

FARM SHINE

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Photo by Dieter Krieg

USDA's final FMMO rule adds more to make allowances, shortens delay on composition updates, restores higher-of and keeps the controversial ESL adjuster. On the positive side for dairy farmers, the USDA will shorten the delay from 12

months to six months for implementing the updated milk composition factors. These composition updates will be 3.3% true protein, 6% other solids, and 9.3% nonfat solids, which are estimated to increase Class I prices in all Federal Orders by

an estimated 70 cents per hundredweight, while also increasing the manufacturing class prices in the four fat/skim Orders. The photo was taken on November 2 along U.S. Route 222 in southern Lancaster County, Pa. Quite obviously farm country!

USDA to complete producer vote before new administration comes to town

By SHERRY BUNTING
Special for Farmshine

WASHINGTON, D.C. – The USDA released on Nov. 12 the Secretary's nearly 500-page final rule on the Federal Milk Marketing Order (FMMO) price formula changes, with a few changes from the July ruling.

USDA rejected comments seeking to forestall the make allowance increases or to reduce their size. All make allowances are further raised in the final rule vs. preliminary rule by a fraction of a penny for marketing costs. Also, USDA has added more than a penny per pound to its earlier decision on the nonfat dry milk make allowance. These are milk check deductions that are embedded in the class and component formulas.

USDA also plans to stick with its earlier decision to introduce a rolling adjuster for extended shelf life (ESL) milk, which creates essentially two-movers for Class I that was not part of the hearing scope. The Department further defined ESL milk by processing method to be all milk using ultra-pasteuriza-

tion, not just relying on the shelf life designation of 60 days or more.

The broad range of changes in the proposed final rule are the result of the national hearing and rulemaking process that began in 2023. It will be made final for implementation after dairy producers vote to approve these changes in the Order-by-Order referendum that will be completed before the new administration takes office on January 20th.

USDA AMS will mail voting ballots to eligible producers and qualified cooperative associations – which may bloc-vote on behalf of their eligible members – after the final rule is published soon in the Federal Register. Ballots must be returned with a postmark of December 31, 2024 or earlier and be received by the Department by January 15, 2025 in order to be counted.

Not all producers in a Federal Order will be eligible to vote. Only producers with milk pooled on a Federal Order in the month of January 2024 are eligible to vote in that Federal Order.

A 'yes' vote accepts all parts of the final

rule. A 'no' vote rejects the changes but also rejects the continuation of that Order. Any of the 11 Federal Orders that does not meet the two-thirds majority requirement for acceptance of these changes will be terminated. The two-thirds majority is calculated among eligible producers in the Order who return a ballot.

USDA AMS will host three public webinars to further inform stakeholders of the changes and referendum process on Nov. 19 and Nov. 25 at 11:00 a.m. ET and Nov. 21 at 3:00 p.m. ET. A link to access the webinars will be provided at the AMS hearing website along with supplementary educational documents at <https://www.ams.usda.gov/rules-regulations/moa/dairy/hearings/national-fmmo-pricing-hearing>

Using its backward-looking analysis of applying the changes to actual 2019-23 pool test data, the combined net benefit for all 11 Federal Orders of all the changes in the final rule is estimated at +\$0.26 per hundredweight. But an average does not tell the full story, and it does not include the positive or-

derly marketing impact of restoring the higher-of method for calculating Class I.

USDA's backward-looking static analysis – at actual pool component test – shows net benefits for the following Orders:

- Appalachian +\$1.90 per cwt.,
 - Southeast +\$1.80 per cwt.
 - Florida +\$1.43 per cwt.
 - Central U.S. +\$0.52 per cwt.
 - Midwest +\$0.50 per cwt.
 - Northeast +\$0.35 per cwt.
 - Southwest +\$0.07 per cwt.
- It shows net-negative for:
- California -\$0.27 per cwt.
 - Upper Midwest -\$0.13 per cwt.
 - Arizona -\$0.1 per cwt.
 - Pacific Northwest -\$0.05 per cwt.

However, this analysis does not factor in the positive impact of restoring the higher-of method for calculating Class I. The Orders above showing net negative impacts have more liberal policies for jumping in and out of FMMO pools. Since USDA did not quantify the benefit of its restoration of the higher-of

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Holstein Association seeks nominations for next year's awards

BRATTLEBORO, Vt. — Each year, Holstein Association USA celebrates dairy community leaders with its prestigious Distinguished Young Holstein Breeder, Distinguished Leadership, and Elite Breeder awards.

“There are many Holstein Association USA members and supporters who are actively furthering the Holstein breed and the dairy industry as a whole,” says Holstein Association USA CEO John Meyer. “I encourage each of you to think about those you know who are making a positive impact on the Holstein industry and consider nominating them for an award.”

Holstein enthusiasts are invited to submit nominations for the Elite Breeder and Distinguished Leadership awards. Nominees for these two awards will be considered for three years following their initial submission. Current Holstein breeders between the ages of 21 and 40 are encouraged to apply for the Distinguished Young Holstein Breeder award. Nomination applications must be post-marked by January 31, 2025.

Award applications are available on the Holstein Association USA website at www.holsteinusa.com/awards/individuals. Honorees will receive their recognition during the 2025 National Holstein Convention to be held June 23-26 in St. Louis, Missouri. More information about it can be found at www.holsteinconvention.com

Additionally, a scholarship is available to students interested in agriculture who plan to pursue their master's degree in business administration. The Robert H. Rumler MBA Scholarship awards \$3000 to a qualified individual pursuing their MBA at an accredited university. Applications for this scholarship must be received by April 15, 2025.

About the awards:

- The Elite Breeder Award honors a living Holstein Association USA member, family, partnership, or corporation who has bred outstanding animals and thereby made a notable contribution to the advancement of U.S. Registered Holsteins.

- The Distinguished Leadership Award is given to an individual who has provided outstanding and unselfish leadership that has contributed to the improvement of Holstein Association USA and/or the dairy industry.

- The Distinguished Young Holstein Breeder Award recognizes significant accomplishments of young Registered Holstein® breeders ages 21 to 40. Submissions can be made for individuals, a couple, or business partners. The winning applicant will receive travel and lodging expenses (for up to two people) to the National Holstein Convention, complimentary tickets to the Convention banquet, and a \$2000 cash award.

To view a full list of award recipients since 2007, visit www.holsteinusa.com/awards/individuals.

“...works tremendously on fresh 2-year-olds.”

— Jeff King

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(Left) Adam King, Emily Mikel, Jonathan and Jeff King with their first-place best 3 females at World Dairy Expo, including Kings-Ransom Doc Drizzlin EX92, owned by Lauren King, with Jeff (above) at the halter. (Right) Jonathan, Pandora, Jan, Becky, and Jeff King with their award-winning King Brothers milk!

“We use Udder Comfort™ on fresh cows, works tremendously on fresh 2-yr-olds. It softens udders quickly, reducing pressure and increasing comfort for better performance. We have used Udder Comfort over 10 years, blue spray in the parlor, white lotion at shows. We see a real benefit from the start of bagging to milking out after,” says Jeff King, Kings-Ransom Farm, Schuylerville, N.Y., milking 1000 registered Holsteins, producing over 30,000M at 90,000 SCC.

Award-winning King Brothers Dairy milk and dairy products start with quality udders making quality milk. They credit good staff, genetics, sand bedding, cow comfort, consistent milking routines and Udder Comfort for fresh cows.

They brought 7 homebred Holsteins to the 2024 World Dairy Expo. They brought home first, best udder, and best bred and owned junior-3 Kings-Ransom Doc Drizzlin EX92.

The Kings also had first in a competitive best 3 females contest.

“It’s easy to love the great ones, but when you have cows walk in the freestall barn with good feet and legs and udders full of milk, cows the kids enjoy showing and do well with and learn from, that’s what it’s all about,” adds Jan King.

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USDA to complete _____ from page 1

method for the Class I mover, it's important to note that this, alone, can soften the blow.

According to experts consulted by *Farmshine* on this matter, the potential benefit of restoring the higher-of in a low-Class-I FMMO like the Upper Midwest is 7 to 10 cents per hundredweight -- as an average over time.

More importantly, the orderly marketing restored by this part of the final rule has a protective effect on the month-to-month hits taken by pooled producers from opportunistic depooling and negative PPDs.

In short, producers should realize that the restoration of the higher-of reduces the prevalence of very large negative PPDs that disrupt risk management performance and treat pooled producers inequitably during black swan events and times of major market imbalances -- like have been experienced over the past five years under the average-of method. This is a benefit that is difficult to quantify, but is contained in this decision nonetheless.

On the positive side for dairy farmers, the USDA will also shorten the delay from 12 months to six months for implementing the

updated milk composition factors. These composition updates will be 3.3% true protein, 6% other solids, and 9.3% nonfat solids, which are estimated to increase Class I prices in all Federal Orders by an estimated 70 cents per hundredweight, while also increasing the manufacturing class prices in the four fat/skim Orders.

The manufacturing class prices in the other seven Orders that use multiple component pricing are already paid on actual components, not by standardized levels.

Standardized butterfat composition at 3.5% will not be updated in this decision because this is a paper number that does not affect how producers are actually paid. Each pooled producer's individual minimum price in all Federal Orders is already based on their actual butterfat pounds.

The updates to county-by-county Class I location differentials were also tweaked in places, compared with the July preliminary decision, and the base differential for all counties at \$1.60 per hundredweight remains in place.

Butterfat recovery within class and component formulas will be updated from 90%

to 91%. Several proposals had requested a larger increase.

The final rule also removes 500-pound barrel cheese prices from the protein and Class III formulas, meaning only 40-pound block Cheddar price surveys will be used going forward.

On the negative side for dairy farmers, the large increases in processor make allowance credits were made larger, not reduced, after the 60-day public comment period.

USDA relied on the voluntary surveys of processor costs that were presented at the hearing as customary data sources from past make allowance adjustments. While USDA did not fully meet the requests of IDFA and Wisconsin Cheesemakers Association, it does recommend much larger make allowances than what NMPF had proposed.

These make allowance deductions are embedded in the pricing formulas, not line items on a milk check, and they aggregate to an impact of 75 cents to \$1.00 per hundredweight -- depending on product mix and Class utilization.

USDA responded to processor comments about marketing costs, adding \$0.0015/lb to its previously proposed processor make allowance credits for cheese, butter, nonfat dry milk, and dry whey. USDA also responded favorably to the processors' request to adjust the nonfat dry milk make allowance to be more than a penny per pound higher than previously proposed.

The final decision will raise the make allowances on the four products used in class and component pricing -- per pound -- as follows: Cheddar cheese will be increased from the current make allowance of \$0.2003 to \$0.2519 per pound; dry whey from \$0.1991 to \$0.2668; butter from \$0.1715 to \$0.2272, and nonfat dry milk from \$0.1678 to \$0.2393.

In its rationale, USDA stated that NMPF member-cooperative-processors supported the NMPF proposal as "a more balanced approach" to consider impacts on producers and processors. However, they also testified that the smaller increases proposed by NMPF

"did not cover their costs."

This put USDA in the position of having to rely only on the cost data provided by IDFA and Wisconsin Cheesemakers because NMPF offered no cost data to support their smaller proposal. USDA said it rejected consideration of the impact on dairy farmers because the Agricultural Marketing Agreement Act does not include producer profitability as a factor for the Secretary's consideration on this matter.

USDA chose not to wait for the mandatory and audited cost of processing survey that Congress is expected to authorize and require USDA to utilize in the future. This language is included in all versions of the new farm bill and is reportedly supported by NMPF, IDFA and AFBF.

The Secretary's final decision on the Class I base price mover remains unchanged from July. USDA will restore the higher-of formula, which had been changed to an average-of formula in the 2018 farm bill. USDA is also sticking with the ESL adjuster, creating what is essentially a two-mover system for fluid milk.

Processors will separately report sales of conventionally processed (HTST) and ultra-pasteurized (ESL) fluid milk product sales each month. The higher-of method will set the base price mover, and USDA will apply the new ESL adjuster to the sales of ultra-pasteurized milk to determine their final pool obligation.

The ESL adjuster represents the difference between the higher-of vs. the average-of the Class III and IV advance pricing factors over a 24-month period with a 12-month lag. USDA states that it sees this adjuster "stabilizing" the difference between HTST and ESL over time.

USDA also rejected comments that had raised competitive concerns, stating: "The record does not contain evidence to support the implication that manufacturers of dairy products, the majority of which do not manufacture ESL products, would make business decisions to gain an advantage in the fluid market where they do compete."

Farm Bureau encourages producer participation for politically appointed positions with Trump

CAMP HILL, Pa. — County Farm Bureaus are strongly encouraged by the Pennsylvania Farm Bureau (PFB) to submit names for politically appointed positions in the incoming Trump Administration. The process to do so is below:

- PFB member has a conversation with the nominee to discuss whether they would like to be nominated for the position.

- PFB member brings the name of the nominee to the County Farm Bureau Board, once the nominee has agreed to being nominated.

- The County Farm Bureau Board should complete the form to nominate the individual no later than Friday, December 20, 2024.

Prior submitting to AFBF, PFB's President will call the nominee to let them know PFB officially plans to submit their name to AFBF.

PFB submits the nominees received from County Farm Bureaus to the AFBF Board to vote on in January.

Contact your county organization or PFB for more details or answers to questions.



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Wounds opened after reading article concerning FMMOs

Editor:

Reading "Details provided for upcoming referendum" by Danny Munch, American Farm Bureau economist, on the front page of the November 1, 2024, issue of Farmshine, opened wounds.

The "Federal Milk Marketing Improvement Act" that was introduced in the United States Senate in 2007, 2009, and 2011, included a provision that would have prevented the termination of a Federal Milk Marketing Order (FMMO) if any proposed Amendment is turned down.

In January 2021, I was approached by a member of a large farm organization that was working on modifying "bloc-voting" and was asked for input. I responded by sending him a Draft Recommendation of how this could be done. Another national organization was also interested in changing or eliminating "bloc-voting." I sent them a copy of the Draft as well, knowing that, sooner than later, dairy farmers would be faced with the option of voting in favor of devastating Amendments to the Federal Orders or losing the entire Fed-

eral Order by voting down those Amendments. These organizations have paid staff and lobbyists. I am not a lobbyist but am simply an unpaid dairy policy citizen-analyst. I never heard back from either organization, and now, almost 4 years later, dairy farmers still have no meaningful say in the FMMO Hearing and Amendment processes.

That this is even possible in 2024 with all the national talk about "democracy" and "transparency" is beyond preposterous.

The undemocratic and tyrannical USDA FMMO Referendum process embedded in federal statute can and absolutely should be corrected by Congress either by freestanding legislation or in the upcoming Farm Bill.

The U.S. Supreme Court ruling on June 28, 2024, reversing the Chevron decision may offer an opportunity to challenge the legitimacy of parts of the USDA Final Rule, such as imple-

mentation of rules that were not part of the Hearing process but were added in after the Hearing and the seizing of private property with the redistribution of wealth through government-mandated processor "make allowances" implemented by unelected and unaccountable federal bureaucrats in the administrative state.

President-elect Donald Trump plans to unleash Robert F. Kennedy, Jr., to clean up the USDA, the FDA, and the NIH and "Make America Healthy Again."

On November 6, 2024, Kentucky Congressman Thomas Massie appointed Joel Salatin to be one of six advisors to the Secretary of Agriculture. This seems to be a signal that the second Trump term may seek to truly reform the oppressive USDA bureaucracy and the government's corporate-friendly Dietary Guidelines for Americans (DGA) that are now impeding the promotion of whole milk and traditional dairy products, even in the school lunch program. Time will tell.

Since the current Congress and Administration have fumbled so badly on the Farm Bill, Farm Women United (FWU) vehemently opposes passage of any LAME DUCK Farm Bill in the hope that the new Administration will take healthy food and, by extension, the dire financial needs of the farmers, who produce the food, seriously. This must be a bipartisan effort because everyone has to eat, and the food everyone eats must be the healthiest possible.

Following is my Draft Recommendation of the 1937 Agricultural Marketing Agreement Act (AMAA) section 608(c) dated 1/23/21, so any interested parties can see that the long overdue real reforms that dairy farmers still desperately need can easily be passed by Congress either through the Farm Bill or by legislation introduced directly in Congress.

DRAFT to amend 7 U.S.C. Section 608c - U.S. Code to allow agricultural producers a direct vote in Federal Agriculture Orders.

A Bill to amend 7 U.S.C. Section 608c-U.S. Code-Title 7. Agriculture Section 608c. Orders to establish direct producer representation in the issuance of orders, or any term or condition thereof, or the termination thereof.

