/7 access to all course content through December 28.

Dairy producers will receive \$100 off the cost of registration and access to 16 online, interactive classes along with all the resources the instructor provides. The \$100 discount is available for both the Beginners and Intermediate course. Producers must sign up by September 20 to receive the discount.

Led by Katie Dotterer, a lifelong dairy farmer and former Spanish teacher, the online Spanish course will be held live

on Tuesday and Thursday evenings from September 24 through November 14 from 7:45 to 8:45 p.m. for the Beginners course. All Beginners classes are recorded and readily accessible to accommodate dairy producers’ schedules.

The Intermediate course will be held live from 6 to 7 p.m. on Tuesday and Thursday evenings. Just like the Beginners course, all classes will be recorded and available on-demand with password-protected access through December 28. Individuals can save and download all resources, with the exception of videos, to utilize after the conclusion of the course. Resources include digital flashcards, comprehensive vocabulary lists, and resource links.

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

will help farmers better communicate with employees.

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

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

Katie Dotterer is a lifelong dairy farmer who received degrees in business management, and secondary education, Spanish. She worked as a Spanish teacher in middle and high school for 4+ years, and has worked to develop curriculum and instructed online courses for the dairy industry for six years and over 700 students nationwide. She has worked with native Spanish speakers for 16+ years. Katie also studied abroad in Panama and Mexico, and she is certified in ESL-English as a Second Language. She received the 2008 Employer of the Year (Dotterer Dairy) from the Pennsylvania Department of Education Migrant Education Program.

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



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Great Allentown Fair gives four scholarships

ALLENTOWN, Pa. — The Great Allentown Fair Foundation has awarded \$7500 in total scholarships to applicants pursuing agricultural education at the collegiate level.

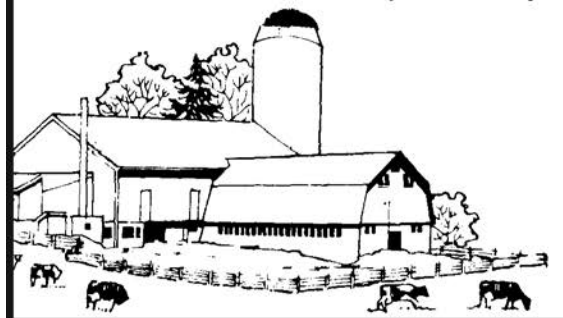
The Leon Peters Memorial Scholarship (\$5000 over two years) was awarded to Alaina Heffner, a graduate of Muhlenberg High School in Berks County who will attend the University of Delaware to pursue pre-veterinary studies.

The Greenawald Memorial Scholarship (\$2000) was awarded to Kamryn Fink, a graduate of Northwestern Lehigh High School in Lehigh County who will attend Delaware Valley University to study livestock management and animal science.

The Great Allentown Fair Foundation Scholarships (\$1500 each) were awarded to Skyler Hagner, a graduate of Oley Valley High School in Berks County who will attend Wilson College, Chambersburg, Pa. to pursue pre-veterinary studies and Kayla Steinmetz, a graduate of Oley Valley High School in Berks County who will also attend Wilson College. Her major is veterinary nursing.

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Milk futures higher, except near-term Cl. IV
2025 spread widens substantially after Feb.,
in part because proposed make allowance deductions
will hit Class III harder than Class IV

Class III and IV milk futures made significant gains again this week, with Class III leading the charge. In fact, the Class IV milk futures board showed a 20 to 30 cent decline in the front months of Sept. through Nov. 2024, pushing the Sept. Class IV futures price just below the Sept. Class III price for the first time in over two years. The spread with IV over III for October through December is just 3 to 35 cents, but then widens again to \$1.00 for January and a whopping \$2 to \$2.50 spread for February forward -- aided and abetted by the larger make allowance deduction that is likely to be implemented for Class III vs. Class IV early next year. On Wed., Sept. 4, Class III milk futures for the next 12 months (Sep24-Aug25) averaged \$20.42, up 24 cents from the (Aug24-Jul25) 12-month average on the previous Wednesday. The 12-month Class IV average at \$21.82, was 3 cents higher than the prior Wednesday.

CME spot dairy products decidedly higher

The CME spot dairy product market moved decidedly higher this week, except butter slipped after 26 loads traded in last Friday's session ahead of the Labor Day holiday, then Tuesday traded 13 more loads on a 2-cent loss. Butter trade was quiet Wednesday as bids went under the \$3.14/lb mark and offers stayed firmly above it, so no sales changed hands.

The butter spot price was pegged Wed., Sept. 4 at \$3.1475/lb, down a nickel from the prior Wednesday and about steady with two weeks ago; 39 loads changed hands the previous four days in this holiday-shortened week.

Grade A nonfat dry milk moved a 4-day total of 16 loads, with the price pegged a nickel higher at \$1.3550/lb.

On the Class III side, the cheese market rallied bigtime. On Wed., Sept. 4, the 40-lb block Cheddar price was pegged at \$2.23, up a whopping 16 cents/lb from the prior Wednesday, with 10 loads changing hands in 4 trading days. The 500-lb barrel cheese price, pegged at \$2.2550/lb, was up 13 cents with 5 loads changing hands. Dry whey gained a penny on the week at 56 1/2 cents/lb Wed., Sept. 4, with just 4 loads changing hands in the previous 4 trading days.

The USDA weekly National Dairy Product Sales Report for the week ending Aug. 31 will not be released until the day after Farmshine goes to press due to the Labor Day holiday.

Global Dairy Trade index down slightly,
but cheddar, mozzarella, SMP higher

In the face of reports of milk intakes being up slightly in the EU and New Zealand, the GDT biweekly internet auction saw the all-products index pull back slightly on Tues., Sept. 6 from recent highs two weeks prior. While butter, whole milk powder and lactose declined, the bulk cheeses (cheddar and mozzarella) as well as skim milk powder, buttermilk powder and anhydrous milkfat powder were all higher. The Mozzarella index was the big gainer, continuing its run higher, up 7% at \$2.33/lb on Sept. 3 vs. \$2.18 on Aug. 20. The cheddar index (up 0.9%) was \$1.96/lb.

