



White Oak Mills

# Dairy News Leaf

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## Larry Frey Joins White Oak as Dairy Specialist

White Oak is pleased to announce the addition of **Larry Frey**, of Chambersburg, PA to its dairy team.

As a full-time White Oak Dairy Specialist, Larry will provide nutritional services to dairy producers in Franklin, Cumberland, Adams and surrounding PA counties and in northern Maryland.

Having grown up in Chambersburg, Larry has worked for Furst-McNess Company as a field manager and later Witmer Implement Service, Shippensburg, PA. Larry served as a dairy profit manager for Pennfield Corporation, Lancaster, PA for nearly 18 years, and then most recently was employed as a nutritionist for Cumberland Valley Cooperative, Shippensburg, PA.

“Larry’s experience feeding dairy cows, his passion for our industry, and his strength listening to and communicating with dairymen make him a strong addition



*Larry Frey*

to the White Oak dairy team,” says Bruce Kreider, White Oak’s director of dairy.

Larry is a certified member of the American Registry of Professional Animal Scientists (ARPAS).

He can be reached at 717.587.2018. 

## Producer Spotlight | Locust Street Holstein Myerstown, PA

Locust Street Holstein Farm in Myerstown, Lebanon County, is owned by the Dale Zimmerman family in partnership with brother-in-law Randall Good. This fourth generation farm is the home to 152 Holsteins with a herd average of 27,240 lbs. of milk with a 3.6 butterfat and 2.9 protein based on 3X milking. Having not been born and raised on a dairy farm, Dale always wanted to farm and is very appreciative of the opportunity and support provided to him by his father-in-law Richard Brubaker. The current generation purchased the cows in 2009 and bought the remainder of the farm in 2012.

Dairy facilities include a 132-stall tie stall barn with stall loops, mattresses and tunnel ventilation. The most recent addition to herd comfort was an Afie Farm Act 2 Heat Detector System. This is the first time this system has been installed in a tie stall barn, and so far the results are positive. In addition to the dairy operation, the family farms 265 acres, of which 115 are owned. Crops include

corn, wheatlage, grass hay, and soybeans. All crops are used as feed for the dairy herd.

For storage, Locust Street Holstein recently erected a new 25 x 90 foot Harvestore silo to complement their existing Harvestore silo and their 20 x 60 poured concrete silo.



*(Left to right): Dale Zimmerman and Randall Good.*

On August 15, Locust Street Holstein farm hosted the annual Lebanon County Holstein Field Night. This served as an opportunity for them to highlight their farmstead and herd to over 900 guests representing the dairy industry. The Zimmerman and Good families are excellent examples of the future of dairy farming in Pennsylvania.

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## Consider White Oak's Grain Exchange Program for Your Corn & Soybeans

White Oak is again offering corn and soybean grain exchange to its dairy customers. The advantages of using your corn or beans in your dairy feeds throughout the upcoming year are:

- White Oak has several grain receiving locations to best serve you
- No quantity limit to how much you can store
- No storage charges to use the grain in your feed

All corn or beans placed on exchange must be used in your White Oak feeds. The portion of corn or beans utilized in your feed at the time of delivery is credited to you based on the current weekly market price for corn/beans and is applied to the appropriate feed invoice the day after the feed is delivered.

White Oak's 2014 receiving locations are as follows:



**SOYBEANS**

**M&R Grain** - Mount Joy, PA  
**Hostetter Grain** - Oxford or Cochranville, PA  
**Larry Myers** - 2065 Sollenberger Road, Chambersburg, PA  
**Larry Myers** - Orphanage Road, Waynesboro, PA (by appointment only)  
**Weaver's Toasted Grain** - New Holland, PA  
**Additional Locations Possible** - by Prior Arrangement with White Oak



**CORN**

**White Oak Mills (dry corn under 15.5% only)** - Elizabethtown, PA  
**Hostetter Grain** - Oxford, Cochranville, or Mt. Pleasant, PA  
**Larry Myers** - 2065 Sollenberger Road, Chambersburg, PA  
**Larry Myers** - Orphanage Road, Waynesboro, PA (by appointment only)  
**Weaver's Toasted Grain** - New Holland, PA  
**Additional Locations Possible** - by Prior Arrangement with White Oak

If you're considering White Oak's Grain Exchange Program, please communicate this to your Dairy Specialist. Also, please inform the receiver that the corn or beans are for White Oak upon delivery of your grain to the receiving location.

Don't have enough corn or soybeans for your feed needs? White Oak can forward contract corn or beans for you and place these contracted grains on White Oak's Grain Exchange Program.

For more details, please talk with your White Oak Dairy Specialist or call us toll-free 800.468.5524. 📞

## Producer Spotlight: Locust Street Holstein

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A White Oak customer since November 2013, Locust Street Holstein buys from White Oak a custom concentrate, a custom dry cow meal, 700 Calf Starter, 842 Heifer VMR, and Bovamine.

"I appreciate the overall cow and dairy industry knowledge of my

nutritionist," Dale comments. "The teamwork approach used by White Oak Dairy Nutritionist Steve Snyder is very important to our success, and the prompt, timely service and courteous drivers make working with White Oak Mills a positive business experience." 📞

## Prepay Available

White Oak Mills offers you the option to prepay feed. This prepayment amount will then serve as a credit on your feed account.

If interested, please make a prepayment by year's end for your 2015 feed invoices. 1% interest is earned through the calendar year on any such prepayment money, and this 1% interest is rolled back into the prepayment account until the credit is completely utilized.

To assure your deduction for the upcoming year, all end-of-the-year prepayments must be received by no later than Dec. 31. 📞