Section 1. Short Title

Agricultural Producers Voting Rights Act

Section 2.

Voting Rights of Agricultural Producers in Federal Orders

(1) 7 U.S.C. 608c (12) Heading is amended by striking Cooperative association representation and inserting producer representation.

Section 608c (12) is amended to read as follows:

(A) Whenever, pursuant to the provisions of this section, the Secretary is required to determine the approval or disapproval of producers with respect to the issuance of any order, or any terms or conditions thereof, or the termination thereof, the Secretary shall consider the approval or disapproval by producers.

(B) The Secretary shall mail to each producer in the affected order or orders;

(a.) A hearing notice and full description of the proposal to be heard.

(b.) An opportunity to submit written or verbal testimony.

(c.) A secret ballot shall be sent to each producer with a full description of the proposed order, or proposed amendment to the order.

(d.) Each producer shall have one vote.

(e.) A cooperative association shall not vote on behalf of its producer members, but may advise its membership on matters to be voted on.

(2) 7 U.S.C. Section 608c (19) is amended by striking cooperative associations and inserting producers.

Section 3

AMENDMENTS TO FEDERAL MILK MARKETING ORDERS.

Section 8c (17) of the Agricultural Adjustment Act (7 U.S.C. 608c (17)), reenacted with amendments by the Agricultural Marketing Agreement Act of 1937, is amended by adding at the end the following:

(H) Orders covering milk and milk products.--In the case of an order covering milk or milk products, disapproval of an amendment to the order shall not be considered to be disapproval of

(i) the order; or

(ii) other terms of the order, and

(iii) shall not result in the termination of the entire Federal Milk Marketing Order.

Sincerely,

Gerald Carlin, retired dairy farmer and chair of policy development for FWU, Meshoppen, Pa.

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How these dairymen meet herd management challenges**Innovation and diversity come in big and small packages**

By SHERRY BUNTING
Special for Farmshine

HARRISBURG, Pa. — Innovation on the dairy farm isn't just the big investments that come to mind, but a mix of changes and a mindset to improve. Three distinctly different Pennsylvania dairy farms were showcased in a producer panel during the 2024 Dairy Financial and Risk Management Conference hosted by the Center for Dairy Excellence recently.

The audience of mainly ag lenders and industry representatives along with some fellow dairy farmers, had the opportunity to see how producers think through the challenges, progress, and investments, and how they manage their risk in areas such as herd health, feed and nutrition, as well as adversities they can't control like weather, markets, and labor.

Automation at Oakleigh

For Matt Brake of Oakleigh Farm, Mercersburg, the five-year plan was accelerated in a different direction after a barn fire in December of 2019 forced the family to ask the question whether they would even continue in dairy. No animals were lost, and the 1950s parlor was saved, but they had big decisions to make about the future without a facility.

"We did a lot of praying and had a lot of difficult conversations," he recalls.

By July 2020, they were milking 120 Registered Holsteins with two Lely robots, automated feeding, automated bedding, and



Robotic systems for milking and feeding -- as well as grooming -- are shown here at Oakleigh Farm, Mercersburg, Pennsylvania. The dairy features many automated technolo-

gies that "play together" to improve how the herd is managed for optimal health and performance

gies that "play together" to improve how the herd is managed for optimal health and performance

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some respects, but it's more accurate to say that, "With automation, we are better utilizing our skills. We're able to spend our time better with the cows or focusing on priorities -- like chopping corn or getting the alfalfa harvested at the right time.

"We don't have to stop those activities two times a day or worry about if we have enough help in the parlor, and do we trust that person to stand in the parlor. The robot might 'call in sick' temporarily here and there, but in general, compared with some of the employees we've had, it's reliable."

Moving from just the paper DHIA to incorporating this into the electronic records, changes how they manage culling to be more

voluntary than involuntary.

"We can look at space and overcrowding and begin to evaluate cows not just on milk but how efficient they are in the robots looking at deviation from the average with rankings on everything from performance in the robot to reproductive performance and past treatments and other metrics," he explains.

Better management of the culling decisions also gives them the ability to plan how many heifers to raise. "One of the things we are doing is using more beef semen and using the system to decide who to use it on," he says.

Renovation at Mount Rock

For Alan Waybright, innovation was the focus when he purchased Mount Rock Dairy

turn to page 7

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Dairyman's Datebook

NOVEMBER 19, 9 a.m. Women in Dairy Conference, Holiday Inn, Grantville, Pa.

DECEMBER 4, 9 a.m. Homestead Nutrition's Dairy Nutrition Seminar, Yoder's Banquet Facility, New Holland, Pa. Lunch provided.

DECEMBER 10, 10 a.m. "Dairy Housing Options ... My Tie-Stall Barn is Worn Out," Lancaster Farm & Home Center, 1083 Arcadia Road, Lancaster, Pa. \$10 registration fee includes lunch.

DECEMBER 10, 10:30 a.m. to 1:30 p.m. Center for Dairy Excellence 20th Anniversary Luncheon, Melhorn Manor, 977 West Main Street, Mount Joy,

JANUARY 7-9, PDP Managers Academy at the Marriot Quorum Dallas Addison in Dallas, Texas.

JANUARY 20, 9:30 a.m. Georgia Dairy Conference, Marriott Savannah Riverfront, 100 General McIntosh Boulevard, Savannah, Ga.

FEBRUARY 5-6, Pennsylvania Dairy Summit, Penn Stater Hotel & Conference Center, 215 Innovation Boulevard, State College.

FEBRUARY 17, 1 p.m. Dairy Old Timers Luncheon, O'Brien's Irish Pub, 701 West Lumsden Road, Tampa, Fla.

Collinsworth Memorial Scholarship applications due

BRATTLEBORO, Vt. — Junior Holstein members are encouraged to apply for the National Judi Collinsworth Memorial Scholarship. Two scholarships will be awarded, including one top \$1000 scholarship and a second \$500 scholarship.

National Junior Holstein members enrolled in a 2- or 4-year college or university who have exhibited their animal at a National Junior Holstein Show during the current show season are eligible to apply.

"This is an especially meaningful scholarship because of its dedication to Judi Collinsworth and the way it connects my involvement in showing Holsteins to my education in the industry," said 2023 Judi Collinsworth Memorial Scholarship recipient Brianna Meyer. "As I proceed through college, I will continue building upon the skills I've learned working with Holsteins and am grateful for the support from Holstein Association USA and this scholarship program."

The selection committee considers leadership, participation in Holstein activities, as well as involvement in school, community, and agricultural organizations. National Junior Holstein members enrolled in college who have competed in any of the National Junior Holstein shows throughout the 2024 show season are invited to submit applications by no later than December 1, 2024. Applications can be found at www.holsteinusa.com/juniors under National Junior Shows.

Auction Guide

NOV. 16, 9 a.m. Truck-Trailers-Vehicles Auction, Newmanstown, Pa. Sale managed by L&H Auctions.

NOV. 20, 10:30 a.m. Dairy Cow & Heifer Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

NOV. 20, 12 p.m. Farm Auction, Oakland, Md. Sale managed by Hurley Real Estate & Auctions.

NOV. 21, 10 a.m. Special Thanksgiving Dairy Cow & Heifer Sale, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

NOV. 22, 11 a.m. Special Thanksgiving Dairy Sale, Fisher's Quality Dairy Sales, Ronks, Pa. Sale managed by Fisher's Quality Dairy Sales.

NOV. 27, 10:30 a.m. Special Thanksgiving Dairy Sale, New Holland Sales Stables, New Holland, Pa. Sale managed by New Holland Sales Stables.

NOV. 29, 7:30 a.m. Horse Consignment Auction, Penns Valley Livestock, Centre Hall, Pa. Sale managed by Penns Valley Livestock.

DEC. 19, 10 a.m. Special Christmas Dairy Cow & Heifer Sale, Brubaker's Quality Dairy Sales, Shippensburg, Pa. Sale managed by Brubaker's Quality Dairy Sales.

2025

FEB. 8, Pa. Holstein Convention Sale, Gettysburg, Pa. Sale managed by Pa. Holstein Association.

Dairy housing workshop coming to Lancaster

LANCASTER, Pa. — Penn State's Extension Dairy Team is offering an in-person workshop to help dairy managers and farm owners explore multiple options for dairy housing. The workshop, called "Dairy Housing Option: My Tie Stall is Worn Out," will be held December 10 at the Lancaster Farm and Home Center, 1383 Arcadia Road, Lancaster. The program is from 10:00 a.m. to 2:30 p.m., and the \$10 registration fee includes lunch.

Topics will cover principles of building and managing various dairy housing types, creating low-cost milking facilities and managing cows in groups. Insights from a banking perspective will also be offered.

Presenters will be: Emily Fread and Cassandra Hower, extension educators, dairy; John Tyson, agricultural engineer, educator; and Ethan Crane, agricultural relationship manager, Ephrata National Bank.

"This workshop will offer valuable insights into a wide variety of options for producers wishing to make a change, those starting from scratch or those taking over from a previous generation," said Fread.

For more information and to register, visit <https://extension.psu.edu/dairy-housing-options-my-tie-stall-is-worn-out-now-what>. Registration can also be done by calling 704-301-3441.

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Twelve scholarships presented by NDB

ROSEMONT, Ill. — The dairy checkoff has awarded 12 academic scholarships to students enrolled in programs that emphasize dairy and have shown potential to become future dairy leaders.

The National Dairy Promotion and Research Board (NDB), through Dairy Management Inc., which manages the national dairy checkoff, annually awards \$2500 scholarships to 11 students. In addition, the NDB awards a \$3500 James H. Loper Jr. Memorial Scholarship to one outstanding scholarship recipient.

Darcy Heltzel, an Iowa State University student who is majoring in food science, earned the James H. Loper Jr. Memorial Scholarship.

Students earning \$2500 scholarships are: Katie Hebbon (University of Idaho), Mary Lewandowski (University of Wisconsin-Green Bay), Anthony Agueda (California State University-Fresno), Sarah Hagenow (University of Minnesota-Twin Cities), Sienna Mahaffy (Oklahoma State University), Irene Nielsen (Iowa State University), Kylie Konyn (University of Wisconsin-Madison), Brianna Meyer (University of Wisconsin-Madison), Sara Kennedy (Penn State University-University Park), Jessemey Sharp (South Dakota State University) and Cydney Stables (Graceland University).



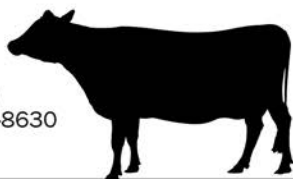
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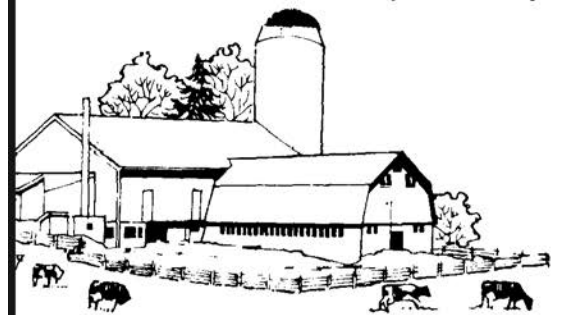
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Innovation from page 5

from the Mains family five years ago near Newville.

A building project was in order to update the over 30-year-old milking systems. About a year ago, they began milking in a 50-stall rotary, which changed the milking time on 2.5 times a day with each milking in a double-12 taking 9 hours, to now milking 4 times a day with each milking taking 3 hours and 45 minutes.

Waybright has been expanding from the 650 cows and 150 bred heifers he brought to Mount Rock from his prior home farm involvement at Mason Dixon, to milking 940 cows today with a 92-pound average, 4.2%F and 3.3%P.

Automation features were part of the rotary to reduce labor, and the calf barns include the wet barn to get them started before grouping for automatic feeders where they receive four to five feedings a day, resulting in healthier, better growing calves.

With the automated pre- and post-dipper, Waybright says the milking procedure in the DeLaval 50-stall rotary is very consistent, requiring just two employees, the first to wipe and forestrip and the second to dry and attach.

"This is a labor savings, yes, but there have been other benefits for udder health too," Waybright reports. "When we went from the double-12 where we were hand dipping to the sprayer, a 50-gallon drum used to last seven days, now it's three days."

One of the innovative things he has worked on is the use of manure solids for bedding while keeping somatic cell counts low. His system uses two screw-presses dropping manure into the drum, leaving about two days' worth of bedding at the other end

with moisture levels around 50%.

They bed stalls every day during the week to use the solids as they come right out of the separator drum, adding acidifying ag lime to control mastitis.

Diversity key at Slate Ridge

"For us the secret weapon is diversity," says Ben Peckman of Slate Ridge Dairy, St. Thomas, Pa. He and his wife and high-school aged children milk 150 cows and raise 100 heifers, also feeding out all bull calves as steers.

He says there's not one multi-million-dollar investment here, just the things that altogether add up to make a large impact.

At the dairy, he looks for ways to streamline, like ovsynch for repro. "It's the little pieces here and there, he says, mentioning the machine with a smart phone app he purchased to do daily dry matter analysis on feedstuffs before mixing.

"Instead of always looking at the past for those adjustments, I can go out and see what the DM is right now," says Peckman.

He fills the small sampler with three samples to get an average. "I have feed charts on my phone, pop in that number, and it changes out what I put in the mixer to get the same DM pounds," he explains.

With feed stored in drive over piles, this is even more important to get the accurate measures each day, according to Peckman, who sees how it changes daily, firsthand.

"On a rainy day, it goes up, and on a dry, hot day, it goes down," he says. "When changes happen day to day, testing every two weeks is not enough. My spreadsheet smooths out the changes by using the average of the past three days. When we started doing this we saw better production and components."

A robotic feed pusher is another feed technology that's made a difference. "We see higher intakes, fresher feed, labor savings and the ability to do this when I'm not there," Peckman relates.

Bankers asked what 'calculus' goes into making such investments. For Peckman, the answer was blunt. "It's something that improves how my herd performs but the robotic pusher does something I'm not willing to do. I'm not getting out of bed at 2:30 a.m. to push up feed."

Other barn updates include ventilation controls and ceiling fans above bed pack areas. It's better for cow comfort but there's also a cost savings. "We use half as much straw and bedding with the new fans drying the air."

His wife's mobile milk pasteurizer is another innovation. They always fed whole milk and had a few problems when they fed it unpasteurized.

With the mobile pasteurizer, it's two-fold: "the milk is better, but also the temperature is much better. It keeps the milk warmer, and we have healthier, better growing calves."

Peckman really enjoys the cropping side, farming 1100 acres of diversified crops to feed the cowherd and take advantage of other markets.

"Diversity is how I mitigate risk. It's my key technology. Diversity can't be bought, but it pays. It helps me combat weather, combat markets, and combat other adversities in general," he says, adding that it's "not rocket science," just looking at things other farmers are doing and adapting.

He does use GPS guidance for his tractors for planting and spraying, which saves seed and inputs and work off field monitoring with yield maps.