GDT index gains were also achieved Sept. 6 on these products as follows: Skim milk powder (up 4.5%) averaging \$1.25/lb; Anhydrous milkfat powder (AMF) up 0.7%, averaging \$3.32/lb; Buttermilk powder up 8.4% at \$1.37/lb. Lower indexes were reported on Butter down 0.9%, averaging \$3.03/lb; Whole milk powder down 2.5%, averaging \$1.54/lb; and Lactose down 8.9%, at 39 cents/lb

July U.S. All-Milk flat at \$22.80
PA All Milk slips 20 cents to \$23.10

Last Fri., Aug. 30th, USDA announced the U.S. average All-Milk price for July at \$22.80, exactly what it was in June and up \$5.50 from a year ago. The Pennsylvania All Milk price, on the other hand, slipped 20 cents per hundredweight to \$23.10 in July, and was \$4.30 higher than a year ago. The national average butterfat test moved down 0.03 at 4.07, but was still 0.08 above year ago. The July DMC margin was calculated by USDA at \$12.33 per cwt., up 67 cents from June and up a whopping \$8.81/cwt from a year ago when July 2023 set the record for



the lowest DMC margin of the year and since the program's inception. The improvement in the DMC margin this July vs. June was completely related to lower feed costs because the All-Milk price was unchanged in July vs. June.

A little boost seeps into grain markets

After hitting multi-year lows on the futures board, corn and soybean meal prices showed strength this week as dry weather and more bullish demand reports combined with technical buyer gave a 20 cents/bu. boost to the corn futures and a \$20/ton boost to the soybean meal futures across the board Wed., Sept. 6 compared with the prior week.

30-day H5N1 drops to 17 in 4 states:
But California is now one of those states;
and near 60% of Colorado herds hit to-date

On August 30, California, the nation's largest milk producing state, reported its first detections (three herds) of HPAI H5N1 in dairy cattle, putting the Golden State on the map for the first time since the bird flu outbreak began last spring in

Farmshine, Friday, September 6, 2024 -- 11 west Texas dairies. Despite this big new addition, the overall trend is down.

As of Sept. 4, 2024, the current number of confirmed cases of H5N1 in dairy cows within the past 30 days decreased to 17 herds in 4 states. Of these, 12 are in Colorado, with the most recent detection on Aug. 13. Colorado is still the hot-spot. Idaho and Michigan remained on the 30-day map with one detection each on Aug. 13th and 26th, respectively.

Texas dropped off the 30-day map for the first time since the first detection was reported there on March 25, 2024. The Lone Star State's most recent detection was on Aug. 1st. Iowa, Minnesota, and South Dakota also dropped off the 30-day map with no detections since July 9th, 19th, and 31st, respectively.

Cumulatively, since the start of the outbreak, there have been 197 detections in 14 states: Colorado (64), Idaho (31), Michigan (28), Texas (24), Iowa (13), Minnesota (9), New Mexico (9), South Dakota (7), Kansas (4), California (3), Oklahoma (2), Wyoming (1), Ohio (1), and North Carolina (1).

Enrollments in the national voluntary bulk tank testing program include 41 herds in 13 states. Colorado is excluded because the state requires all licensed dairies to do bulk tank monitoring since July 22nd, due to 64 of its 110 dairies being hit, and that strain passing back to poultry flocks there.

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The Brown's Feeds dairy sales team includes Jacob Westbrook V, Courtney Becker (not pictured), and Katelyn Cole (left). Kathy Brown (right) works with small ruminant herds, in addition to supporting the sales team. Photos by Sherry Bunting



Tom Brown, vice president of the animal feed division, is flanked by sons Jared (left), feed division assistant manager, and Phil, feed division president. Phil and Jared are part of the sixth generation taking the family-owned Brown's Feeds, founded in 1871, into the future.

Sixth generation forges future path for Brown's Feeds

By SHERRY BUNTING
Special for Farmshine

BIRDSBORO, Pa. — Pennsylvania's dairy and poultry landscapes are changing, and Brown's Feeds is adapting as it has at intervals over 150 years of family-owned history to apply the F.M. Brown core values to new modes of operation for the future — a future in which animal health and environmental sustainability are front-burner in competitive industries marked by tight margins and consolidation.

For the animal feed division, headquartered in Birdsboro, Pennsylvania, the old guard motto of "always serving the customers and helping them be their best" has expanded to dig into the 'how.'

"We are looking to help dairy farmers succeed with custom solutions and expert consulting, to use data to drive decisions, as part of the innovative and sustainable opportunities that are emerging for our customers," says Phil Brown, part of the sixth generation and president of the feed division. His brother

Jared is the division's assistant manager.

"Our direction for the future is on records analysis. This includes time and investment in unique technologies that will customize and extract data points that are meaningful to farmers," Phil adds.

While dairies have become fewer and larger, overall, Pennsylvania still ranks second to Wisconsin in the number of dairies, with a state-average herd size of 100 cows. Today, along with larger dairies, strong pockets of smaller dairies continue, alongside commercial poultry, wild game bird flocks, equine, and a growing number of homesteading operations with small ruminants, in a 100 mile radius of Brown's Feeds across eastern Pennsylvania and New Jersey.

By building connections to outside experts and companies and updating manufacturing capabilities, the sixth generation aims to bring new and innovative products to diverse customers and be a resource for large and small dairies.

As the Brown's team sat down for an interview this summer, they talked about the

core values of the family business founded in 1871 on honesty, integrity and hard work. A typical day often ends as it does on a farm, well past a typical job's time clock.

Members of the sixth generation have worked their way into key leadership positions, alongside seasoned family and non-family members, navigating some of the retirements in recent years.

They talked about building relationships for mutual success, and forging a team backed by a network, that if they don't have the answer or solution, they know someone who does, who they can bring in to help.

From the new mill built in 2012 at the Birdsboro site of the old mill, which is now a warehouse — to the pet food division in Sinking Spring, flour mill near Fleetwood and new bagged and bulk trucks — dozens of Brown family and extended family members work in various capacities, including eight members of the executive team across the divisions of the business. Marianne Egolf, a fifth generation Brown, serves as the multi-division company's president.

"The greatest impact we've seen in the past 10 to 20 years is from nutrition groups not associated with a feed mill. This has changed the dynamic of how business was done in previous generations to today," Phil observes.

"Instead of positioning ourselves solely on our own in-house nutrition, built around our own products, we are positioned to work with customers to provide what they want, to work with other industry leaders, to be a key resource for precision nutrition, data monitoring, and automation, along with diversification and sustainability," he explains.

Today, Phil and Jared are making decisions for the feed division, while their father, Tom, still does some buying and serves as vice president.

Tom has been part of the business since the early 1970s and was carrying feed as an employee back in the 1960s. He saw the transition back then from bagged feed to bulk mix.

The original mill was built in 1927 by Tom's grandfather. Tom's dad came along raising 50,000 broilers in the 1950s. "That's how we got into poultry feed in a big way. Dad's generation added on with sales and systems and bulk bins," Tom recalls.

Building a feed mill during the Depression in a farm crisis, "took courage back then. When Uncle Morris came back from military service in Korea, he began serving dairies," he shares.

"Dr. Carl Brown came into the picture after returning from service in Vietnam. He graduated from Penn State and took over the dairy nutrition work — our expert celebrity at the time, with his picture today on the wall of the Pennsylvania Farm Show building's Dairy Hall of Fame," Tom reflects.

Carl pushed Brown's Feeds into the future of dairy, building up the business over 30 years, before retiring.

His retirement left a keen sense of adapting in a new way for a new era with new opportunities. What worked 10 to 20 years ago is not necessarily what works today, so it's the next generation's time now to innovate and forge the path forward.

Today, the mill works with independent nutritionists and consultants, while also having its own in-house team of consultants. Dr. David Weber of NDS-North America is a support for in-house ration balancing and does the NDS training.

"The agricultural world is changing at a rapid pace. By expanding our network, we include industry experts that help us grow and educate our staff and improve what we can offer. We have to think beyond feed sales. Helping dairies succeed means evaluating the opportunities to bring in new ideas that work, just like we are updating our own operations. This has been an ongoing process, and we've achieved much in a short time frame with more to come," Phil relates.

"Customers need to know they are heard and that we are concerned about their farms' and families' well-being. We are available for dairy producers looking for help managing the business," Phil's wife Kathy adds.

Kathy supports the nutrition and sales team made up of Jacob Westbrook V, Courtney Becker, and Katelyn Cole. Kathy also works with small ruminant herds.

Katelyn has a background in animal health and robotics. She understands the herd reports and helps bridge the generation gap on herd monitoring technology.

Jacob is a former dairy producer and long-time customer, himself, who sold his nationally recognized New Jersey Holstein herd in 2010.

Courtney works with poultry and dairy herds, understanding today's automation trends in both industries.

They are excited about what's new at Brown's Feeds, including a new line of calf feeds. Trends toward natural products and scientific advancements in gut health highlight the role of beneficial bacteria, amino acids, herbs and essential oils that aid digestion, rumen development and immune support.

After some field-testing, the Brown's Legacy generational calf feeds are now available. A key to offering them is a novel technology that delivers the beneficial live bacteria in a palatable pellet, not the fines, to more efficiently get it to the calves.

No matter the herd size, a dairy farm's success starts with healthy calves.

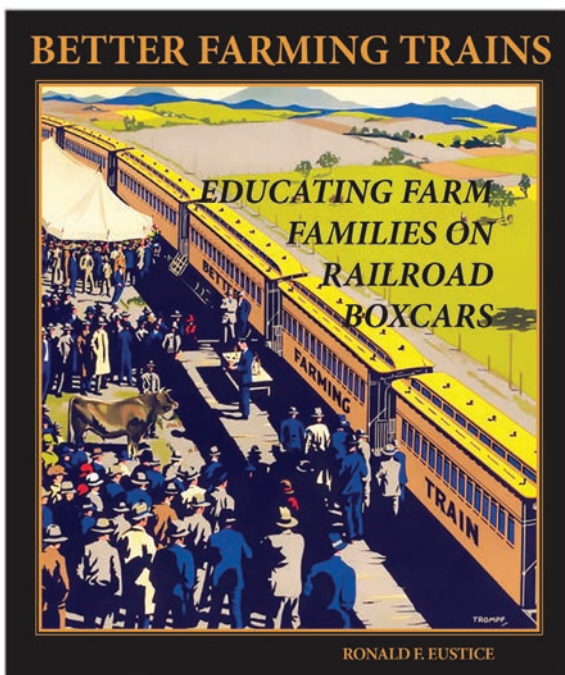
"And that comes down to gut health," says Katelyn.

In addition, the team is prepared to work with customers to up their management gains in this area of calf health.

"We're also looking at what else is coming down the road, to keep animals healthier, longer," Jared relates.

"The work we are doing now is far exceeding what we were doing 10 years ago."

BETTER FARMING TRAINS



"I hear the train a comin'; it's rollin' 'round the bend." That is how a popular Johnny Cash song starts. Farm families in the early 1900s might have been singing a similar song as they waited for the Agriculture Demonstration Train to arrive at their local train station. So what were agricultural demonstration trains?

"Better Farming" trains or Agricultural Demonstration "Specials" were operated by railroad companies in cooperation with state agriculture agencies, the United States Department of Agriculture, and agriculture colleges.

In the United States, demonstration trains first became popular in 1907. That year, five states were running demonstration trains. Between 1910 and 1911, the number of operating demonstration trains nearly doubled. By the year 1911, 71 trains were traveling through 28 states.

Agricultural experts (often university professors and state department of agriculture employees) staffed the exhibits. They presented lectures and demonstrations in specially outfitted cars.

The exhibits displayed and topics presented on the trains depended upon the needs of the areas that the trains visited. The trains carried prize livestock and farm equipment. There were special exhibits and programs on home making and housekeeping for the ladies. Children were encouraged to attend and many schools were closed for the day.

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Brown’s Feeds — from page 12

ing what we were doing a year ago. And a year from now, the work we’ll be doing will be greater yet,” says Phil.

Just like for dairy farms today, continuous improvement and adaptability – with openness to new ideas — that’s the path forward for the sixth generation at Brown’s Feeds.

What are some opportunities they see for the future of dairy farms and their feed mill? For starters, robotics, data sensors, and automation.

A sign of the times, says Tom, standing outside the old mill, gazing down at the new mill: “I’ll be here on a weekend and hear the mill running — by remote!”

For farms and feed companies, working together, opportunities are emerging to fuel dairy growth around sustainable farming methods, carbon credit markets, environmental grants, education and tours to help increase public knowledge, and succession planning that allows the next generation of people and ideas to take hold on dairy farms that have been family-owned for generations — and in the legacy businesses that serve them.