In addition to traditional corn for grain **turn to page 13**

DAIRY NUTRITION Seminar

December 4

9:00AM-3:00PM -Lunch Provided-

Yoder's Banquet Facility
New Holland, PA

TOPICS INCLUDE:

Cattle Handling & Determining if Automation is a Fit
Todd R Ward, PAS, Direct Dairy Nutrition Services, LLC

Supporting Animals through Health Challenges
Nate Haas, DVM, MS, DACVM, BioVet

Maximizing Components
Dr. Clay Zimmerman, Balchem



Using Data to Strengthen the 1st 90 days
Ken Becker, Homestead Nutrition

Utilizing High Forage Diets
Jeffrey Swartz, PAS, Homestead Nutrition

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Adams

HILLCREST DAIRY	327 HO	25136	1010	786
SPUNGOLD HOLSTEINS	96 XX	20904	838	664
HERDS WITH A RHA SCC LESS THAN 200,000				
SPUNGOLD HOLSTEINS	XX	127	96	

Armstrong

SCOTT BOWSER	92 HO	25200	962	798
SHIREY FARM	446 HO	23070	835	695
LARA WILSON SHIELDS	28 HO	19532	720	616

Beaver

WALLACE CITY FARM	53 HO	21084	846	697
FISCHERS WINDY RIDGE	35 JE	16324	821	598
BREEZE RIDGE FARM LLC	76 BS	17588	729	577
BREEZE RIDGE FARM LLC	75 BS	17599	729	576
HERDS WITH A RHA SCC LESS THAN 200,000				
BREEZE RIDGE FARM LLC	BS	134	76	
BREEZE RIDGE FARM LLC	BS	135	75	
FISCHERS WINDY RIDGE	JE	146	35	

Bedford

MANOR MEADOWS FARM	105 HO	19015	734	604
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Berks

MISTY MOOR HOLSTEINS	77 HO	31363	1284	1017
DAVIEY FARM	64 HO	31358	1274	1009
CYRUS & JENNY GEHRINGER	99 HO	30167	1141	915
MERLIN & CRYSTAL GOOD	88 HO	28979	1145	910
TWILIGHT HOLSTEINS	117 HO	28217	1227	907
SUNRISE FARM	44 HO	30037	1141	895
ADAM NOLT	40 HO	28977	1118	883
EARL HAFFER & SONS	226 HO	28504	1014	875
DON & AMY RICE	91 HO	28684	1094	866
SHAYNAH KEE FARM	81 HO	28751	1049	859
MARTIN & MISSY MOYER	74 XX	28377	979	851
MICHAEL HAAG	89 HO	26768	1133	845
KIRBYVILLE HOLSTEINS	94 HO	26137	1112	842
DON & AMY RICE	107 HO	27502	1067	841
WALNUTRIDGE HOLSTEIN	124 HO	26344	1081	837
JAY GRUBE	90 HO	26119	1017	828
SCATTERED ACRES, INC.	377 HO	26411	1091	823
NORTHKILL CREEK FARM	110 XX	25741	1004	819
BRYAN YOUNKER	98 HO	24960	967	809
VISTA GRANDE FARM	237 HO	25627	1051	793
WAY HAR FARMS	283 HO	25605	987	793
ARDOUNIE FARM, INC.	172 HO	23084	999	774
WAY HAR FARMS	307 HO	24705	954	767
OLEY TURNPIKE DAIRY	166 HO	22719	978	765
VISTA GRANDE FARM	287 HO	24414	1015	762
CRM FARM	79 HO	23166	902	762
ARLAN KRICK	111 HO	25476	932	758
J. & MONICA HUNSBERGER	58 HO	23690	910	746
JAMES & JAN ADAM LLC	126 HO	22464	752	743
CEDAR CREEK DAIRY LLC	114 HO	22921	903	701
YOUNKERS PRIDE	66 HO	21989	914	699
DON & AMY RICE	16 XX	20657	913	696
R LOST CREEK FARM	63 HO	20520	734	650
VISTA GRANDE FARM	28 JE	18864	874	648
SHOW TOP FARMS	191 HO	20567	877	637
BEN & CAIT ROHRBACH	54 HO	19858	783	603
FURNACE STREAM FARM	32 HO	19109	670	598
VISTA GRANDE FARM	18 GU	16386	771	537
HERDS WITH A RHA SCC LESS THAN 200,000				
TWILIGHT HOLSTEINS	HO	88	117	
CRYSTAL SPRING FARM	HO	97	118	
ADAM NOLT	HO	121	40	
NORTHKILL CREEK FARM	XX	123	110	
VISTA GRANDE FARM	JE	124	28	
MERLIN & CRYSTAL GOOD	HO	126	88	
CYRUS & JENNY GEHRINGER	HO	132	99	
J. & MONICA HUNSBERGER	HO	135	58	
DON & AMY RICE	HO	145	91	
DON & AMY RICE	HO	146	107	
MISTY MOOR HOLSTEINS	HO	153	77	
BEN & CAIT ROHRBACH	HO	153	54	
DON & AMY RICE	XX	156	16	
SUNRISE FARM	HO	157	44	

WAY HAR FARMS	HO	159	283
SCATTERED ACRES, INC.	HO	159	377
WAY HAR FARMS	HO	161	307
CRM FARM	HO	161	79
MICHAEL HAAG	HO	163	89
CEDAR CREEK DAIRY LLC	HO	189	114
WAY HAR FARMS	XX	193	24
SHAYNAH KEE FARM	HO	195	81
YOUNKERS PRIDE	HO	199	66

Bradford

WALKER DAIRY	65 HO	24774	1005	811
GLENORA RIVER ACRES	281 HO	25469	1032	789
SNOWCREST FARM	102 HO	21257	828	667
JAMES & GABRIELLE SHEDDEN	84 HO	21921	857	666
J & C ACRES	33 HO	25425	853	655
WM CAR WMS FARMS	87 HO	19696	796	626
NATE JUDSON	39 XX	18381	799	613
PETE SWAIN	34 JE	16386	828	601
REAGAN FARMS	71 HO	18131	718	565
WILLIAM & GRETCHEEN S.	57 HO	17796	717	551
ROBIN & RYAN KINGSLEY	53 XX	17000	620	532
DENISE FEUSNER	38 JE	13580	672	500
HERDS WITH A RHA SCC LESS THAN 200,000				
J & C ACRES	HO	67	33	
DENISE FEUSNER	JE	84	38	
GLENORA RIVER ACRES	HO	140	281	
SNOWCREST FARM	HO	176	102	
JAMES & GABRIELLE SHEDDEN	HO	187	84	
PETE SWAIN	JE	197	34	

Bucks

MARWELL DAIRY FARM	65 HO	26462	991	791
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Butler

THIELE FARM	45 HO	29848	1197	900
DROVERS INN	145 HO	27016	1055	846
HARTZELL FARM	277 HO	28089	1023	844
COLTON & JEN SCHIEVER	154 HO	25450	1064	796
UNDER GRACE DAIRY	52 HO	26494	973	788
FOUR SEASONS FARM	13 XX	20553	963	769
FOUR SEASONS FARM	68 BS	20463	871	737
FOUR SEASONS FARM	55 BS	20494	853	732
JAY RENO	24 HO	21034	786	657
HERDS WITH A RHA SCC LESS THAN 200,000				
UNDER GRACE DAIRY	HO	138	52	
FOUR SEASONS FARM	XX	141	13	

Cambria

BRENT LOWMASTER	175 HO	26823	1121	867
VALE WOOD DAIRY	288 HO	26357	1080	866
BARR RIDGE FARM LLC	179 HO	25027	1040	831
HERDS WITH A RHA SCC LESS THAN 200,000				
VALE WOOD DAIRY	HO	82	288	
BARR RIDGE FARM LLC	HO	139	179	
BRENT LOWMASTER	HO	192	175	

Centre

MURMAC FARMS	1871 HO	32979	1358	1038
PENNDILL FARMS	81 HO	28953	1171	893
PENN STATE UNIVERSITY	266 HO	27832	1139	876
S. & J. SWARTZ	76 HO	26063	1008	814
TODD E. & GREG T. WOOM	67 HO	26123	1179	805
KENNETH C. GEPHART	67 HO	25321	1014	793
HAAGEN FARM	36 HO	24531	1078	785
MITCHELL BROWN	61 HO	23647	979	752
BROOK WAY HOLSTEINS	146 HO	24425	1171	728
ROD & BIL BRUSS	53 HO	21725	854	706
BARBARA ROSSMAN	75 HO	22030	831	662
HAROLD E. HARPSTER	59 JE	17876	1061	658
HERDS WITH A RHA SCC LESS THAN 200,000				
MURMAC FARMS	HO	138	1871	
PENN STATE UNIVERSITY	HO	149	266	
HAAGEN FARM	HO	152	36	

Chester

ROY & RUTH ANN BENDER	133 HO	33865	1373	1051
ROY & RUTH ANN BENDER	221 HO	32208	1302	991
WALMOORE HOLSTEINS	1091 HO	30989	1217	972

KING DAIRY LLC	155 HO	30313	1196	929
ONE WAY HOLSTEIN	150 HO	29728	1196	920
ROY & RUTH ANN BENDER	88 HO	29744	1196	902
DREAM RIDGE HOL. LLC	76 HO	26810	1058	826
MARSHAK DAIRY (NBC)	179 HO	24702	1042	779
HERBETH FARMS	68 HO	24038	988	757
BROOKVILLE FARMS	78 HO	24766	979	751
MAPLE HALL	64 HO	24896	812	745
DUANE STOLTZFUS	47 HO	20558	863	642

HERDS WITH A RHA SCC LESS THAN 200,000				
MARSHAK DAIRY (NBC)	HO	97	179	
WALMOORE HOLSTEINS	HO	129	1091	
ROY & RUTH ANN BENDER	HO	131	133	
ROY & RUTH ANN BENDER	HO	139	221	
ONE WAY HOLSTEIN	HO	147	150	
KING DAIRY LLC	HO	153	155	
ROY & RUTH ANN BENDER	HO	153	88	

Clarion

HENRY FARMS OF KNOX LLC	93 HO	27748	1072	880
HERDS WITH A RHA SCC LESS THAN 200,000				
HENRY FARMS OF KNOX LLC	HO	106	93	

Clearfield

KENNIS DAIRY FARMS	104 HO	27200	1112	881
HICKS DAIRY	208 HO	23151	907	738

Clinton

SCHRACK FARMS	1483 HO	27662	1178	888
MEYER DAIRY FARM LLC	233 HO	24964	1057	805
AQUILLA STOLTZFUS	55 HO	23256	934	728
STEPHEN F. & SADIE G. LAPP	56 HO	19799	775	584
HERDS WITH A RHA SCC LESS THAN 200,000				
MEYER DAIRY FARM LLC	HO	72	233	
STEPHEN F. & SADIE G. LAPP	HO	140	56	
AQUILLA STOLTZFUS	HO	199	55	

Crawford

TRCP FARM LLC	12 BS	26604	1081	882
FOSTERS FAMILY FARM	108 HO	25875	1144	870
TRCP FARM LLC	77 HO	27964	1061	859
TRCP FARM LLC	100 HO	27464	1061	857
TRCP FARM LLC	12 XX	24753	1030	807
JOSEPH M. VORISEK	62 XX	25434	978	799
HERDS WITH A RHA SCC LESS THAN 200,000				
FOSTERS FAMILY FARM	HO	142	108	
DOLLYRUN FARM	XX	183	24	
TRCP FARM LLC	BS	183	12	
JOSEPH M. VORISEK	XX	187	62	
TRCP FARM LLC	HO	187	77	
TRCP FARM LLC	HO	195	100	

Cumberland

BRYMESSER FARMS	249 HO	30621	1338	989
MATHEW WEAVER	110 HO	24288	977	771
J&S DAIRY	76 XX	21853	866	706
HENSEL	79 HO	20501	861	682
FOUNTAINVUE	97 HO	21204	733	649
FOUNTAINVUE	116 HO	19450	700	606
HERDS WITH A RHA SCC LESS THAN 200,000				
BRYMESSER FARMS	HO	99	249	
HENSEL	HO	134	79	
MATHEW WEAVER	HO	141	110	

Dauphin

STONEY LAWN FARMS	162 HO	28795	1081	886
TY & TRACY LONG	126 HO	26454	1010	806
LEHMANSTEAD FARMS	161 HO	23004	984	759
HERDS WITH A RHA SCC LESS THAN 200,000				
TY & TRACY LONG	HO	194	126	

Elk

PIERRE PONTZER	86 HO	20247	850	629
PAUL SWANSON	57 HO	18684	762	619
HERDS WITH A RHA SCC LESS THAN 200,000				
PIERRE PONTZER	HO	168	86	

Erie

McKean

THREE MILES DAIRY	53 HO	22890	823	707
DETRICKS FARM	33 HO	19995	852	658

Mercer

DALE L. KEPNER	121 HO	28695	1054	878
GANDER & GIRLS FAMILY	47 HO	25754	1035	793
IRISHTOWN ACRES	541 JE	17951	991	669
WILLOW BROOK FARM	17 HO	19419	745	625
WILLOW BROOK FARM	37 XX	17413	711	583
WILLOW BROOK FARM	16 XX	15619	657	534
HILLVIEW ACRES	65 XX	16112	683	506

HERDS WITH A RHA SCC LESS THAN 200,000

WILLOW BROOK FARM	XX	110	16
WILLOW BROOK FARM	XX	129	37
WILLOW BROOK FARM	HO	131	17
IRISHTOWN ACRES	JE	166	541

Mifflin

PEACHECREST HOLSTEINS	129 HO	29243	1175	951
BLESSED ACRES DAIRY	45 HO	29183	1143	919
DERRY MUSSER	120 HO	27431	1083	880
WOODEGE FARM LLC.	174 HO	28045	1142	875
KISH VIEW FARM	664 HO	28126	1115	867
BLESSED ACRES DAIRY	54 HO	27140	1065	852
ANTHONY & CHANDRA PEAC	67 HO	28356	1114	851
TITUS R. PEACHEY	126 HO	26957	1072	844
CHASE & ALLISON PEACHEY	114 HO	27345	985	843
MIMOSA VIEW FARM	65 HO	27220	1068	842
VERNAN HOLSTEINS	61 HO	27538	1079	837
BYLER VIEW LLC.	118 HO	24562	1036	822
FROG MEADOW FARM	85 HO	25639	984	809
ROBERT & LISA PEACHEY	85 HO	26286	944	805
DAVID C. YODER	107 HO	25844	959	800
SHAWN & EMILY YODER	105 HO	25075	983	790
FORGY DAIRY	195 HO	24816	979	781
WILLOWS FARM	97 HO	23604	1138	773
NATHAN & EUNICE YODER	74 HO	23749	1012	759
LOREN K. YODER	96 HO	23993	1029	756
LAVERN M. KING	85 HO	24087	938	749
JASON & LORI KAUFFMA	103 HO	23985	961	742
JOHN SPICHER	92 HO	22490	907	738
JOE & KRISTIN DIEHL	251 JE	18553	933	688
JONAS & LYNETTE KING	70 HO	21021	838	626
JOSH RENNINGER	44 HO	20330	825	612
CALVIN & ELVA YODER	82 HO	18805	750	582

HERDS WITH A RHA SCC LESS THAN 200,000

BLESSED ACRES DAIRY	HO	54	54
BLESSED ACRES DAIRY	HO	55	45
WILLOWS FARM	HO	64	97
CALVIN & ELVA YODER	HO	85	82
JOHN SPICHER	HO	95	92
PEACHECREST HOLSTEINS	HO	101	129

DERRY MUSSER	HO	106	120
MIMOSA VIEW FARM	HO	108	65
FROG MEADOW FARM	HO	120	85
BYLER VIEW LLC.	HO	124	118
NATHAN & EUNICE YODER	HO	127	74
ROBERT & LISA PEACHEY	HO	137	85
TITUS R. PEACHEY	HO	140	126
WOODEGE FARM LLC.	HO	150	174
AUDREY GAY RODGERS	AY	157	39
VERNAN HOLSTEINS	HO	162	61
KISH VIEW FARM	HO	178	664
LAVERN M. KING	HO	180	85
LOREN K. YODER	HO	195	96
JOE & KRISTIN DIEHL	JE	197	251

Montgomery

MERRYMEAD FARM	62 HO	33403	1281	1030
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HERDS WITH A RHA SCC LESS THAN 200,000

MERRYMEAD FARM	HO	25	62
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Northampton

JOAN A. WILLIAMS	124 HO	24161	1004	729
RALPH HAHN	101 HO	23168	953	703
JOHN BOCKO	29 HO	18327	736	563
KOEHLER FARM	39 HO	18153	683	531

HERDS WITH A RHA SCC LESS THAN 200,000

KOEHLER FARM	HO	144	39
JOAN A. WILLIAMS	HO	167	124

Northumberland

ZIMMERMAN'S HILLTOP DAIR	326 HO	29716	1185	937
SPRING LAKE DAIRY	107 HO	27363	1189	897
FAUS FARMS	128 HO	26873	1100	833
PAUL SCHMIDT	174 HO	23913	962	746
WAYNE KLOCK	43 HO	23423	955	733

HERDS WITH A RHA SCC LESS THAN 200,000

SPRING LAKE DAIRY	HO	106	107
FAUS FARMS	HO	123	128
PAUL SCHMIDT	HO	183	174
WAYNE KLOCK	HO	191	43
ZIMMERMAN'S HILLTOP DAIRY	HO	194	326

Perry

LOY ACRES LLC.	99 HO	32083	1189	923
M. W. SMITH FARMS	796 HO	28964	1230	905
CARL & BRENT MCMILLEN	89 HO	27420	1082	857
MELVIN S. WEAVER	104 HO	26576	1138	835
MERLE NOLT	47 HO	27770	1080	833
LENARD & AMY KRESGE	153 HO	25863	1056	815
BLAINVIEW FARM LLC.	127 HO	25760	1021	805
LYONS BROTHERS	67 HO	25451	996	764
KRETZ FARMS, INC.	394 HO	24207	926	756
INNERST FARM	300 HO	22990	1019	726

HERDS WITH A RHA SCC LESS THAN 200,000

MELVIN S. WEAVER	HO	77	104
MERLE NOLT	HO	88	47
LOY ACRES LLC.	HO	94	99
M. W. SMITH FARMS	HO	104	796
BLAINVIEW FARM LLC.	HO	155	127
CARL & BRENT MCMILLEN	HO	157	89
INNERST FARM	HO	183	300

Potter

CADY FARMS	88 HO	24099	1056	779
RISSEY, DAVID & NELS	103 HO	24205	940	727
EUGENE SUPPLEE	115 HO	18778	764	606

Schuylkill

BRIAN RUCH	57 HO	27212	1119	888
WIND MILL FARM	213 BS	22358	995	761
WIND MILL FARM	204 BS	22310	994	760
RYAN WOLFE	57 HO	23891	901	752
DUNN'S PRIDE HOLSTEINS	105 HO	24405	962	735
JERSEY ACRES FMS., INC.	228 JE	16577	816	635

HERDS WITH A RHA SCC LESS THAN 200,000

BRIAN RUCH	HO	99	57
RYAN WOLFE	HO	115	57
DUNN'S PRIDE HOLSTEINS	HO	135	105
JERSEY ACRES FMS., INC.	JE	148	228
KOEHLER FARM	BS	191	204
WIND MILL FARM	BS	193	213

Snyder

DARE E LAND	79 HO	27072	1275	934
DARE E LAND	119 XX	24593	1218	878
ROCKINHILL DAIRY	72 HO	26463	1069	829
MABARBIL FARMS	96 HO	25467	1020	820
JACOB GRAYBILL	53 XX	24900	1015	798
DARE E LAND	39 JE	19490	1097	762
ROBERT & KATHY WAITE	66 XX	22675	963	761
WARREN FAUS	65 HO	24109	968	757
BO ANN HOLSTEINS	51 HO	23252	959	715
BO ANN HOLSTEINS	57 HO	22631	945	704
WAITE N CE FARM	80 HO	20244	802	642
JUSTAMERE FARM	56 HO	18460	740	548

HERDS WITH A RHA SCC LESS THAN 200,000

WARREN FAUS	HO	121	65
ROCKINHILL DAIRY	HO	126	72
MABARBIL FARMS	HO	131	96
ROBERT & KATHY WAITE	XX	195	66

Somerset

PENNWOOD FARMS	546 HO	27052	1060	825
PENNWOOD FARMS	696 HO	25148	1021	786
PENNWOOD FARMS	149 JE	18214	878	646

HERDS WITH A RHA SCC LESS THAN 200,000

PENNWOOD FARMS	JE	125	149
PENNWOOD FARMS	HO	169	696
PENNWOOD FARMS	HO	178	546

Sullivan

SCOTT & RANDY REIBSON	89 XX	21630	945	732
CRAIG BAGLEY	38 XX	18616	795	628
HOTTENSTEIN FARM	70 HO	16352	719	508

HERDS WITH A RHA SCC LESS THAN 200,000

HOTTENSTEIN FARM	HO	151	70
SCOTT & RANDY REIBSON	XX	164	89

Susquehanna

EMPET FARMS	132 HO	29236	1116	899
BRANTSTEAD DAIRY FARM	91 HO	27442	1162	868
EMPET FARMS	166 HO	27375	1091	863
COTTRELL DAIRY	50 HO	24937	892	781
ETW DAIRY, INC.	51 HO	25063	1015	756
EMPET FARMS	35 JE	20347	995	728
LLOYD & DENISE PEASE	70 HO	21980	889	699
JOHN CASTROGIOVANNI	103 HO	22877	904	691
AJOY SWISS	53 BS	18829	769	622
BILL HEWITT	69 HO	20464	725	620
COLD CREEK FARM	232 HO	19274	738	617
SHAWN ROBBINS	47 HO	19569	754	616
JOHN W. BROOKS	68 XX	17822	731	556

HERDS WITH A RHA SCC LESS THAN 200,000

JOHN W. BROOKS	XX	56	68
EMPET FARMS	HO	95	35
EMPET FARMS	HO	112	166
EMPET FARMS	HO	115	132
AJOY SWISS	BS	115	53
ETW DAIRY, INC.	HO	128	51
COTTRELL DAIRY	HO	160	50
BRANTSTEAD DAIRY FARM LLC.	HO	171	91

Tioga

SHERMAN, HENRY & KELLY	125 HO	21728	920	693
MARK HALTEMAN	54 HO	21861	891	692

HERDS WITH A RHA SCC LESS THAN 200,000

SHERMAN, HENRY & KELLY	HO	76	125
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Union

DERICK MARTIN	62 HO	29387	1080	915
FLOYD MARTIN	59 HO	28071	1073	888
JAY & AREMINA CHARLTON	81 HO	26920	1096	834
HEART & SOUL	38 HO	24745	962	804
SNODDY FARM, INC.	98 HO	24242	1003	766
SPRUCE RUN FARM	93 HO	22274	885	679

HERDS WITH A RHA SCC LESS THAN 200,000

DERICK MARTIN	HO	106	62
SNODDY FARM, INC.	HO	128	98
JAY & AREMINA CHARLTON	HO	160	81
HEART & SOUL	HO	190	38

Warren

SUNSET DAIRY	603 HO	29263	1210	895
PINE TON FARMS	343 HO	25671	1071	880
JARED LINDELL	145 HO	27527	1160	875
MARSHA BEARDSLEY	46 HO	22685	882	719
CURTIS JERSEY	71 JE	15505	743	545
JAMES LEOPSKY	43 HO	16374	705	501

HERDS WITH A RHA SCC LESS THAN 200,000

SUNSET DAIRY	HO	150	603
PINSHADE DAIRY	HO	159	56
JARED LINDELL	HO	195	145

Washington

RUSH BROTHERS	224 HO	23433	1019	736
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Wayne

HIGHLAND FARMS	90 HO	27742	1241	947
JACK & ELLA CHYLE	13 HO	25779	989	836
CHYLE LAND DAIRY	68 JE	19447	911	689
D. ELLIS DIX	47 HO	20900	799	662
ROCK RIDGE FARM	61 HO	19993	847	647
NOAH WOROBEY	40 HO	18495	774	551
JONATHAN BURKHOLDER	82 HO	17637	712	542
STEEPHILL DAIRY LLC.	77 HO	16223	661	527

HERDS WITH A RHA SCC LESS THAN 200,000

D. ELLIS DIX	HO	87	47
HIGHLAND FARMS	HO	88	90
CHYLE LAND DAIRY	JE	121	68
NOAH WOROBEY	HO	128	40

Westmoreland

SLICKHILL HOLSTEINS	74 HO	21852	861	705
ADAM VANCE	63 HO	16656	639	536

HERDS WITH A RHA SCC LESS THAN 200,000

POOLE FARM LLC.	XX	185	69
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Wyoming

BALEWSKI DAIRY	37 HO	21549	916	710
GOODWIN FARMS	73 HO	17302	753	568

HERDS WITH A RHA SCC LESS THAN 200,000

BALEWSKI DAIRY	HO	168	37
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York

WALK LE HOLSTEINS	333 HO	29482	1201	962
MEADOW VALLEY DAIRY	184 HO	26679	1183	851
BAUMGARDNER FARMS LLC.	213 HO	24181	1036	773
#PERRYDELL FARM	149 HO	24467	953	748
GUM TREE FARM	61 HO	23915	972	724
BARRENS VIEW FARM	82 XX	21450	910	684
DALE & DARLA DOLL	90 HO	21097	857	651

HERDS WITH A RHA SCC LESS THAN 200,000

BAUMGARDNER FARMS LLC.	HO	119	213
BARRENS VIEW FARM	XX	124	82
#PERRYDELL FARM	HO	168	149

DELAWARE

Kent

JENAMY FARMS	269 HO	25643	1057	840
GREGG & STEPHANIE KNUTSE	36 HO	23785	935	772
GREGG & STEPHANIE KNUTSE	54 XX	21323	884	717
GREGG & STEPHANIE KNUTSE	18 JE	16537	790	614

HERDS WITH A RHA SCC LESS THAN 200,000

GREGG & STEPHANIE KNUTSEN	HO	172	36
GREGG & STEPHANIE KNUTSEN	XX	189	54

New Castle

UNIVERSITY OF DELAWARE	67 HO	28178	1193	909
EMERSON, ROBERT L.	187 HO	23785	1009	748
EMERSON, ROBERT L.	213 HO	22450	984	731
EMERSON, ROBERT L.	26 XX	16937	800	597

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R.A. BELL & SONS LLC.	HO	89	145
COLDSPRINGS FARM	HO	101	1273
MD. LOCUST CREST FARM	HO	139	575
PEACE & PLENTY FARMS	HO	165	267

Cecil

WIL-O-MAR FARM	17 XX	23317	873	728
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Frederick

MERCURO FARM LLC.	44 HO	28434	1335	987
TEABOW INCORP.	1179 HO	29713	1195	962
SHAFDON FARMS	348 HO	28847	1211	888
SHAFDON FARMS	359 HO	28642	1193	879
MERCURO FARM LLC.	312 HO	24526	1061	840
MERCURO FARM LLC.	268 HO	23891	1017	816
CHRIS & JAMIE DERR	73 HO	23853	1095	799
CHRIS & JAMIE DERR	73 HO	23853	1095	799
PAUL COBLENTZ & SONS	481 HO	24757	1020	795
SHAFDON FARMS	13 HO	26893	1033	795
VENTURE LUCK FARM	109 HO	21458	942	718
DAVE & CAROLE DOODY	159 HO	22208	900	672

HERDS WITH A RHA SCC LESS THAN 200,000

MERCURO FARM LLC.	HO	68	44
MERCURO FARM LLC.	HO	100	312
MERCURO FARM LLC.	HO	106	268
CHRIS & JAMIE DERR	HO	131	73
CHRIS & JAMIE DERR	HO	131	73
PAUL COBLENTZ & SONS	HO	171	481

Garrett

MAR-K FARMS	100 HO	29422	1059	947
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HERDS WITH A RHA SCC LESS THAN 200,000

MAR-K FARMS	HO	150	100
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Harford

STRAWBERRY HILL FARM	137 HO	25755	1030	782
QUIETNESS FARM	41 HO	22483	868	720

HERDS WITH A RHA SCC LESS THAN 200,000

QUIETNESS FARM	HO	125	41
CHRIS DIXON	MS	130	124
STRAWBERRY HILL FARM	HO	138	137

Howard

DAVID & JAMES PATRICK	124 HO	26450	1131	863
UNIVERSITY OF MARYLAND	89 HO	26140	1104	818
DAVID & JAMES PATRICK	27 AY	18161	748	598

HERDS WITH A RHA SCC LESS THAN 200,000

DAVID & JAMES PATRICK	AY	71	27
DAVID & JAMES PATRICK	HO	116	124

Kent

P.THOMAS MASON	160 HO	28547	1153	891
P.THOMAS MASON	993 JE	21364	1009	736
P.THOMAS MASON	799 JE	19746	980	703
P.THOMAS MASON	17 XX	21210	820	680

HERDS WITH A RHA SCC LESS THAN 200,000

P.THOMAS MASON	HO	116	160
P.THOMAS MASON	XX	127	17
P.THOMAS MASON	JE	156	993
P.THOMAS MASON	JE	164	799

Queen Anne's

LESTER C. JONES, INC.	1659 HO	29274	1376	927
PATTERSON FARMS, INC.	340 HO	25013	1046	808
WINTERSTEIN FARMS LLC.	146 XX	22761	1021	773

KEVIN LEAVERTON	85 HO	22201	969	755
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HERDS WITH A RHA SCC LESS THAN 200,000

ALLAN WEAVER	HO	91	74
LESTER C. JONES, INC.	HO	119	1659
KEVIN LEAVERTON	HO	153	85
WINTERSTEIN FARMS LLC.	XX	192	146

Talbot

HENRY SNOW III	22 HO	23529	913	736
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HERDS WITH A RHA SCC LESS THAN 200,000

HENRY SNOW III	HO	161	22
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Tidewater

RICHARD EDWARDS	716 HO	25407	909	754
RICHARD EDWARDS	764 HO	24912	899	744
RICHARD EDWARDS	47 JE	17106	739	586

HERDS WITH A RHA SCC LESS THAN 200,000

RICHARD EDWARDS	HO	187	764
RICHARD EDWARDS	HO	187	716
RICHARD EDWARDS	JE	193	47

Washington

RALPH W. SHANK	15 HO	26620	981	815
BRIAN FORSYTHE	20 HO	24673	1009	806
DEBAUGH FARMS	121 HO	23561	961	761
DEBAUGH FARMS	131 HO	23139	957	756
COOL BROOK FARM	125 XX	21617	887	707
PRYOR BROTHERS	99 XX	22907	914	704
DEBAUGH FARMS	10 JE	18107	911	700
BRIAN FORSYTHE	63 XX	19368	874	694
BRENT HORST	136 HO	21798	975	689
RALPH W. SHANK	124 XX	20372	857	658
RALPH W. SHANK	75 AY	21179	854	658
BRIAN FORSYTHE	43 JE	16902	811	641
RALPH W. SHANK	28 JE	15339	796	570
LONG DELITE FARM	59 XX	16907	734	567

HERDS WITH A RHA SCC LESS THAN 200,000

BRIAN FORSYTHE	HO	101	20
BRIAN FORSYTHE	XX	113	63
BRIAN FORSYTHE	JE	124	43
DEBAUGH FARMS	HO	131	121
DEBAUGH FARMS	HO	134	131
RALPH W. SHANK	HO	141	15
RALPH W. SHANK	JE	178	28
RALPH W. SHANK	XX	188	124
DEBAUGH FARMS	JE	193	10
LONG DELITE FARM	XX	194	59
RALPH W. SHANK	AY	195	75

HERDS WITH A RHA SCC LESS THAN 200,000

LAKESHORE DAIRY LLC.	HO	197	2077
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Oneida

WORMONT DAIRY	259 HO	18393	846	609
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Saratoga

WELCOME STOCK FARM	1004 HO	27075	1264	908
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Washington

LIDDLEHOLME	81 HO	17937	727	560
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Wyoming

WOODVALE FARMS	854 HO	27851	1168	909
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HERDS WITH A RHA SCC LESS THAN 200,000

WOODVALE FARMS	HO	73	854
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OHIO

Henry

KEVIN MELLER	52 HO	25440	930	794
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Holmes

ROD HUNSBERGER	184 HO	32103	1205	996
DEAN WOLBOLDT	88 HO	21878	943	706
DEAN WOLBOLDT	113 HO	21357	942	698
DEAN WOLBOLDT	14 XX	17989	850	617

HERDS WITH A RHA SCC LESS THAN 200,000

ROD HUNSBERGER	HO	110	184
DEAN WOLBOLDT	HO	160	88
DEAN WOLBOLDT	HO	199	113

MAINE

Androscoggin-Sagadahoc

BRIGGEN FARMS	582 HO	32197	1364	1054
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HERDS WITH A RHA SCC LESS THAN 200,000

BRIGGEN FARMS	HO	77	582
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MASSACHUSETTS

Hampshire

COOK FARM	78 HO	24183	1085	834
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HERDS WITH A RHA SCC LESS THAN 200,000

COOK FARM	XX	159	78
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NEW YORK

Cayuga

AURORA RIDGE DAIRY	2661 HO	30674	1258	964
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HERDS WITH A RHA SCC LESS THAN 200,000

AURORA RIDGE DAIRY	HO	126	2661
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Chenango

MARSHMAN FARMS	419 HO	27826	1199	871
EVANS HOLSTEINS	91 HO	19574	733	580

HERDS WITH A RHA SCC LESS THAN 200,000

MARSHMAN FARMS	HO	109	419
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Cortland

MCEVOY, CHARLES & KENNETH	33 HO	16527	691	516
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HERDS WITH A RHA SCC LESS THAN 200,000

MCEVOY, CHARLES & KENNETH	HO	103	33
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Genesee

OAKFIELD CORNERS DAIRY	2601 HO	32291	1401	1041
OAKFIELD CORNERS DAIRY	2331 HO	32187	1381	1060

HERDS WITH A RHA SCC LESS THAN 200,000

OAKFIELD CORNERS DAIRY	HO	102	2601
OAKFIELD CORNERS DAIRY 2	HO	137	3331

Niagara

LAKESHORE DAIRY LLC.	2077 HO	29447	1315	937
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Huron

ONEYS MILKY-WAY FARM	603 HO	31007	1248	975
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Lorain

JALODA FARMS	125 HO	25676	1117	862
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HERDS WITH A RHA SCC LESS THAN 200,000