Built in 2012, the new feed mill is on the same Birdsboro, Pennsylvania site as the 1927 old mill, which now serves as a warehouse. The sixth generation is forging ahead bringing innovation to dairy and poultry farms while also serving customers with equine, small ruminants, and game bird flocks in eastern Pennsylvania and New Jersey.

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Pictured: Hailey Palmer with Legacy/Alive Saguenay Rosé.

‘Bird flu’ — from page 2

Veterinary Inspection (CVI) for all animals coming to Expo.

2) Individual lactating cows will also require a negative Influenza A (HPAI/H5N1) milk sample to get into Expo.

3) In order to return home from Expo, exhibitors must work closely with their veterinarian and State Animal Health Officials (SAHO) to develop a plan that will not require a routine Influenza A test to be done at Expo.

5) Veterinary services will be available at Expo as always. If the WDE Vet Team identifies an animal showing clinical signs that warrant an Influenza A test, the milk sample PCR test will be administered.

6) It is possible that additional testing requirements for animal movement across the Canadian border, interstate within the US and intrastate in WI will increase between now and departure for World Dairy Expo. These changes will be clearly communicated in future bulletins.

The August 21 bulletin also cautions that, “In the unfortunate event of a positive Influenza A (HPAI/H5N1) individual cow test at Expo, we have been informed by the Wisconsin Department of Agriculture, Trade and Consumer protection (WI DATCP) that all cattle on site at the Alliant Energy Center will be temporarily quarantined, pending an investigation by WI DATCP. After the temporary quarantine, additional quarantine measures could be added. Your state may or may not accept these cattle back for an extended period of time. With this information, we ask you to weigh your risks, speak with your herd veterinarian, ask questions and be informed when you make your final decision to exhibit at Expo.”

Other considerations:

1) It is critical to know and understand your state’s and the federal Influenza A (H5N1) testing requirements for interstate travel, for the trip to and from Expo.

2) Work with herd veterinarian and State Animal Health Office to develop travel plans.

3) Coming to Expo, exhibitors must identify the date that the H5N1 milk sample must be collected for a negative test to meet federal interstate and Wisconsin entry requirements, and the anticipated date to receive the results.

4) Be sure to identify the National Animal Health Laboratory Network (NAHLN) lab that did the milk sample testing, when samples are accepted and run, and how long it takes to get results.

5) Know the date of departure to Expo and date of expected arrival at Expo. The day of milk sample collection is considered day zero of the 7 days within which the test must be negative in order to leave for Expo. Both the sample collection date and the date of movement (shipping date) from the farm of origin must be recorded on the CVI.

7) If the length of time traveling exceeds 10 days, a negative individual cow milk test and a new CVI will be required if different cows return home other than what came out together, or if cows are returning to a different state or province than that of origin. Some states or provinces will have regulations requiring this anyway, regardless of length of travel.

For other details and future bulletins, see: <https://world-dairyexpo.com/pages/Enter-Online.php#HPAI>



Left to Right: Logan Palmer behind River, Linette Palmer at halter of River, Brad Palmer behind Rosé and Hailey Palmer at Halter of Rosé.

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Congratulations to all winners and exhibitors!*



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Oldest 4-H club in New Jersey names winners of dairy show

FLEMINGTON, N.J. — The Hunterdon County 4-H Dairy Show was held Thursday, August 22, during a week of perfect Fair weather and with a group of excellent ani-

mals and enthusiastic Mt. Airy Dairy Club members celebrating the beginning of a new century of the 101-year-old Club.

Activities began at daybreak with the

final washing and polishing of the animals and members changing into their white show clothes. By 10 a.m. the first class entered the show ring. It was the Jr. Holstein type class which was won by Cheyenne Young of Holland Township who went on to win the grand champion Holstein prize. Other Holstein class winners were Carlee and Chloe Roell from Clinton Township and Annabelle Majorossy from Raritan Township. Chloe's entry was named reserve grand champion.

The next entries were the Brown Swiss breed. Annabelle Majorossy exhibited the grand champion while Cheyenne Young's entry was named reserve grand champion.

Four Guernseys were shown by Cassidy Hunt of West Amwell Township. They all received blue ribbons and her winter calf was named grand champion followed by her spring calf as the reserve champion.

The supreme champion winner was the

Brown Swiss leased and shown by Annabelle Majorossy and the reserve supreme was leased and shown by Cheyenne Young.

Following the type classes were the showmanship classes. Winners of these classes were:

- Trevor Young, 1st year showman
- Anthony Dickheiser, 6th grade
- Cheyenne Young, intermediate
- Cassidy Hunt, experienced, followed by 2. Annabelle Majorossy, 3. Carlee Roell.

The judge was Tim Seipt of Easton, Pa.

Sponsors for the show were: Skylands Energy Service, Inc., Kingwood Feed & Mercantile, In memory of Roger & Alice Everitt by David & Barri Lynn Everitt; Blackwell Heritage Farm, Steve Halahan (4Ward Ag Nutrition), N.J. Brown Swiss Association, Roell Family, Independent AMSOIL dealer Kyle Young, Holland Valley Farm, Hunt Family Preserve and Claire Majorossy.

— Submitted by Betty Jane Hunt



Pictured in front are champions Annabelle Majorossy, left, and Cheyenne Young. In back, left to right: Chloe Roell, Carlee Roell, Cassidy Hunt, Kathy Young (club leader), Oliver Schools, Trevor Young, Juliet Schools, Suzanne Schools and Elliott Schools. Missing from the photo is Anthony Dickheiser. Photo submitted

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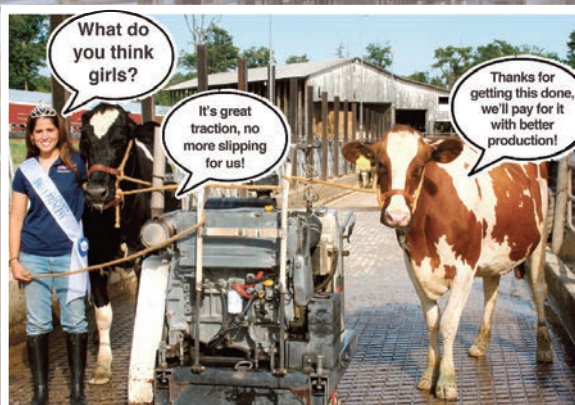
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Concerning from page 6

to set the proposed new make allowances.

AFBF, ADC and other organizations have been on record opposing make allowance increases until mandatory, audited surveys are conducted by USDA.

Conversion from fresh milk to ESL?

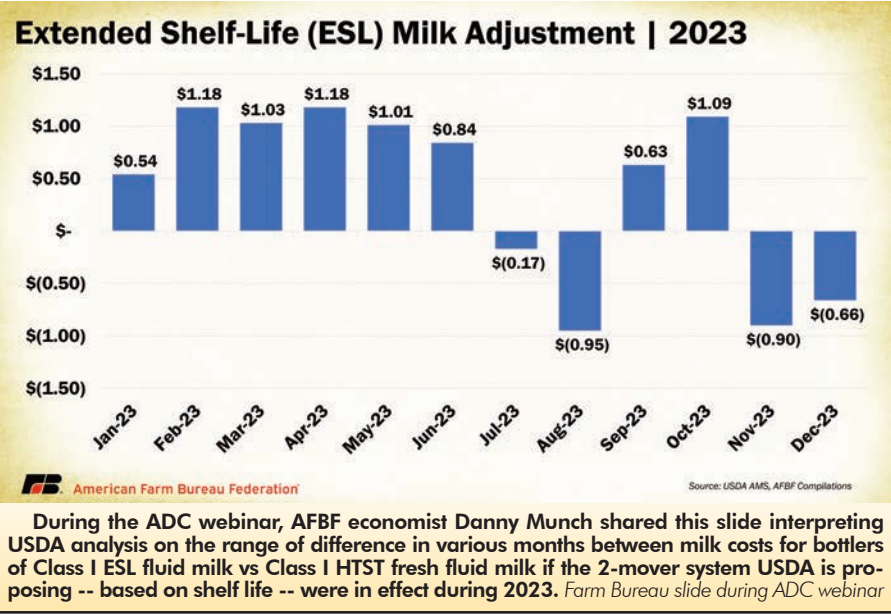
Learn from the past or be doomed to repeat it? On the Class I side, the 2018 farm bill changed the base price calculation. Farmers were told this would be revenue neutral, but the change cost them – at minimum – \$1.24 billion over the past five years.

USDA now proposes to restore the higher-of calculation, but only for conventionally pasteurized HTST (or fresh) milk. Extended shelf life (or ESL) fluid milk products – labeled good for 60 days or more – would be priced using a new average-of method with a rolling adjuster.

Shouldn't economic impacts be studied first? This idea of two different Class I movers was not vetted in the hearing.

With two movers, fluid milk costs could be different from the same location based on shelf life. Webinar comments questioned USDA's loose definition of ESL; Could processors change the label to move between the movers and pay whichever mover was lower? The USDA's one-year static analysis showed the ESL Class I mover would have ranged from being \$1.18 per hundredweight over to 95 cents under the HTST Class I mover in various months of 2023. That's a big spread.

What's at the root here? The dairy checkoff has openly



During the ADC webinar, AFBF economist Danny Munch shared this slide interpreting USDA analysis on the range of difference in various months between milk costs for bottlers of Class I ESL fluid milk vs Class I HTST fresh fluid milk if the 2-mover system USDA is proposing -- based on shelf life -- were in effect during 2023. Farm Bureau slide during ADC webinar

identified ESL milk as the new milk beverage platform, using dairy farmer funds to research and promote it and to show consumers can be 'taught' to accept it.

Dr. Dykes of IDFA, at that Georgia meeting in January 2024, also told dairy producers that "this is the direction we (processors) are moving... to get to some economies of scale." He said the planned new fluid milk processing capacity investments are largely ultra-filtered, aseptic, and ESL.

Has USDA considered the purpose of the FMMO system is to promote orderly marketing and the adequate supply of FRESH FLUID MILK? Will consumers accept the taste of the not-so-fresh ESL and aseptic milk, or migrate faster to other beverages if fresh fluid milk is less available to them?

Would a 2-mover system reduce farmers' access to milk markets in some regions and diminish the food security of those consumers? Prized as the freshest, least processed, most regionally local food at the supermarket, will the USDA

decision reduce fresh fluid milk availability down the road?

How will the 2-mover system impact dairy farms located outside of the industry's very specific identified growth centers? And will this perpetuate the wide divergence between Classes III and IV that has been an issue since 2019, further punishing dairy farmers with disorderly marketing and opportunistic de-pooling?

Webinar participants asked: "Will commenting even matter? Or is the USDA Secretary's mind made up? How important is individual farmer input?"

"It's extremely important for farmers to get involved. Even with talking points, really tell your own story with it," said Munch. "They like hearing from you, and the stories of the impacts to your balance sheet, to your future revenue or the stability of your local community. They want to know the impact on small businesses. That's one of the driving points."

Not much time

With just 7 days remaining to comment, American Dairy Coalition is preparing an official comment, so other like-minded organizations and individuals can sign on before the Sept. 13 deadline. Even more important, ADC is preparing tools and talking points dairy farmers may want to use in their own comments. To be in touch with those email updates over the next several days, email info@americandairycoalitioninc.com and ask to be added to their FMMO update list.

Comment directly to the Federal Register docket at <https://www.federalregister.gov/documents/2024/07/15/2024-14769/milk-in-the-northeast-and-other-marketing-areas-proposed-amendments-to-marketing-agreements-and>

Watch the Aug. 29 webinar at <https://www.youtube.com/watch?v=lZdBfgjLO-U>

Read the ADC discussion draft at <https://files.constantcontact.com/a653daa8501/7a6c795b-e0d1-4eea-90f4-2c40696b30eb.pdf?rdr=true>

Check for Danny Munch's report coming soon at <https://www.fb.org/market-intel>

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Exhibitors with champions pictured at Morrison's Cove

Top left: Named supreme junior champions in the youth division of the Morrison's Cove Dairy Show were Bryce Frederick's Holstein calf (supreme) and Bo Pheasant's Jersey (reserve supreme). Pictured with them are Madison Mowrer, Huntingdon Dairy Princess; and Curtis Reichard, judge.