GRIM FAMILY FARM	JE	180	37
GRIM FAMILY FARM	XX	192	60

Paulding

SINN, CLINT	313 HO	27120	1130	888
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Tuscarawas

STEAM VALLEY FARMS, INC.	136 HO	24925	964	756
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HERDS WITH A RHA SCC LESS THAN 200,000

STEAM VALLEY FARMS, INC.	HO	185	136
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Wayne

STERLING HEIGHTS DAIRY	1098 XX	31609	1233	1014
STEINHURST FARMS	730 HO	31075	1239	964
GREGG TROYER	145 HO	26821	1164	912
CANAAN FARMS LLC.	280 HO	29151	1228	889
RUPP-VUE FARM	339 HO	27594	1102	878
ZOLLINGER	114 JE	20411	1104	784
COREY MARTY	258 XX	22906	986	743
RAMSEYER, CHAD	329 JE	18352	1014	714

HERDS WITH A RHA SCC LESS THAN 200,000

ZOLLINGER	JE	93	114
GREGG TROYER	HO	110	145
RAMSEYER, CHAD	JE	118	329
CANAAN FARMS LLC.	HO	157	280
STERLING HEIGHTS DAIRY	XX	179	1098
COREY MARTY	XX	184	258
STEINHURST FARMS	HO	194	730
RUPP-VUE FARM	HO	195	339

Delaware State DHIA

OCTOBER 2024

Kent

GREGG & STEPHANIE	37 HO	4.3	772	90.7
JENAMY FARMS	271 HO	4.5	840	88.3
GREGG & STEPHANIE	56 XX	4.4	717	84.5
GREGG & STEPHANIE	19 JE	4.5	614	69.7

New Castle

UNIVERSITY OF DELAWARE	64 HO	4.2	909	94.9
EMERSON, ROBERT L.	195 HO	4.3	748	80.5
EMERSON, ROBERT L.	218 HO	4.3	731	78.6
EMERSON, ROBERT L.	23 XX	4.4	597	64.3

Sussex

BAILEY, J. E. & SONS	283 HO	4.0	767	78.2
JOHN A. MILLS	154 JE	5.3	689	71.4
JOHN A. MILLS	153 JE	5.3	688	71.3
HEATWOLE, JERREL & A	51 HO	4.2	644	67.7

New Jersey DHIA

OCTOBER 2024

Central Jersey / Hunterdon

CEDAR LANE FARM LLC.	55 HO	30086	1216	890
CEDAR LANE FARM LLC.	17 JE	18118	965	650
MIDDLEBUSH FARMS, INC.	73 HO	20122	853	640
WENGRYN, JANET	34 HO	20752	820	640

HERDS WITH A RHA SCC LESS THAN 200,000

CEDAR LANE FARM LLC.	HO	92	55
CEDAR LANE FARM LLC.	JE	111	17
MIDDLEBUSH FARMS, INC.	HO	122	73
WENGRYN, JANET	HO	173	34

MYERWOOD FARMS 537 HO 28920 1165 898
BEILER, KEVIN 89 HO 26734 1027 835

HERDS WITH A RHA SCC LESS THAN 200,000

MYERWOOD FARMS	HO	159	537
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Sussex

LOCKBURNER, MARK F.	57 HO	26522	980	856
KUPERUS MEADOWS	147 HO	23445	950	732
SPRING HOUSE DAIRY	65 XX	18190	826	622

HERDS WITH A RHA SCC LESS THAN 200,000

LOCKBURNER, MARK F.	HO	164	57
SPRING HOUSE DAIRY	XX	167	65

Warren

MAKAREVICH FARM	76 HO	29249	1172	908
BRETT BALDWIN	52 HO	22672	958	714

South Jersey

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Budding drone business could improve small farm pesticide application

ELYRIA, Ohio -- Ethan Moore's drone is a head-turner. Literally.

"People driving by will slow down and then turn around and come back," Moore says. "They all ask, 'Is that what I think it is?'"

Yes, it's an impressively large drone. The DJI Agras T40 is equipped with a 40-liter tank, eight propellers, and two spray nozzles. It was designed specifically for agricultural applications. And Moore has built his business around this specialized equipment.

In 2022, Moore launched Lake Erie Drone, LLC, a company offering a new type of pesticide and fungicide application for local farms. His target customers are the smaller farms, less than 100 acres, commonly found in Lorain County. Most often these farms sit near residential homes, raising issues with crop duster application.

"What's really cool about the drone is that it pushes the chemical into the canopy of the crop," Moore says. "So, it's not drifting off into the environment or toward people's homes."

He adds that the low-altitude application and down-draft produced by the propellers helps the spray hit the lower rungs of the crops, where it's needed most. And, compared to ground rig application, there's no compressing the soil or crushing crop.

"I'm really proud that this business and this service provides local farms with a very high-quality product that's being applied in the most effective and efficient way," he says.

First things first

The idea for Lake Erie Drone was seeded back in Moore's high school days. While attending Wellington High School, Moore, now 22, built a small drone for an audio/visual class.

"The whole project was really interesting and so cool," Moore says. "That stuck in the back of my head."

At the forefront of Moore's mind, however, was finishing high school with as many college credits as he could. He enrolled in Lorain County Community College's College Credit Plus program and, with the LCCC Wellington Center nearby, maxing out on credits was really convenient.

"I started dabbling with College Credit Plus in my sophomore year, but as that year went on, I could see that earning a degree while in high school was viable," Moore says.

With the exception of band class, Moore took exclusively LCCC classes during his junior and senior years. And when he graduated from Wellington High School in 2019, he earned his associate of science degree from LCCC, too.

"CCP got me started on an adult path when I was younger," he says.

Moore says he knew exactly where that adult path would lead. Even before graduation, he had enrolled in LCCC's nursing program. He was just 17 years old and the first CCP student to do so.

"Nursing is a great profession where you get to help lots of people," Moore says. "And it runs in my family. My mom's a nurse, my grandmother's a nurse, I have uncles and aunts who are nurses."

After earning his associate degree in nursing, Moore began working as a clinical nurse in the intensive care unit at Mercy Health – Lorain Hospital. He also moved right into

LCCC's University Partnership with Ohio University and earned his Bachelor of Science in Nursing by fall 2022. And in fall 2023 he started working toward his Master of Science in Nursing – Nursing Leadership at Case Western Reserve University.

A leap of faith

Most weeks, Moore works three 12-hour shifts in the ICU. His days off belong to Lake Erie Drones. And he had to jump through several regulatory hurdles, involving both the Federal Aviation Association and the Ohio Department of Agriculture, to get to this point.

"It was a pretty big leap of faith," he says. "It was a big upfront investment, and I needed to appeal for all these different certifications."

This fall was Moore's first with an operational business. And he's been busy.

"I've found steady business in Lorain County, and we're providing a service that our farmers are very happy with," Moore says. "And I've met with a lot of the landowners, too."

Moore says some of those generational farmers and landowners have become more than customers. They're now mentors. And they're excited to see someone as young as Moore taking an interest in agriculture.

"There are a lot of people moving out of farming, for one reason or another, and today's farmers are acutely aware of that," Moore says. "So many have brought me under their wing and provided me with resources."

They've also provided Moore referrals within their close-knit network. And he hopes their discussions continue to include positive remarks about his business, because as the spraying season winds down, Moore is gearing up for the next phase. Seeding cover crops.

"Cover crops align with sustainable farming," Moore says. "It helps with soil conservation, erosion reduction, and water quality."

Equipped with a seed spreader and having conducted preliminary tests, Moore views this as a natural extension of Lake Erie Drones' agricultural solutions.

"This is just the beginning," he says.

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WASDE increases forecasts for 2025 milk production and price

USDA reduced its forecast for the 2024 average All-Milk price by a nickel below the Department's estimate a month ago, at \$22.75 per hundredweight (cwt.). However, USDA raised its 2025 average All-Milk price forecast by a dime to \$22.85 per cwt., according to the World Agricultural Supply and Demand Estimates (WASDE), released last Friday, Nov. 8.

Production into 2025 is revised upward based on faster expected increases in milk output per cow, whereas the estimates just a month ago had reduced 2025 production estimates based on "slow growth in milk output per cow."

Dairy import forecasts -- on a fat and skim basis -- are still estimated to be higher than year-earlier for 2024 and 2025, while dairy export forecasts are mixed.

Butter prices are forecasted lower into 2025, due to what USDA sees as "relatively higher inventories heading into the 2024 holiday season."

Conversely, the cheese price forecast is raised based on "tight inventories in late 2024," the WASDE report stated.

Whey and nonfat dry milk (NFDM) price forecasts through yearend 2024 into 2025 are both raised based on stronger demand from both domestic and international markets, while production and supplies of dry whey and NFDM are not keeping pace with this demand.

Class IV could start to trend lower, while Class III could start to trend higher again, based on these USDA estimates. If these trends are realized, the divergence between the two classes will narrow -- just in time for a potential return to the 'higher of' price formula for Class I fluid milk.

Wouldn't it be something to see the past five-plus years of Class I value losses and disorderly marketing under the average-of formula during five-plus years of wide Class III vs. IV price spreads suddenly disappear when the USDA's preliminary decision to restore the 'higher-of' formula goes into effect next year. The invisible hand of the market at work, right? Go figure.

Higher beef cattle prices are forecasted into 2025, which will continue to buttress dairy balance sheets with strong cattle equity value, and bring revenue to farms selling dairy and dairy-on-beef calves as well as cull cows and replacement cattle while increasing the cost of buying replacements for expansion.

The dairy and beef trade have been a bit in the dark about cattle inventory without the midyear July inventory report that Sec. Vilsack canceled this year for "lack of funds," (while pouring billions of dollars into climate projects and such.) The next read the industry will get on U.S. cattle inventory and calf crop,



Milk Market Moos

by Sherry Bunting
agrite2011@gmail.com

FEDERAL ORDER UNIFORM PRICE ANNOUNCEMENTS FOR OCTOBER 2024 MILK MARKETINGS (published Nov. 10-12)

FEDERAL ORDER	SUP @3.5F, 2.99P (\$/cwt)	Change f/prior mo	Avg. Pool Test Fat, Protein (%)	Change Fat, Protein f/prior mo	SUP Value @Test (\$/cwt) before adjustments	Change f/prior mo	PPD @base zone	Change f/prior mo
Florida (FO 6)	26.62	0.43↑↑	3.95, N/A	0.03↑↑, N/A	28.22	0.46↑↑	N/A	N/A
Southeast (FO 7)	25.37	0.36↑↑	4.15, N/A	0.09↑↑, N/A	26.88	0.55↑↑	N/A	N/A
Appalachian (FO 5)	24.62	0.14↑↑	4.09, N/A	0.07↑↑, N/A	26.35	0.32↑↑	N/A	N/A
Northeast (FO 1)	22.93	0.64↓↓	4.26, 3.27	0.11↑↑, 0.07↑↑	26.24	0.32↓↓	0.08	0.15↓↓
Upper Midwest (FO 30)	22.38	0.72↓↓	4.30, 3.32	0.12↑↑, 0.11↑↑	25.62	0.69↓↓	-0.47	0.23↓↓
Mideast (FO 33)	22.18	0.54↓↓	4.20, 3.30	0.11↑↑, 0.07↑↑	25.40	0.15↓↓	-0.67	0.05↓↓
Southwest (FO 126)	22.02	0.87↓↓	4.36, 3.45	0.10↑↑, 0.09↑↑	25.23	0.90↓↓	-0.83	0.38↓↓
Central (FO 32)	21.68	0.73↓↓	4.19, 3.36	0.15↑↑, 0.09↑↑	25.07	0.15↓↓	-1.17	0.24↓↓
California (FO 51)	21.47	0.98↓↓	4.13, 3.35	0.06↓↓, 0.04↑↑	24.62	0.87↓↓	-1.38	0.49↓↓

*Pacific NW and Arizona not available at press time

including breakdowns for dairy replacement heifers, will be Jan. 20, 2025 as the biannual inventory report is now annual because the Secretary says USDA can't afford to do two inventory reports each year, only one.

Sharp cheese, butter losses push Oct. SUP lower

Statistical Uniform Prices (SUP) at standardized 3.5 butterfat and 2.99 protein, were lower for October milk across all Federal Orders (FOs), except for the fluid milk markets of the southeastern Federal Orders. That's because the Class I base price for October was based on September's uptrending cheese and butter prices before they turned sharply lower through October.

The chart above shows the SUP by FO at standardized 3.5 butterfat and the SUP at pool test, along with the Producer Price Differential (PPD), which turned increasingly negative. PPD is basically just the SUP minus the Class III price, which was \$22.85 in October. Negative PPDs reflect the amount of producers give back when the pool doesn't balance to cover the classified value of their actual component pounds. For October, butterfat and protein components increased in pounds but decreased in value both because of the lower cheese and butter market as well as the practical gap in pool funds falling short of realizing full value (negative PPD).

Market Administrators enforce payment on pooled producer milk by proprietary handlers at a minimum price that can be higher than the SUPs listed above, based on variables such as actual pounds of components, utilization, and zone differentials. FO minimum prices are enforced at these actual levels, until the pool doesn't balance.

In the Northeast FO (1) for the month of October 2024, the PPD at base zone Suffolk County was \$0.08 per hundredweight

-- the lowest PPD for the entire year of 2024. According to the Northeast Market Administrator's Newsletter, "Approximately, the PPD is the leftover value, if there is any, in the pool after components are paid at the Class III level. In the Northeast Order, PPD values have varied widely with the lowest PPD at Suffolk County occurring in July 2020 at -\$5.46 per cwt and the highest occurring in August 2022 at \$5.32 per cwt. PPDs can be negative when the value of the total components exceeds the total value of the pool. This is caused by several reasons such as a result of utilization relationships, timing of advanced and Class prices used in FO price formulas, or location of where milk is being marketed."

Class III milk futures lower, Class IV mixed

Futures market trends were on repeat this week, yet again, with Class III milk futures lower across the board, while Class IV contracts were mixed but mainly weaker.

On Wed., Nov. 13, the Class III milk futures average for the next 12 months (Nov24-Oct25) fell below \$19 at \$18.83 per hundredweight down 32 cents from the 12-month average a week ago and \$1.00 lower than two weeks ago, effectively backing the \$1.00/cwt make allowance confirmed in USDA's final rule Tuesday right out of the Class III futures board for 2025. Class IV futures averaged \$21.07 for the next 12 months, down 18 cents from a week ago.

Cheese plunges, butter too, powder steady, whey higher

Cheddar cheese spot prices on the CME daily market plunged lower again this week, dragging the Class III futures markets down with them. Butter softened, nonfat dry milk was steady and dry whey moved higher. On Wed., Nov. 13, the 40-lb block cheddar price traded at \$1.69/lb -- down 6 cents per pound from the prior Wednesday with a mere 8 loads trading over 5 days. Pegged at \$1.68/lb, the 500-lb barrel cheese price on the CME daily spot market lost 13 cents per pound vs. week ago with just 3 loads trading in 5 days.

Dry whey added another penny per pound, pegged at \$0.6225/lb, with 7 loads trading. The NDPSR price, used in the pricing formulas continues to sit below 60 cents.

On the Class IV side, spot butter prices on the CME lost a nickel this week, pegged at \$2.63/lb with 8 loads trading. Nonfat dry milk gained was steady, pegged at \$1.39/lb, with 11 loads trading.



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Start-up company aims to offer udder stimulation using brushless technology

ITHACA, N.Y. — UdderWays, a start-up company in Albion, Orleans County, N.Y. has been awarded \$500,000 by Empire State Development to help advance its product. They've invented a unique, brushless technology to gently stimulate cows and ensure clean and dry teats. With the startup's patented vortex-style application, farmers can achieve consistent stimulation and effortlessly promote milk letdown.

The money was part of \$3 million in prize money awarded to seven global food, beverage, and agriculture start-ups. The competition is supported by Upstate Revitalization Initiative and builds on CNY Rising, Finger Lakes Forward and Southern Tier Soaring regional strategies.

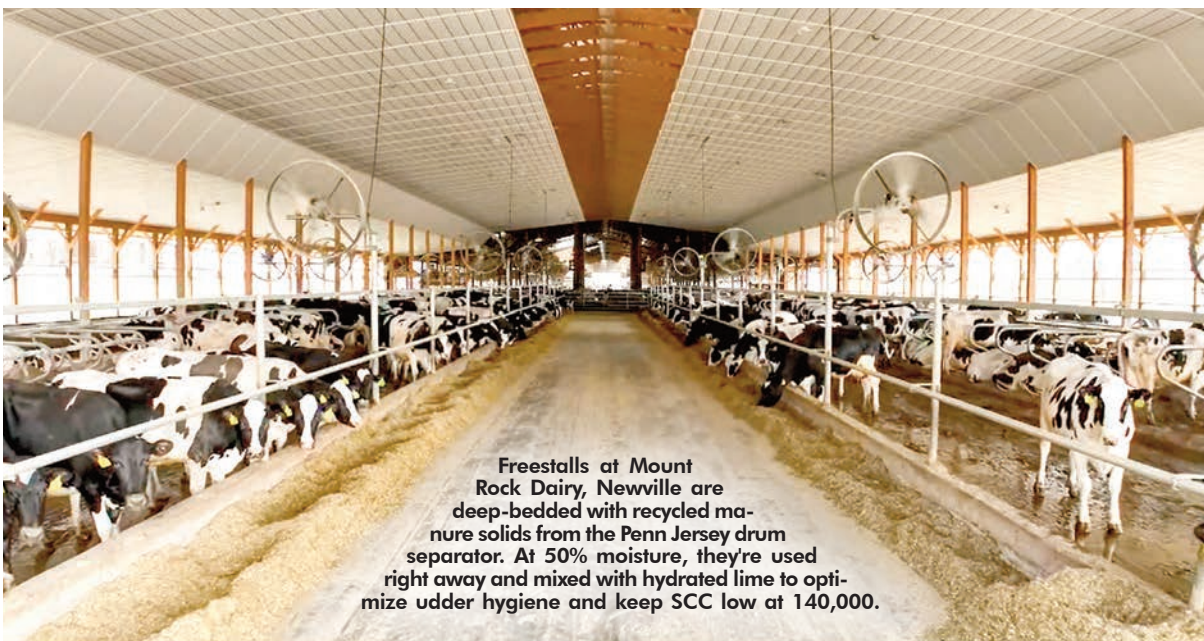
Also awarded \$500,000 was PureNanoTech of Parsippany, N.J. creators of a nanobubble irrigation solution to maximize irrigation performance and optimize energy usage in agriculture, pond and lake restoration, wastewater treatment, and disinfection industries.

The announcements took place at the Grow-NY Summit, a two-day event in Ithaca where finalists pitched their business plans to a panel of expert judges. Each winning team will commit to operating in the region for at least one year, while also providing a modest equity stake to Cornell University, to fund future food and ag entrepreneurship programming. The competition is managed by Cornell University's Center for Regional Economic Advancement.

The grand prize of \$1 million went to Unibaio, a biotechnology start-up based in Argentina. The company's efforts have focused on naturally derived particles that trap the active ingredients of pesticides and fertilizers, enabling them to penetrate plants more efficiently.

Now in its sixth year, the Grow-NY competition attracted 312 applicants from 50 countries along with 89 entries from New York State, with 44% of applicants featuring a female founder and 60% representing a culturally diverse group. The winners will now focus on executing their plans in New York state, fostering job growth and leveraging the regional connections made during the competition.

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Innovation _____ from page 7

and silage and alfalfa haylage, they grows high oleic soybeans at Slate Ridge Dairy. "We saw a drastic increase in butterfat percentage," Peckman reports.

On his silage ground, small grains are grown – triticale, wheat, and barley. The barley he harvests after it gets the head, two weeks before it would be a grain harvest, as silage for feeding heifers.

One "big new innovation" he's excited about is male sterile forage sorghum.

"It puts a head on without developing grain in the head," Peckman explains. "This allows the plant to concentrate on putting energy into a plant that is a high sugar crop not a high starch crop. It's very comparable to corn silage. I take a pound of corn silage out of the ration and put a pound of this stuff right in."

He has replaced up to 40% of his corn silage with this particular sorghum silage and would like to get to 50% because "it's a very economical feed to grow, the seed is cheap and inputs are less. It's working well for me, but you have to have a way to harvest it as the BMR forage sorghums don't 'stand'

all the way to harvest.

"We started feeding this two years ago, and our components are up."

Another newer crop in Peckman's diversified portfolio is milo, or grain sorghum. He says it's economical to grow and drought resistant, and they have a market for bird seed.

The wheat is grown as a cash crop but it has been fed too. The barley he harvests is a supplement for dry corn, depending on the year. He likes to grow these crops because they make good straw to bed the cows.

Peckman is a big believer in keeping his soil covered at all times, so some of the decisions and rotations are tweaked with weather and calendar. Over the past couple years, he has added a few acres of sunflowers to the crop rotations.

"We can double crop sunflowers after wheat, and there is a viable bird seed market for those," he says.

"Mainly, they are beautiful, and I see people enjoying them. Nobody is paying me for that part of it, but it warms my heart to see neighbors stopping with the families, taking pictures and looking at my flowers. With everything going on in the world today, if I can see someone go out and smile a little, it's worth it."



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Who will be next Ag Secretary among growing field of 15 candidates?

By **SHERRY BUNTING**
Special for Farmshine

WASHINGTON, D.C. — It has been a little over a week since the election, and it appears that Republicans have control of the Senate and House (by a slim majority) even though some House races have not yet been called, and the Pennsylvania Senate race that has been called for Republican David McCormick may go to a recount if the margin of victory falls below 0.5%.

President-elect Trump has quickly named a number of important cabinet posts, and the agriculture community is abuzz over an expanding list of candidates said to be under consideration for Secretary of Agriculture.

This list includes Congressman Glenn 'G.T.' Thompson, who represents Pennsylvania's 15th legislative district and currently serves as chairman of the House Agriculture Committee. He indicated recently that he feels positive about his chances of getting a new farm bill across the finish line by

the end of the year, with the whole milk bill and Dietary Guidelines reform language intact.

The field of 15 also includes National Milk Producers Federation CEO Gregg Doud. He previously served as the chief ag negotiator with the rank of ambassador in the Office of the U.S. Trade Representative in the previous Trump administration. However, in our view, that's not necessarily the best representation for farmers coming directly from an organization representing cooperative processors, even if Doud merits consideration for other reasons.

Chairman Thompson rises to the top in our estimation here at Farmshine for many reasons, not the least of which is his leadership on key issues that are important to rank and file dairy farmers.

In fact, as a pick for Ag Secretary, there is no one better.

- G.T. has traveled to nearly every state in the Union to be

face to face with farmers in the farm bill development process. He gets it.

- He has worked on important pieces of the House farm bill in a bipartisan way.

- G.T. has championed the Whole Milk for Healthy Kids Act to overwhelming bipartisan passage in the House.

- He has shown creative and innovative thinking in how to best utilize the IRA funding so it is not forced into the methane climate box but is used to actually support farmers in an on-going way. He has talked of accountability in the use of these funds, much of which current Secretary Vilsack acknowledged in a House Ag hearing is going toward hiring thousands of new USDA employees and, by extension, employees at the agencies involved in the "climate-smart" projects.

To our thinking, this (Vilsack's way) puts bean-counters over bean growers, bureaucracy building over boots on the ground farming. We think G.T. is clear-eyed and balanced on this.

Under G.T.'s leadership, a House farm bill with bipartisan contributions was crafted and passed by the House Ag Committee that puts the farm bill emphasis back on farmers. G.T.'s leadership skills and achievements would make him an easy pick for Ag Secretary, in our view.

In addition to G.T. and Doud, the Trump transition team is widely reported to have these other 13 candidates vying for the top ag spot: Sid Miller, Texas Ag Commissioner; Charles Herbster, a fifth generation farmer from Nebraska who previously served as national chair of Trump's Ag and Rural Policy Advisory Committee; Sarah Frey, founder and CEO of a pumpkin and produce operation spanning seven states and advocate on health and nutrition policies; Ray Starling, currently serving as general counsel of the North Carolina Chamber who was previously a special assistant to the president for agriculture, trade and food assistance; Aurelia Skipwith Giacometto, an attorney, businesswoman, and biologist who began her career at Monsanto in 2006 and served as the director of the U.S. Fish and Wildlife Service from 2019-21; Kip Tom, an Indiana crop farmer who served as the U.S. ambassador to the UN Agencies for Food and Agriculture 2019-21; former House Ag Chairman Mike Conaway of Texas, now a private consultant; Zippy Duvall, the current American Farm Bureau Federation president and third-generation farmer from Georgia; Senator Cindy Hyde-Smith, of Mississippi who serves on the Senate Ag, Energy and Appropriations Committees and was an early cosponsor of the whole milk bill; North Dakota Governor Doug Burghum, who briefly ran for the Republican presidential nomination against Trump before campaigning for him and who is also being considered for other cabinet positions; Rep. Thomas Massie of Kentucky, known as a rebel House conservative and a proponent of the benefits of raw milk; Ted McKinney, CEO of the National Association of State Departments of Agriculture who previously worked for Dow AgroSciences and Elanco; and Abel Maldonado, a California Lt. Governor 2010-11 and the oldest son of immigrant field workers and currently owns a vineyard in the Santa Maria area.


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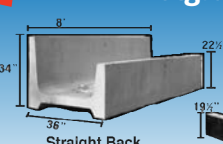
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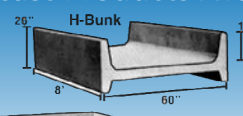
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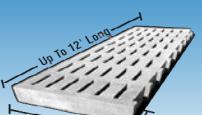
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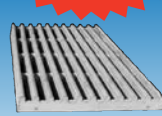
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Spring Run Dairy of New Jersey hosted on-farm tour to build trust in dairy

SYRACUSE, N.Y. – American Dairy Association North East coordinated a Farm to School Summit for New Jersey school nutrition decision-makers, last month, including an on-farm tour to Spring Run Dairy owned by Dan and Sarah Lyness, Pittston, N.J.

The Farm to School program helps students and school nutrition professionals understand where the milk and dairy foods served in school meals comes from and the role local dairy farmers play in sustainably producing these nutritious products.

“Showing decision-makers how food is produced and the dedication of our farmers to their cows, the environment, and their local communities helps build trust in dairy, secures dairy’s place in school meals, and keeps dairy integral to farm-to-school programming,” said ADA North East CEO John Chrisman. “Having the support of New Jersey Agriculture Secretary Ed Wengryn, along with local, state and regional child nutrition experts shows their commitment to serving milk and dairy foods.”

ADA North East created a Farm to School recipe booklet packed with dairy recipes partnered with plant-based foods to help students achieve success by providing balanced nutrition. For example, Apple Yogurt Smoothies or Cheesy Baked Pasta with Veggies are just two available options.

Students not only gain access to healthy, local foods, but ADA North East also offers educational opportunities such as lesson plans and virtual and in-person farm tours to further their understanding.

“The Farm to School program is a great way to build trust in dairy farmers like us,” said Sarah Lyness. “Hopefully, this will make them life-long consumers of healthy foods – especially milk and dairy products.”



Sarah and Dan Lyness of Spring Run Dairy, Pittston, N.J., hosted a farm tour for New Jersey school nutrition decision-makers as part of American Dairy Association North East’s Farm to School program.

Dakota Fraley of Muncy, Pa. topped Brown Swiss show

MADISON, Wis. – Dakota Fraley of Muncy, Pennsylvania, topped the International Junior Brown Swiss Show on Wednesday, October 2 at the World Dairy Exposition. His winner was TwinCounty Famous Diamond, a 4-year old.

Named reserve senior and reserve grand champion was Graystone Kingpin Gitana, owned by Amelia Somers of Walton, N.Y.

The intermediate champion title went to Pit-Crew Phantom Nikita, a junior 2-year-old leased by Allison Foss and owned by Pit-Crew Genetics, Cambridge, Minn. Reserve distinction went to La Rainbow Sweet Sangria-ETV, a summer junior 2-year-old owned by Brody Jackson, Blake and Garrett Hill of Cattaraugus, N.Y.

The winning summer yearling, Pit-Crew Collaps Talista, leased by Allison Foss, and owned by Pit-Crew Genetics was named junior champion. The winning winter yearling, M & M Carter Sage, was tapped as reserve junior champion. She is owned by M & M Swiss-Jacobs and Levi Stuessel from Alma Center, Wis.

The official judge, Phillip Topp of Botkins, Ohio, and associate judge, Kaleb Kruse of Dyersville, Iowa, evaluated 158 entries.

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Fresh corn silage analysis includes wider region

WAYNESBORO, Pa. — Cumberland Valley Analytical Services has released its latest nutrient profiles for fresh corn silage harvest this fall in Pennsylvania and New York and surrounding regions.

PENNSYLVANIA	No.	Ave.	St. Dev.	Regional Ave.*
2024 Corn Silage				
Dry Matter	845	39.5	7.75	39.3
Crude Protein, %DM	839	8.3	0.84	8.3
NDF, %DM	838	35.8	3.96	36.4
12 hr. NDFD, %NDF	737	38.9	3.84	39.0
30 hr. NDFD, %NDF	738	59.2	4.61	59.4
240 hr. NDFD, %NDF	737	71.8	5.89	72.0
Starch, %DM	838	40.0	5.15	38.9
7 Hr. Starch Digestibility, %Starch	738	62.1	7.20	62.3
Milk per Ton	742	3263	255	3262

*Data represents the average of fresh samples submitted from Delaware, Maryland, New Jersey, Ohio, Pennsylvania, Virginia and West Virginia.

NEW YORK	No.	Ave.	St. Dev.	Regional Ave.**
2024 Corn Silage				
Dry Matter	1108	38.5	6.81	38.4
Crude Protein, %DM	1064	7.2	0.99	7.2
NDF, %DM	1061	36.0	3.76	36.0
12 hr. NDFD, %NDF	1008	37.6	3.22	37.7
30 hr. NDFD, %NDF	1012	56.9	3.90	56.9
240 hr. NDFD, %NDF	1001	69.1	4.86	69.1
Starch, %DM	1061	40.3	4.88	40.2
7 Hr. Starch Digestibility, %Starch	1016	63.0	4.60	63.2
Milk per Ton	1014	3245	282	3247

**Data represents the average of fresh samples submitted from Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island and Vermont.



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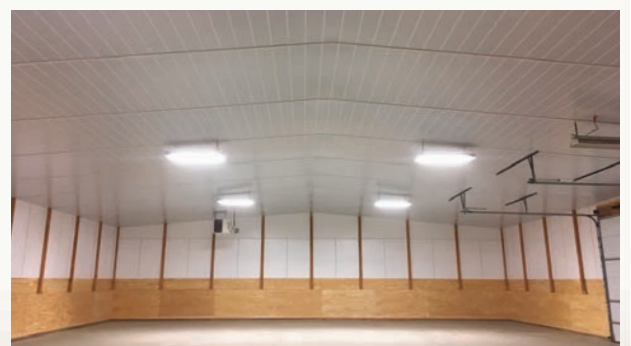
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USDA to start national H5N1 testing at dairy plants

By SHERRY BUNTING
Special for Farmshine

HARRISBURG, Pa. — USDA is set to amend the Spring order on transportation testing to include a new National Bulk Milk Testing (NBMT) program for H5N1 in dairy cattle, which will be patterned off the former Brucellosis strategy.

This will be a regionally tiered approach, testing samples from processing plants, to assess where the virus is at this time, according to Dr. Kellie Hough, USDA district emergency coordinator.

“Depending on the results, we will then drill down to the state level and to the farm level, if necessary, to attempt to eradicate this,” she said.

Federal and state agencies will work with affected facilities to enhance their biosecurity levels and restrict animal movements.

This is in addition to the ongoing multi-state silo milk testing surveillance program that Pennsylvania is part of already. In that program, processors provide blinded samples from bulk milk silos, according to their own cadence of frequency, said Pennsylvania State Veterinarian Alex Hamberg.

Hough and Hamberg gave updates on the Center for Dairy Excellence monthly industry call on Wednesday, Nov. 13.

“We supply processors with everything they need to send these samples, and the only information going to the NVSL network laboratory is the date of sample collection and the states represented by the milk in the silo at the time of the sample collection. This helps show we are clear of the virus and helps build a baseline,” said Hamberg.

He said states are having ongoing discussions with USDA about what federal surveillance will look like under the NBMT. He stressed that the virus can be found in milk samples two to three weeks before clinical infection.

“If we can identify every farm infected

right now, then we can contain this thing right now and make this virus extinct to never be seen again,” Hamberg urged. “But if we continue to avoid early identification, we could be stuck with it for as long as it wants to stick around.”

Dairy farmers have been slow to sign on to voluntary bulk tank testing at the farm level, with only 61 herds enrolled nationally, six in Pennsylvania.

Mandatory testing is currently being done in Massachusetts, Colorado, Oklahoma, Arkansas and California. For the latter, it only began after the spread of H5N1 had escalated among dairy herds and poultry flocks in the Golden State.