Top right: A Guernsey and a Jersey were respectively named reserve supreme and supreme champion in the youth division of the Morrison's Cove Dairy Show. Blair Gable is at the halter of her Guernsey. Bo Pheasant, with his great grandmother beside him, holds his winning Jersey's head high, smiling broadly. Judge Curtis Reichard stands behind them.

At right: The supreme junior champion calves at the Morrison's Cove Dairy Show are pictured with, from left: Judge Kelly Barbee, Norah Bechtel, Alternate Blair County Dairy Princess; Bo Pheasant, Beth Clark, Chris Reichard and Keith Fisher presenting the Bob Smith Memorial Award.



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

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

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

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

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

KANN'S MILKING SERVICE Franklin & Cumberland

Co. 30 years experience, references available. Ryan L. Kann, 717-816-1920.

BARN FULL? WITH 8+ years experience raising heifers, I am the solution to your problem. Space available now. Call today to discuss this opportunity. 717-860-8867.

CUSTOM HEIFER RAISING. Weaned calves to calving. 19 years experience. Modern housing, free stalls, AI breeding, TMR, monthly vet visits. Lebanon Co., Pa. 610-451-3006.

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

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

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

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

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

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

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

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

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

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

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

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

HOOF TRIMMING Service. 717-755-0770.

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

HOOF TRIMMING SERVICE - providing quality service for large and small dairy and beef herds. \$10 per cow. Graduate of Hoof Care Institute. Stand up chute. 315-573-6742.

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

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

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

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

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

CORRECTIVE HOOF TRIMMING - New Tuffy -tilt table. Cow comfort, professional work. Call Sam Beiler 717-222-6180.

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

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

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

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

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

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

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

Special Dairy Sale

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

THURSDAY, SEPT. 19 • 7 P.M.

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

- 4 young, fresh cows and heifers from one 27,500 RHA herd. The right kind!
- 6 young, Reg., fresh cows and heifers from one 25,000 lb. herd.

Watch for more details.

Free chocolate milk • Not responsible for accidents

Sale managed by: FISHER'S QUALITY DAIRY SALES

Jonas Fisher • 717-768-3297

Auctioneer - Dave Stoltzfus - AU005655 • Pedigrees - Dan Albright

BRUBACKER'S QUALITY DAIRY SALES

10 BROWN ROAD, SHIPPENSBURG, PA

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



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DAIRY COW & HEIFER SALE

WEDNESDAY, SEPT. 11TH • 10:30 A.M.

All consignments welcome. Cows—heifers—bulls.

Quality dairy selling at historical highs!

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

For more information, contact dairy reps:

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

Thank you - N.H.S.S.

Sale Managed By
New Holland Sales Stables, Inc.

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

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

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3 Dairy Equipment

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

1250 GAL. BULK TANK, 2 compressors, 400 feet of Delaval pipeline, 60 inlets, 300 feet of 18" gutter grates. 570-903-0712. (9/6)

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4 Dairy Cows

COWS DUE FRESH FALL, red, white and roan, plus Jerseys as well. Indiana Co., Pa. 724-397-4313. (9/13)

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

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

5 Heifers & Calves

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

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Buy in bulk and save!
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Sell your Holsteins through PHA!

- Wanted: 200/month! Reg. or sire ID'd open heifers, ready to breed. Must be negative Leucosis, BVD & Neospora. Call today!
- Wanted: 400-700 lb. sire ID Holstein heifers.

Upcoming sales:

- October 12, 2024 - The Susquehanna County Autumn Opportunity Sale, Harford, Pa.
- October 26, 2024 - Nittany Lion Fall Classic. Selections underway.

PA Holstein Sales
Pennsylvania Holstein Association
Herd dispersals done right by trusted sales management that is licensed and bonded!
Contact: David J. Lentz, 717-329-9202, dj11018@pa.net or PHA office, 814-234-0364. Email: director@paholsteins.com

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

6 Dairy Bulls

JERSEY BULL, 22 months. Indiana Co., Pa. 724-397-4313. (9/13)

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. 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. 856-478-2942.

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

HOLSTEIN BULLS ready for free stalls and younger. High genomic tested bulls from

contract matings and high type cow families. 610-932-6062. Call between 8:00-8:30 a.m.

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

7 Semen, Embryos

NORMANDY SEMEN AND Holstein semen. Call 223-216-0160.

WATERLOO CHEERS EIFEL, Cheers x Golden Dreams 93 x Shottle 85 x 2 more Excellent dams, then Linjet Eileen. aAa 213, \$10/unit. 717-598-0563. (9/13)

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

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

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

collection. Triple-Hil Sires 855-955-2100.

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

9 Equipment & Machinery

H&S 5120 MANURE spreader and Kuhn 3125 mixer wagon. Also, Horst 6' silage defaced. Call or text 716-785-4431. (9/27)

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 without 8-row 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, \$2000; plate cooler, \$1000. 717-598-0563.

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)

BOUMATIC MILK PUMP with almost new motor, \$500 OBO; KMC black 17" mag wheels, \$200 for set; 5120 Case IH, cab, 4WD, \$22,500. 484-388-6856.

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)

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

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

10 Feeds

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

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

Delaval VMS Robots for sale!
2 Used Delaval Robots VMS Classic 2011.
Comes with all support equipment: 2 vacuum pumps, 2 three-phase converters, 2 smart gates, 2 cut gates, milk line, 3000 gallon Delaval bulk tank, Delaval tank washer unit, 2 milk coolers, computer & all control boxes. Please call (724) 640-7042 with any questions or interest.

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

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

11 Hay

LARGE BALES MIXED HAY balage, clover, grass, alfalfa for mulch. Narvon, Pa. 717-445-4463. (9/13)

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)

CERTIFIED ORGANIC baleage, 4x5. \$50 each. Blairsville, Pa. 724-309-1990.

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

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

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

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

12 Straw & Bedding

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

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

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

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

14 Tractors

JOHN DEERE 2020, GAS, in good running condition.

\$5200. Mifflin Co., Pa. 717-363-0530. (9/13)

AUTO-STEER KITS. AT1 and AT2 GPS guided auto-steering kits from FJDynamics. Easy to install, simple to use. No hydraulic modifications to tractor. Call for details and pricing. 717-400-7917. (9/20)

15 Vehicles & Trailers

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

16 Fencing

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

17 Silos

17 FT. HERCULES unloader for high moisture corn. Completely rebuilt in 2021 by Bakers Unloader Service. \$3000. 717-320-3330.

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

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

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

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

HARVESTORE SILO REPAIRS, also demolition and removal. Used replacement blue or white silo roofs, door frames, doors, lids, breather

bags. Installation available. 717-768-0452.

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

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

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

Director of Sales & Market Development



Holstein Association USA is seeking a dynamic and results-driven **Director of Sales and Market Development** to lead our sales team and drive growth in our product and service offerings.

Job Purpose: The Director of Sales & Market Development will lead strategic initiatives aimed at expanding market presence, enhancing member engagement, and driving revenue growth. This key team member is responsible for developing and executing comprehensive sales strategies, fostering strong relationships with key stakeholders, and identifying new market opportunities.

Major Responsibilities:

- Develop and implement sales strategies aligned with organizational goals and market trends to maximize revenue from products, services, and membership.
- Recruit, train, and mentor a high-performing sales team.
- Provide leadership and direction to the sales teams in coordination with Regional Sales Managers, fostering a culture of excellence, collaboration, and accountability.
- Provide leadership and direction to the Holstein Marketplace Sires program, in coordination with the Holstein Marketplace Sires Manager.
- Provide leadership and direction to the AgriTech Analytics business, in coordination with the ATA General Manager.
- Identify and explore new market opportunities domestically and internationally to expand the Association's reach and influence.
- Build and maintain relationships with key stakeholders including HAUSA members, dairy producers, industry partners, and allied organizations to enhance collaboration and drive mutual growth.
- Collaborate with cross-functional teams to drive the development and enhancement of products and services that meet the evolving needs of members and the dairy industry.
- Collaborate with team members to explore strategic opportunities for international market expansion and develop and manage budgets related to such activities.

Education & Experience:

- Bachelor's degree in business, marketing, animal/dairy science, or a related curriculum is preferred.
- 8+ years of progressive experience in sales or business development within the agriculture or dairy industry (dairy background and knowledge of dairy cattle is desired).
- 6+ years in a supervisory/management role.

Competencies:

- Proven track record of developing and executing successful sales strategies that have driven revenue growth and market expansion, preferably within the agricultural or dairy industry.
- Excellent strategic thinking skills with a forward-looking mindset, able to anticipate market trends and capitalize on emerging opportunities.
- Excellent interpersonal, organizational, written, verbal, and listening communication skills required.
- Strong leadership skills with experience managing and motivating high-performing teams.
- Strong telephone and computer skills (including Microsoft Office suite) necessary.
- Ability to effectively communicate, plan, organize and work independently in a team environment.
- Understanding of dairy genetics and familiarity with Holstein cattle breeding is a plus.
- Some travel required.

As a valued team member, you will receive a competitive wage and benefit package including medical and dental insurance, a retirement savings plan, and paid time off. Preference may be given to candidates able to be based out of one of Holstein Association USA's offices in Brattleboro, Vermont or Fort Atkinson, Wisconsin, but remote candidates will be considered.

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

WANTED FOR SLAUGHTERHOUSE

Cattle - sheep - lambs - goats

Same day payment on weight and grade basis

Turkish Depot Foreign Trade Corporation's new meat processing slaughterhouse facility located at 120 Bridge St., Lock Haven, PA will be operational as soon as possible and we have started buying all kinds of live animals.

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For more information, call Mike at 917-865-7658.

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Hyndman, PA 15545

Classifier



Holstein Association USA is seeking an experienced and talented **Classifier** to join our team.

Job Purpose: To objectively and accurately evaluate cows and offer informative, promotional, and educational programs to members and breeders.

Major Responsibilities:

- Objectively and accurately evaluate cows in the classification program as outlined in the classification manual.
- Explain evaluations clearly to herd owners.
- Submit reports and data collected promptly and accurately.
- Encourage participation in all Association services.
- Develop and maintain an efficient and cost-effective work schedule.
- Offer educational and informative programs at breed activities.
- Foster good industry relations.
- Recommends new programs and improvements in existing services.

Education and Experience:

- Bachelor's in Dairy or Animal Science or related field preferred
- Five years of relevant experience

Competencies:

- Extensive dairy background and knowledge of the dairy industry
- Competent in accurately evaluating conformation of dairy cattle
- Must have valid driver's license and insurable driving record
- Excellent communication skills
- Excellent ability to work independently and effectively with little supervision
- Excellent time management skills
- Ability to travel extensively is required
- Basic computer skills, including proficiency with email and Microsoft Office programs (Word and Excel)
- Participation in a collegiate dairy judging team is a plus

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

Farm Equipment Auction
Saturday, September 14, 2024
Starting 9:30 a.m.
Golden Meadows Farm
Mehrl (Buck) & Mary Helen Adkins
1404 Trevanion Rd.
Taneytown, Md. 21787
410-320-7707
AuctionZip #38929

KISH VALLEY DAIRY SALES

Located on corner of S. Walnut St. & Front Mountain Rd., Belleville, PA.
MONTHLY CONSIGNMENT DAIRY SALE
3RD FRIDAY OF EVERY MONTH

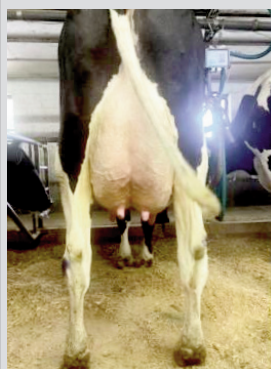
*****EVENING SALE*****

Friday, September 20 at 7 p.m.

Please have all consignments in by 10:30 a.m. Friday.

Two local herds from the Big Valley

Milking Herd Dispersal for Sheldon & Diane Graybill, Belleville, Pa. and Thomas L. Zook, Belleville, Pa.



40+ Head sell in various lactation stages.

Fresh cows, springers, bred and open heifers, service-age bulls.

Estimating approx. 60-80 head including consignments.

Herd will be preg. checked before the sale.

Terms of sale: Cash or good Pa. check. Food stand. Auctioneer or seller not responsible for accidents. All verbal information day of sale takes precedence over written ads.

Other consignments are WELCOME!
Lunch stand and restroom facilities at ringside.