During the past 30 days, there were 188 new herd detections of H5N1 nationally. Of those, 173 were in California, one in Idaho, and 15 in Utah. The Golden State has had H5N1 detections in 278 dairies to-date, with more tests pending, and this represents more than half of the 492 cases across 15 states since the start of the outbreak in Texas last March.

Hamberg said dairies saw a 50% herd turnover within three months of infection in states that have contended with H5N1 in cattle. This is presumed to be a combination of cattle culling as well as some mortalities. Owners of infected herds also report struggling to regain their prior herd production per cow and seeing prolonged elevation in somatic cell counts.

“They are getting slammed in California,” said Hamberg. “It is not a good situation. The dairy industry is suffering, and the poultry industry is suffering. If they had had good participation in voluntary testing beforehand, they may have been able to stamp it out before it spread like this.”

He sees this as particularly important for Pennsylvania. “Our state is more dense than California, where it is spreading like wildfire,” he said. “In Lancaster County we have dairy on top of dairy on top of poultry on top of

pigs. If we find this in an early stage, we can stamp it out quickly and contain it before it spreads all over the place.”

There is no evidence yet that the cattle strain of H5N1 has taken up residence in migratory bird populations or any other wildlife reservoir, but the cattle strain is being found in domestic poultry flocks.

On the human side, Dr. Miriam Wamsley, Pennsylvania Department of Health epidemiologist reported there have been 36 confirmed human cases across the U.S. of the H5N1 strain found in cattle. Some have been dairy workers, others poultry workers. The cases have been mild, marked by conjunctivitis (pinkeye). Blood samples collected from workers recently in Michigan and Colorado showed employees previously had it without knowing it.

Wamsley, urged seasonal flu shots, especially

for anyone exposed to cattle and poultry. “Flu season is here. If you would contract them simultaneously, there is the possibility of the two (viruses) mixing in the human body to create a new strain, and at the same time, the combination can make a person very sick.”

Pennsylvania has been hit with a series of new avian influenza infections in poultry flocks. The H5 strain in Venango County is the poultry strain active in the migratory bird population, not the cattle strain.

Likewise, the recent news of a teenager in British Columbia, Canada, hospitalized in critical condition, as well as the first pig detected with bird flu in Oregon, were confirmed to have the strain that is active in migratory bird populations, not the cattle strain.

Hough reported that USDA is clearing the path to test four vaccine candidates for dairy cattle.

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Group 2 consists of many good, young, fresh cows and heifers with lots of milk, from overstocked herds and heifer raisers, also springers, **including:**

- Reg. 2 yr. Zappy, fresh 9-17, 80 lbs. Dam at 2-10 GP-82 2-02 334 32,260 4.5 1436 3.4 1101. 2nd dam VG-87 3-05 338 42,480 3.6 1522 3.1 1331. Next 4 dams all VG. Records to 41,450.
- Reg. 2 yr. Progenesis Mahomes, fresh 9-24. Dam VG-87 1-11 365 35,440 1127 1109. 2nd dam VG-85 4-05 305 35,850 3.9 1408 3.3 1193.
- Reg. 2 yr. GW Atwood due 12-1-24 to King Doc. Dam EX-90 Goldchip 3 yr. 27,979 61038 F 846 P. 2nd dam VG-88 Doorman 3 yr. 365 30,651 4.6 1437 3.7 1161. 3rd dam EX-91. 4th dam VG-86.
- Reg. 2 yr. King Doc due 12-15 to Sidekick. Dam VG-86 Dempsey 2 yr. 363 25,198 4.6 1179 3.3 847. 2nd dam EX-92 3-02 365 38,196 4.3 1697 3.3 1294. 3rd dam EX-94. 4th dam EX-93.
- 6 top, fresh 2 yrs. milking up to 100 lbs. from one farm with 29,000 lbs. RHA.
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- Reg. 2 yr. Brown Swiss, fresh. Sire Famous. Dam 1-11 310 19,210 4.5 3.1. 2nd dam 4-08 305 26,740 4.0 3.1.
- Reg. 3 yr. Jersey, Casino dau., fresh, 10-8, 72 lbs. 7.0 F 3.0 P. Her 9-22-23 heifer by Sparty sells.
- 2 Reg. A2A2 Guernseys, fresh, 2 yrs. sell from one good herd.
- Reg. 2 yr. A2A2 fresh Jerseys sell.
- 2 10 month old A2A2 Jersey heifers sell.
- 6 A2A2 Jerseys sell.

3 Holstein bulls sell, including:

- Reg. bull born 10-16-23. Sire Eclipse Perennial-ET. Dam VG-88 as 2 yr. 2-02 316 22,060 3.5 775 208 621. 2nd dam VG-88 2-07 348 29,710 4.3 1287 3.3 971. Next 8 dams all VG or EX.

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Grants of up to \$10,000 available to programs educating dairy producers, students and communities

JUNEAU, Wis. – Have a unique idea to share the story of modern dairy production? An existing dairy exhibit or project that needs updating? A youth education program that needs a little extra support? A project to improve water quality, soil health or sustainability in your area?

Dairy's Foundation, the only public-held national foundation supporting dairy educa-

tion and initiatives across the entire dairy industry food chain, is seeking applications for grants for up to \$10,000. The next application deadline is Dec. 1, 2024, with applications accepted from across the United States. Nonprofits and organizations developing new programs to build the skills of students or dairy producers or increase public trust in the people and products of dairy are encouraged to apply.

Recent grants have supported museum exhibits on dairy, public outreach programs at fairs and farm expos, youth dairy training programs and contests, and much more.

Dairy's Foundation strives to identify emerging educational needs and help fill gaps in funding for new or innovative programs. Since 2010, Dairy's Foundation has awarded more than \$335,000 in grants to support vital programs that equip the dairy

community with the latest tools and resources to be effective managers, leaders and ambassadors of dairy to their neighbors in rural and urban settings.

Grant criteria and guidelines can be found at www.DairyFoundation.org/grant-seekers/. Applications will be reviewed by an independent grant-selection committee. Organizations with a tax status of 501(c)(3) or (5) may apply.

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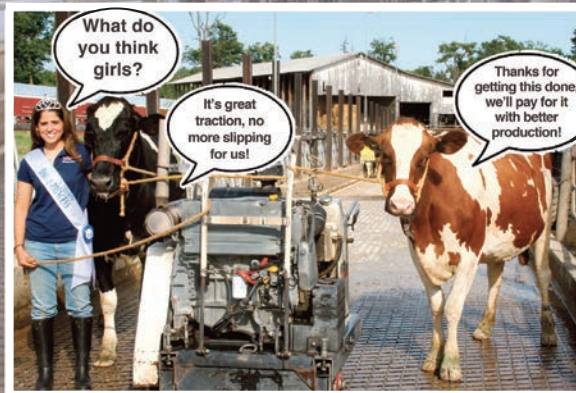
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CDE DAIRY MARKETS & MANAGEMENT UPDATE

All prices — NOV. 13, 2024 — except where noted

Providing clear expectations: When most producers think about managing risks on their dairy, they think about milk price and margins, weather and crop loss risks, animal health issues, and maybe even farm safety concerns. They don't always think about how to manage against the risk of losing a key employee on the farm to another opportunity. While employee turnover happens in every business, sometimes it's because an employee feels lost, confused, or like they can't succeed in the role. Some frustration could be remedied by setting clear expectations for each employee on your dairy. During the *Managing Essentials for Dairy Success Workshop* hosted by Penn State and the Center, dairy managers learned how to provide clear expectations. With so many farms struggling with protocol drift, the information is helpful to anyone who is struggling with managing employees on the farm.

A recent Gallup poll supports the need to set clear expectations, reporting that clearly outlined expectations can reduce employee turnover by 22%. The same poll shows that clear expectations lead to a 29% decrease in safety incidents. Setting clear expectations for your employees can also help enhance productivity on your farm, reduce conflicts that can arise, and increase overall job satisfaction. Most of us want to know we're doing a good job. If expectations are constantly changing or are confusing, it can lead to frustration for employee and employer.

Everyone's ability to interpret a role or set of tasks is different based on their own perception and level of understanding. Providing clearly written job descriptions and well developed standard operating procedures (or protocols) can bring clarity to the confusion and close communication gaps between the employer and employee. Language and comprehension barriers can prevent an employee from clearly understanding what your expectations are. Different learning styles can also limit an employee's ability to understand expectations.

Three ways you can provide clear expectations to an employee are by providing a detailed job description for each position on the farm, developing clearly written protocols and procedures for every task on the farm, and taking the time to do regular one on ones and team meetings.

1) Clearly written job descriptions. Most farms do not have job descriptions for the different positions on the farm. Most of the time, employees are trained by another employee who walks them through the tasks and verbally explains what they should do. As employees come

and go, the expectations may change based on the interpretation of the person explaining the role. A job description provides in writing what that employee is expected to do, what tasks are involved in the position, and what skills and education are required for the role. Job descriptions should also be reviewed and rewritten as job expectations change.

2) Well developed SOPs and farm protocols. On farms where the same person milks every day and the same person feeds calves every day, having written protocols for those tasks may not be as important. But what happens if that person leaves or if that person gets sick? Writing protocols out for each job on the farm helps provide consistency in your operation, which provides many benefits including increased productivity and efficiency. If you have multiple milkers, take a little time to study how each one preps and milks the cows. I would not be surprised if you find every person does it a bit differently. If you have steps you want them to follow clearly written out, there is less room for interpretation and procedure drift. Remember, too, that some of your employees may not comprehend things the way you do, so providing photos with instructions can make it easier for employees to understand.

3) Regular one-on-ones and team meetings. Most farmers are "get-it-done" type of people, so the idea of a lot of meetings doesn't sound appealing. However, taking the time to meet with your employees individually gives them the opportunity to ask questions and provide feedback on where they are struggling. It can also help you provide more clarity around expectations. One on ones do not need to be super structured. It can simply be a 15-minute discussion where you ask what they are feeling good about, what is challenging them, what they need more clarity on, and how you can better support them as their boss. You can use the same four questions in a team meeting, and their collective feedback can help you better clarify your expectations.

Penn State Extension has many resources to help farms manage employees. One is a job description generator found at extension.psu.edu/job-description-generator-for-the-dairy-industry. The National FARM Program also has resources available at nationaldairyfarm.com/training-resources/hr-and-safety-management-resources/. Employee turnover can be frustrating and difficult to work through. Taking steps to provide clear expectations can help protect your dairy from that risk.

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



Penn State to air funding webinar

UNIVERSITY PARK, Pa. — Penn State Extension will offer a funding opportunities webinar for farmers on Thursday, November 21, at noon. The webinar is free but pre-registration is required. Register ASAP, as space is limited to 500 participants.

Participants will learn how to connect with technical assistance providers to enhance farm operations through the Agricultural Innovation Grant, which aims to implement new technologies, conservation, and renewable energy projects. The Farm Vitality Grant will also be discussed, offering financial support for business planning, ownership transitions, and long-term farm sustainability. Additional state-level funding opportunities will be reviewed, and a Q&A session will be held to address participant questions.

Registered participants will receive a recording. You can register at the following website: www.bit.ly/funding1121. Any questions about this webinar can be directed to Tom Beresnyak at teb119@psu.edu

Markets

Morrison's Cove Auction

November 11, 2024

Alfalfa	280
Grass	235-260
Mixed hay	240-280
Round bales	90-170

Wolgemuth Auction

November 11, 2024

Alfalfa	165-375
Mixed hay	125-445
Timothy	275-295
Grass	110-380
Straw	100-170
Orchard	200-440
Corn fodder	105-170

Cattle: 120

Steers:	
Choice	175-180
Good	125-165
Heifers:	
Choice	174-178
Good	130-170
Cows:	
Util/Commercial	105-118
Can/LoCut	70-110
Bulls Y/G #1	115-142
Feeder cattle:	
Steers	115-207
Bulls	100-205
Heifers	110-217
Calves: 97	
Standard	100-200
Hol bulls	300-600
Hol heifers	250-600

New Holland Auction

New Holland, Pa.
November 11, 2024

Cattle: 1456

Slaughter cattle:

Steers:	
HiCho & Prm	190-207
Choice	167.50-189
Select	120-147.50
Holstein steers:	
HiCho & Prm	150-176
Choice	130-144
Select	112.50-122.50
Heifers:	
HiCho & Prm	172.50-195
Choice	140-157.50
Select	112.50-125
Boners 80-85% lean	114-134
Lean 85-90% lean	85-108
Slaughter bulls	109-140
Feeder cattle:	
Steers:	
M/L-1-2	195-230
Heifers:	
M/L-1-2	140-175
Bulls:	
M/L-1-2	147-207
Calves: 373	
Feeder calves:	
#1 Hol bulls	500-690
#2 Hol bulls	425-575
#3 Hol bulls	200-250
Utility bulls	20-70
Hol heifers	450-635

Dewart Auction

Dewart, Pa.
November 11, 2024

Cattle: 174

Slaughter cattle:

Steers:	
Select	151
Heifers:	
Choice	174
Slaughter cows:	
PrmWht 65-75% lean	113-125
Breakers 75-80% lean	114-134
Boners 80-85% lean	108-119
Lean 85-90% lean	85-108
Slaughter bulls	109-140
Feeder cattle:	
Steers:	
M/L-1-2	195-230
Heifers:	
M/L-1-2	140-175
Bulls:	
M/L-1-2	147-207
Calves: 373	
Feeder calves:	
#1 Hol bulls	500-690
#2 Hol bulls	425-575
#3 Hol bulls	200-250
Utility bulls	20-70
Hol heifers	450-635

Hosking Sales

New Berlin, N.Y.
November 11, 2024

Cattle:

Dairy cows	.98
Bone utility	.90-1.20
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Easy cows	.70 & down
Organic bulls/steers	1.65
Bulls over 1100 lbs.	1.29-1.55
Maiden heifers	1.17-1.47
Feeders:	
Dairy	.55-1.47
Bulls	1.10-1.57
Heifers	.95-2.00
Steers	1.57-2.07
Calves:	
Bull	top 6.35
Heifer	top 6.15

Slaughter dairy cows:

Breakers 75-80% lean	110-124
Boners 80-85% lean	110-135.50
Boners 80-85% lean	70-100
Slaughter dairy cows:	
Breakers 75-80% lean	110-124
Calves: 804	
Feeder calves:	
#1 Hol bulls	525-650
#2 Hol bulls	400-525
#3 Hol bulls	200-375
Utility bulls	70-1300
#1 Hol heifers	425-660
#2 Hol heifers	100-650
Utility heifers	20-185

Wyalusing Livestock

Wyalusing, Pa.
November 11, 2024

Bulls

125-175	
Cows:	
Fat	.95-1.15
Good	.75-.95
Lean	.45-.90
Holstein calves:	
70-89 lbs.	2.50-5.25
90-110 lbs.	3.50-4.90
Feeder cattle:	
200-300 lbs.	1.50-2.25
301-500 lbs.	1.50-2.25
501-700 lbs.	1.25-1.90
701-900 lbs.	1.20-1.90

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

CME DAILY FUTURES & OPTIONS TRADING — NOV. 13, 2024 AT THE CLOSE

	NOV-24	DEC-24	JAN-25	FEB-25	MAR-25	APR-25	MAY-25	JUN-25	JUL-25	AUG-25	SEP-25	OCT-25	TREND											
CLASS III MILK FUTURES (\$/CWT) vs. wk ago: Nov24 firm; rest of Class III milk futures board fully \$0.25-\$0.50 lower across the board for second consecutive week. 12-Month Avg. 18.83	19.97	18.70	18.78	18.92	18.98	18.54	18.56	18.61	18.56	18.65	18.89	18.82	↓											
CLASS IV MILK FUTURES (\$/CWT) vs. wk ago: Nov-Dec24 steady; Jan25 up \$0.35; Feb25 dn \$0.10; Rest of board dn \$0.20-0.40, except Mar25 and Sep25 firm. 12-Month Avg. 21.07	21.05	21.13	21.29	21.15	21.30	21.20	21.00	21.00	20.84	20.93	21.10	20.96	MIXED											
MILK BASIS (MAILBOX minus CLASS 3 \$/CWT) 2018-23 AVG FOR NORTHEAST & MIDEAST STATES OF PA, NY, NEW ENGL., OH vs. NAT'L AVERAGE - YOUR INDIVIDUAL BASIS WILL VARY	20.58	20.17	20.25	19.64	19.22	18.75	18.82	18.25	18.96	18.48	18.64	18.27	18.52	18.15	18.68	18.38	18.65	18.35	18.62	18.41	19.27	18.75	20.20	19.76
Mailbox	19.07	19.07	17.30	17.30	16.81	16.81	16.03	16.03	16.98	16.98	17.31	17.31	17.33	17.33	18.16	18.16	18.16	18.16	17.59	17.59	17.60	17.60	18.72	18.72
Class III	1.51	1.10	2.95	2.34	2.41	1.94	2.79	2.22	1.98	1.50	1.33	0.96	1.19	0.82	0.52	0.22	0.49	0.19	1.03	0.82	1.67	1.15	1.48	1.04
BASIS																								

	DEC-24	MAR-25	MAY-25	JUL-25	SEP-25	DEC-25	MAR-26	MAY-26	JUL-26	SEP-26	DEC-26	DEC-27	TREND
CORN FUTURES (\$/BU)	4.264	4.374	4.442	4.474	4.364	4.402	4.512	4.574	4.610	4.484	4.490	4.640	↓
SOYMEAL FUTURES (\$/TON)	291.6	294.0	298.1	302.2	306.2	307.2	307.3	306.3	308.5	309.2	309.4	310.6	↓
U.S. AVG PREMIUM ALFALFA & ALFALFA/GRASS HAY 20-22% CP - Source: USDA Monthly National Dairy Comprehensive Report													
JUL-23	254.92	243.50	238.50	217.82	240.41	231.70	254.85	224.50	205.02	220.17	175.00	211.69	185.21
AUG-23													196.44
SEP-23													199.57
OCT-23													*206.63
NOV-23													↑
DEC-23													
JAN-24													
FEB-24													
MAR-24													
APR-24													
MAY-24													
JUN-24													
JUL-24													
AUG-24													
SEP-24													
*OCT-24													

DMC	MAY-23	JUN-23	JUL-23	AUG-23	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	*SEP-24
ALL MILK	4.83	3.65	3.52	4.46	4.44	4.44	9.58	8.44	8.48	9.44	9.65	9.60	10.52	11.66	12.33	13.72	*15.57
FEED \$	14.47	14.25	13.88	13.24	12.56	12.16	12.12	12.16	11.62	11.16	11.05	10.90	11.48	11.14	10.47	9.88	9.93

DAIRY COMMODITIES - GLOBAL BIWEEKLY	Internet Auction (\$/LB) 11/05/24	U.S. CME SPOT DAILY (\$/LB) 11/13/24	U.S. WEEKLY USDA NDPSR (\$/LB) WK ENDING 11/02/24*
Weighted Avg. 1 to 6 mo. FORWARD CONTRACTS per metric ton converted to \$/LB		Prev. 5 day Lds	FMMO PROD MIL. LBS WTED AVG \$
NEXT GDT AUCTION 11/19/24		Spot price	*U.S. Weekly NDPSR is averaged for the Month & used in FMMO formulas.
ALL-PRODUCT INDEX	1.8135 ↑ 4.8%	Weekly Avg	
MILK-FAT (AMF)	3.4292 ↑ 4.6%	NFDM 11	1.3900 ↓ 1.3967 ↑
BUTTERMILK POWDER	1.4691 ↑ 2.1%	BUTTER 8	2.6300 ↓ 2.6242 ↓
LACTOSE	0.3824 ↓ 6.1%	CHEDDAR-40 9	1.6900 ↓ 1.7058 ↓
		CHEDDAR-500 3	1.6800 ↓ 1.6842 ↓
		DRY WHEY 7	0.6225 ↑ 0.6242 ↑
			CHEDDAR-40 9
			CHEESE-40 11.2
			1.9951 ↓
			CHEESE-500 13.7
			2.0039 ↓
			DRY WHEY 4.8
			0.5834 ↑

ANNOUNCED FEDERAL ORDER PRICES (\$/CWT)	NASS ALL-MILK	CURRENT FEDERAL ORDER VALUES (\$/LB) * = *NEW
CL I ADV ↓	22.53 (NOV)	PRODUCT VALUE MAKE ALLOW NET
CL II ↓	21.01 (OCT)	CHEESE 2.2400 0.2003 2.0397 ↓
CL III ↓	22.85 (OCT)	BUTTER 2.7191 0.1715 2.5476 ↓
CL IV ↓	20.90 (OCT)	NFDM 1.3423 0.1678 1.1745 ↑
ALL-MILK-U.S.	25.50 (SEP) ↑	DRYWHEY 0.5588 0.1991 0.3597 ↑
ALL-MILK-PA	25.70 (SEP) ↑	
MONTH AGO	23.17	
YEAR AGO	19.75	

U.S. AVG. BRED COWS & HEIFERS (3rd trimester) per head as reported by USDA Monthly National Dairy Comprehensive Report	SEP-23	OCT-23	NOV-23	DEC-23	JAN-24	FEB-24	MAR-24	APR-24	MAY-24	JUN-24	JUL-24	AUG-24	SEP-24	*OCT-24
1500	1741	2108	N/A	1635	N/A	N/A	N/A	2115	2016	N/A	N/A	2800	N/A	
U.S. AVG. MILKING COWS per head as reported by USDA Monthly National Dairy Comprehensive Report	1643	1830	1988	N/A	1792	N/A	N/A	2120	2254	1624	N/A	N/A	2800	N/A

Classifieds

"Say you saw it in FARM SHINE"

1 Services

FARM INSURANCE: barns, equipment, hay and grain storage, Workers' Compensation, farm stands and stores, vehicles and farm homes. N.Y., Pa. and Va. Call Alec Pandaleon at 845-242-0113.

SERVICING ALL BRANDS of fences. 717-723-3175.

COW CLIPPING, BOARD fence painting and repair, tree removal and trimming, pasture and brush mowing, pressure washing gravel driveway and stone pads. Lancaster and Chester counties. 717-723-3175. (11/22)

ACCOUNTING SERVICES- Barkman Ag Accounting, providing tax preparation, payroll, and all your other accounting needs. Call Shane Barkman at 814-977-4207. (12/27)

MOBILE SEED CLEANING. Small grain only. Serving PA, MD, WV and VA. Golden Grain Seed Cleaning. 301-992-3526.

REPAIRING TRACTORS and farm machinery. Complete tractor overhauls and engine repair, dealer for quality aftermarket parts.

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

AG PHOTOGRAPHER - senior, family, natural cattle portraits. Sales, herd dispersals and ag event photography coverage and albums. Based in Lancaster, Pa. A Farmgirl's Dream Photography. 717-824-1320.

BALING SERVICES - CUS-TOM 3x3 and round baling, along with individual wrapping. Out of southern Lancaster, Pa. 717-826-3775.

BOB & MILLIE'S DIS-COUNT signs. The cheapest guys in town. Free delivery on all sign orders. bobthe-signman@yahoo.com. Real Estate-Construction-Banners-Yard Signs-Decals-Magnetic Signs-End of Lane Farm Signs. appletreesigns.com. 410-708-1341.

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

LOWER SCC & IMPROVE conception. Highly effective, 35 years of time tested results and satisfied dairymen nationwide. No withholding

ever feed additive, low cost. Call AG, Inc. today. 920-650-1631. www.alphageneticsinc.com.

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

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

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

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

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

KANN'S MILKING SERV-ICE Franklin & Cumberland Co. 30 years experience, references available. Ryan L. Kann, 717-816-1920.

CUSTOM HEIFER RAIS-ING. 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, dlggar@aol.com, gardnerheifers.com.

CUSTOM HEIFER RAIS-ING. 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 SERV-ICES 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 RAIS-ING. 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 avail-able, Willow Street, Pa. area, Lanc. Co. 717-380-7612.

ADAM'S HOOF TRIM-MING. 22 years of experi-ence. 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 in-quiries/scheduling.

HASTINGS HOOF TRIM-MING is looking for clients in Pa., N.Y., Ohio. Call/text 315-283-2717 for a quote.

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

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

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

HOOF TRIMMING Service. 717-755-0770.

PHILBRICK'S HOOF TRIM-MING serving western and central Pennsylvania, west-

ern New York and eastern Ohio. 814-720-0010.

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

HOOF TRIMMING SERV-ICE - providing quality serv-ice 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. Hy-draulic tilt table. Serving Western PA, Eastern OH, Northern WV. Phone 724-345-8501.

PROF. HOOF TRIMMING - RSW Farms LLC. Hydraulic table, competitive rates, serv-ing 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 North-eastern & Northcentral Penna. and the Finger Lakes region of N.Y. Call Tom, 570-418-1684.

Penns Valley Livestock
600-700 head Horse consignment auction
Friday November 29, 2024
(814) 364-1796
Buy in confidence with a 1 week trial on all guaranteed sound horses
2925 Penns Valley Pike, Centre Hall PA 16828



Previous consignment OU Man stud

Sale order: 7:30am As-is Horses 8:30am Work Horses Followed by Ponies & Riding horses Driving horses	GREAT SELECTION OF LOCAL AND DEALER HORSES! AVERAGE OF 15 DEALERS OR MORE EACH MONTH FOR DRIVING HORSES! ACCLIMATED AND FRESH HORSES! THANK YOU TO ALL THAT ATTENDED AND CONSIGNED TO OUR LAST MONTH SALE! A GREAT SET OF HORSES. Call (814) 364-1796 to catalog horses or fax to (814) 364-1426. MUST be in Wednesday before the sale to make deadline. KITCHEN OPEN ALL DAY	MANAGERS David Bierly Erica Smith AUCTIONEER Atlee Shetter AU005270 Vernon Yoder AU005267
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Horses may start arriving the day before starting at 2pm • Sale last Friday of EVERY MONTH!

Free ice cream

NEW HOLLAND SALES STABLES, INC.

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

DAIRY COW & HEIFER SALE
WEDNESDAY, NOV. 20TH • 10:30 A.M.

All quality cows and heifers are welcome!

Mature cows milking 100+ lbs. are in demand.
All sizes of open & bred Holstein heifers are selling at historical highs!

Consignors: Please send all info with truckers for the catalog.
For more information, contact dairy reps:
Aaron Martin, 717-445-4825 (home); Bill Hough, 973-224-0204 (cell).

REMINDER: *Thank you - N.H.S.S.*

- Wednesday, Nov. 27th. Special Thanksgiving Dairy Sale. FREE turkey for all buyers.
- NO cattle or calf sale on Thursday, Nov. 28th (Thanksgiving Day).

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

BRUBACKER'S QUALITY DAIRY SALES
10 BROWN ROAD, SHIPPENSBURG, PA

Thursday, November 21 @ 10 A.M. **NOTE DAY SALE!**
Special Thanksgiving Dairy Cow & Heifer Sale

- ★ **CONSIGN OR BUY THE TOP COW AND GET A FREE TURKEY!!!** ★
- ★ **Antrim-Way Farms herd dispersal!** They are letting us handpick the top cows out of a 59-cow Holstein herd! A closed herd for 10 years, AI sired using Select Sires bulls including Dante, Dragonheart, Handcock, Highlite and others. Well framed w/ good udders, feet, and legs. **22,202 RHA 4.3F 3.5P and low SCC.** On DHIA test with many young cows! Herd is on a good vac. and hoof trimming program. The herd is owned by Keith Grove who will be 60 in Dec. and is ready to retire, making this opportunity to add his best cows to your herd!
- ★ **Good selection of fresh cows out of some good local herds!**
- ★ **VG-88 2nd lac., Absolute-Red daughter sells fresh in 2nd lac.!** 3-02 305 20,944 4.4F 3.7P, dam EX-93 4-05 365 42,480 3.4F 3.1P! **Mgd EX-90,2E x 4th dam EX-97 Harvue Roy Frosty!! Multiple show winner and Voted All-World Holstein Int'l 2010!** (Pictured below.) Next 5 dams VG or EX with records up to 38,000! **Potential EX!!**
- ★ **8 fresh & fancy Holsteins out of one top herd, freestall/parlor trained!**
- ★ **Brandt-View sends 4 fresh and fancy cows w/ deep ped. & genomics, A2/A2, and milking well!!**
- ★ **7 Jersey dry cows, A.I. sired, due in Dec. and January.**
- ★ **Expecting a good selection of heifers from calves to close springers!** Many A.I. sired with several Registered.
- ★ **12 Reg. heifers with great ped's! 9 preg. and due from Dec. to June 2025!**
- ★ **8-10 BREEDING AGE BULLS SELL, OUT OF GOOD PEDIGREES!**
- ★ **Breeder box, thaw cup, cutter and 2 guns. Also heifer breeding record wheel w/100 pins in mint condition! Several buckets and bucket holders.**
- ★ **Semen selling; including some older, hard to find Elevation, Valient Rockie, Enhancer, Elevation Tony, 2 Ivanhoe ampules, 3 Kingpin ampules, sexed Energy, Honour, Donzino, Artisan Hype-Red, Redlight, Hanans, sexed Jagger & Barbwire-Red, Lineback and more! Bring your tank to the sale!**

NOTE: Overstocked? Fancy fresh cows, and all sizes of heifers, are in high demand! Looking for that special cow or just need some good replacements? You will want to see the impressive lineup of Registered & grade cattle for this sale!! All cattle vet checked and vaccinated. Trucking available. Milk cows will be tested for interstate shipping Friday. **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		Sale Barn Ivan Brubacker 717-414-6657
Darryl Jones Lic. AU5194 717-226-0776		Pedigrees Art Kling

Join us for our 'Special Christmas Dairy Cow And Heifer Sale' December 19th, 2024 at 10:00 a.m.

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

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

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

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

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

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

SILO DEMOLITION. 717-786-6063.

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

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

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

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.

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

DISCBINE DOCTOR - Repairing all makes. Buying & selling. After market cutter bar, bearings, or NH/JD/Kuhn and used parts. Call ahead 717-768-7542.

SERVICE DONE ON ALL brands of fence energizers and battery chargers. Call

Sensenig's Electronic Repair 717-445-9905 for your repair needs.

3 Dairy Equipment

DOUBLE 12 RAPID EXIT milking parlor. GEA variable speed vacuum pump, 24 GEA Dematron 75 automatic takeoffs, 24 GEA milking claws, 24 GEA Metatron MB milk meters, GEA A-3 plate cooler, wash units, pulsators, pipeline. Everything you need. Make offer. 270-887-8842. (12/6)

6 FT. FREESTALL LOOPS; gates and waterers; Surge milking equipment with vso detachers. 410-739-4990.

WESTFALIA SURGE autotandem milking parlor. 2x4 stalls, bolt down installation, variable speed vacuum pump, plate cooler, washer. Nice condition, can see working. All for \$7000. 570-809-6567. (11/29)

DAIRYMASTER MILKING system parts. Complete setups with takeoffs, pulsators, shells. Make an offer. 814-329-5176. (12/13)

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

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

USED MILK TANKS - 400 gal. Sunset; 800 gal. Mueller OH; 900 gal. Mueller OH; 1000 gal. Milkeeper, flat top (storage). T.H. Horning. 717-438-3104.

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

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

4 Dairy Cows

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

JUST FRESH, 1ST LACTATION Reg. Holstein cows.

Good quality, well grown animals. 3-4 generally avail. each month. 570-297-5118.

5 Heifers & Calves

21 REG. HOLSTEIN heifers, due February/March, bred to Reg. Holstein Red and White. Pregnancy checked and vaccinated. Located in NJ. 973-534-3528. (12/6)

100% REG. HOLSTEIN springing heifers. Good pedigree. 440-293-7955.

COMING SOON - FRESH heifers, Jersey/Holstein crosses. \$2400-\$3000. 717-532-3861. (11/22)

BREEDING AGE HEIFERS, born 10-23, 11-23. Eight head available. \$1500 each. 717-423-5335. (11/22)

6 Dairy Bulls

HIGH PEDIGREE JERSEY breeding bull. Located in NE Ohio. Contact Julie for more info at 724-866-9459.

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

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

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

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

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 & HOLSTEIN semen. 223-216-0160.

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

GRATEMATE power gutter sweeper. Great condition. \$3000. 717-363-7157.

KEANAN 340 MIXER wagon with liner. Good condition. 410-739-4990.

FR920 NEW HOLLAND forage harvester, year 2020. 2750 engine hours, 2150 cutterhead hours. Premium cab, stone detector, 2WD, KP included. Factory emission warranty. \$182,500. 717-400-7917.

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

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

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

10 Feeds

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.

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AKC LABRADOR Retriever puppies, black, yellow, and fox red shades. Moms are family pets from service work bloodlines. \$750. Ready 11/20, 12/12. Call or text 717-405-5603. (12/20)

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25 Miscellaneous

LAND O'LAKES BASE for sale. 814-206-4379.

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