AUCTIONEER:
DON CHESNEY - AU-005039
717-994-5266

Michael P. Yoder, Pedigrees
717-437-5846

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

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

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

19 Real Estate

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

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

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

BEILER-CAMPBELL Realtors and Auction Services, Farm and Land Division. Are you looking to purchase or sell a property in Pa. or Md.

Call Chris Taylor, office mgr., 888-786-8715 for an auctioneer or realtor.ctaylorfarms.com.

20 Wanted

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)

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

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

I 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.

21 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 with small house. Most any area. Prefer part-time plus. Call 717-816-9693.

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

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

23 Pets

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

24 Seeds

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

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

KING'S AGRISEEDS, feeding your farm's future through high energy forages, and soil building cover crops. Lancaster, Pa. 717-

687-6224, info@kingsagri seeds.com, www.KingsAgri Seeds.com.

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

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

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

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

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

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

25 Miscellaneous

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 cul-

tivators tools, Craftsman 4' push blade, wood and metal tool boxes, primitive furniture, bicycles, pottery, antiques. 856-358-8625 or 609-364-8339. (9/6)

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

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

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

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

SEE FARMING IN N.Y. through the eyes of an 11 year old. Visit Youtube and

search "4th Gen Dairy Farmer" for videos. Call 716-474-1705 for more information.

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

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

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

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

27 Livestock

29 MONTH OLD purebred Hereford heifer. Was in with Hereford bull. \$1500. 570-380-3047. (9/13)

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

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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, pre-paid*. Credit and debit cards and checks accepted. Call 717-656-8050, fax 717-656-8188 or email sue@farmshine.net for more information or to place an ad. Must be received by close of business Tuesday to make it into that Friday's issue.

*Free ad offer applies to farms or individuals, up to 25 words, one ad run one to four weeks. If you don't fit these requirements, call 717-656-8050 or email sue@farmshine.net for pricing or information.

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Suite 201
Leola, PA 17540
fax: 717-656-8188
or email:
sue@farmshine.net

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pro 2177 511 230 type. Berks Co. 555-555-0123.

HIGHLIGHT YOUR AD BY running a yellow screen behind it, as shown here. The more noticeable your ad, the more likely it is to be successful. An additional charge will apply

BULLS FROM OUR BEST

Add a photo for \$20*

ation. 717-333-0123. (9/10)



PATRIOT 2240 SPRAYER. Freshly serviced, all options.

Also available, box ads.

Need to really stand out? 25 words not enough? Want to add more photos? Call us to set up a box ad -- many sizes and color options are available at an affordable price.

*All pricing is PER AD, PER WEEK

Name _____ Phone _____

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Ad Category _____ Please run my ad _____ times. (Maximum of 4. Must call or email to renew.)

Restrictions may apply.



FOR YOUR NEXT MIXER... INVEST IN YOUR MIX!

At 65% of operating costs, **FEED** isn't **PROFIT** until it's **FED!**

Whether feeding dairy or beef, **make every nutrient count.**

No herd is too large, no pen too small for accurate TMR delivery with Patz complete line of trailer, truck, and stationary vertical mixers.

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The Most Trusted Mixer.
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Now is the time to upgrade your TMR with a NEW Cloverdale Vertical TMR Mixer!



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NOW AVAILABLE! CLOVERDALE MODEL 650T T MIXER 825 Total Cu. Ft. Capacity, Twin Auger, 16"-21" Knives for Faster Processing Hay, 2 Speed Gear Box.



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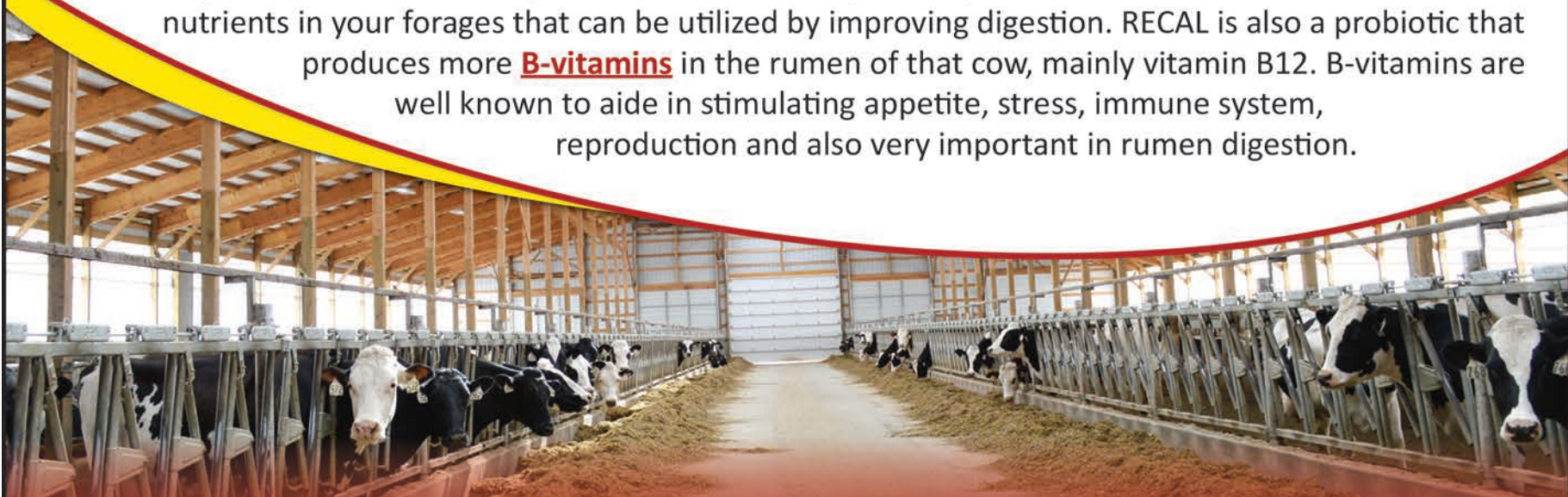


\$ Improving Your Bottom Line \$

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

RECALIBRATE WITH RECAL

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



30-day FREE TRIAL

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

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

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

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

#1

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

The RUMEN!!!

#2

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

#3

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

A WASTE!!!

#4

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

#5

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

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

FOR MORE INFORMATION CONTACT:

**RECAL Microbials, LLC • Jamie Troxel
330-601-2142 • www.RECALmicrobials.com**

