

Enrolling your Land in an Ag District

Nuisance is "anything that landowners do on their property that has a substantial adverse affect on the personal comfort or enjoyment or value of property adjoining that property".



How to quantify 'adverse effect' is the tricky part because it is strictly subjective and depends on the person being affected. An unfortunate trend is developing in that farm families are having to respond to lawsuits that question the way their operations are being run, with neighbors calling

accepted agricultural practices a nuisance. Some protections for agriculture are available. We recommend farmers have their land enrolled in an ag district. All it takes to apply is to visit your County Recorder's office and ask to fill out the application.

Enrolling in an ag district will not prevent neighbors from filing suit, but would provide documentation that would defend you in court.

Source: Buckeye Farm News

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Calf Buyer

If you are interested in selling your bull or heifer calves, please contact Caleb Bernath at 419-337-8934. Caleb is located in Wauseon.

Straw for sale

Wes Willson is looking for straw buyers for the upcoming season. Large square bales available (3' x 3' x 8'). Delivery available. Call 419-467-4100 if you are interested.

Interns available

If you would like the help of an intern at your farm this summer, please contact our office. We have some people that would like to do an internship for a few months at one of the dairies during the summer.

Market Update

The Mideast Federal Milk Marketing Order, which includes Michigan, Ohio and the majority of Indiana, milk prices are shown to the right.

For daily milk market information, visit: www.dairy.com and go to the "Dairy Reports" section.

*The Class I price is adjusted based on location and will range from \$17.23 to \$17.73 in the Mideast Order.

2005 Milk Prices (announced on April 1, 2005)		
Class of Milk	Price per 100 pounds (or 45.36 kg.)	Change from Previous Month
I Fluid Milk for drinking	\$17.63	+\$1.64
II Soft products: yogurt, cream cheese	\$13.25	-\$0.11
III Cheese	\$14.08	-\$0.62
IV Butter, powder milk	\$12.66	-\$0.08

8 Rules to Improve your Management

A speaker on a business seminar for people who manage or own service- or sales-based businesses listed his "Rules to Manage By". These applications may help you enhance your skills as a manager. Here is a condensed version of the Rules, with interpretation for the dairy industry.



"About right" now is better than "exactly wrong" later.

Some operations are so fixated on keeping up with their neighbors that they fail to see their own limitations. It's better to be above-average 100 percent of the time than being perfect 50 percent of the time and not-so-perfect the rest of the time. Focus on your abilities and strive to improve your operation with education and professional advice. Don't chase other people's dreams.



Hire smart rather than manage tough. Each of us has been guilty of hiring a "warm body" rather than waiting to hire the right person suited to the job.

Having the wrong person on farm can lead to stress, decreased moral, and financial loss. It requires you to "manage tough", and that takes a lot of time and energy that could be better used elsewhere.



Hire for attitude, train for skills. Attitude is everything. Motivated people are eager to learn and perform tasks at the required level. Training is a

responsibility of management, and when motivated employees are placed in an environment that's conducive to learning, you end up with a productive and profitable work force.



"I will" beats "IQ" every time. Don't confuse

brightness with judgment. A person who works hard, follows the protocols, motivates others, has a positive attitude, and is loyal to the business is the type of person you want. Just being smart does not pay the bills.



Do the "right thing" rather than many "things right".

Oftentimes, dairy owners are so busy working that they fail to see the big picture. Perhaps that effort is not really contributing as much as they think it is to their financial or personal goals. Seek a professional analysis of your operation and plan a course of action to meet your goals.



Beware of promoting a successful task-achiever to manager. People who are good

technicians generally do not make good managers. Technical people are good at managing themselves and completing the task at hand. Being a good manager requires investigational, organizational and motivational skills.



A little success can create a lot of overhead. Be careful not to go on a spending spree whenever the milk price goes up or milk production increases. A few hundred dollars more in payments each month may not seem significant in the good times, but it can be difficult to cash-flow when milk prices drop. The dairy industry is more volatile than ever before and we need to manage our cost-of-production with these cycles in mind.



The boss is responsible for momentum. How fast are you moving and who is following? Are you leading your business to prosperity? A dairy operation moves forward only as fast as management's ability to desire to move. Take time to measure your momentum.

Source: Dairy Herd Management



Adjusting to Life in the United States



Van Erk Dairy, LLC in Haviland,

Jaap and Alma van Erk and their two boys, Corne and Johan, moved from Zeewolde to Haviland, Ohio in March 2003 to pursue their goal of dairying.

Since September 2004, the van Erk family has operated their dairy of about 675 milking cows and they are now working on a permit to expand to a 1,750-cow dairy. Their family life has also changed significantly since they relocated. The van Erks had a son, Jason, in 2004 and another baby is on the way.

When the family looks at their adjustments to life in the U.S., they feel the adjustment to their new area went well. Johan, age 4, and Corne, age 5, are going to preschool. Preschool has given the boys an opportunity to learn English before kindergarten and to make new friends in the area.

"When they first went there, of course there was the language issue", says Alma. "School was a little difficult for them because they did not know any English. But they adjusted very well and now even speak English when they play together". Jason, the youngest son, is only 1 year old. "It's hard to tell how he will do at school, but Johan and Corne will teach him some English before he goes to Preschool", says Jaap.

The van Erk family thought the health care system in the US would be different than in the Netherlands.

But now that they are here, they noticed there are not that many differences. "Especially if you are self-employed in the Netherlands, there are not that many differences", says Jaap. "You have to pay for your own insurance premium either way."

Before Van Erk Dairy LLC was operating, the van Erks went back to the Netherlands to celebrate several birthdays. "Both we, and the boys, were happy that we could go back to our home in Haviland.



Jaap and Alma van Erk and their children, Corne, Johan and Jason. Another baby is on the way.

We still enjoy visiting the Netherlands, but it is just not our home anymore," says Alma. "We had heard a lot of other families who relocated say that, but now we can say it's true for us too."

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Announcements



On Friday, April 29, Arnie de la Porte, Consul of the Netherlands, and

Netherlands Network of Ohio are hosting an event to celebrate the birthday and 25th jubilee of Queen Beatrix. The event will take place from 6:00 pm at Silver Lake Country Club in Cuyahoga Falls. Please e-mail your name and address to the secretary of the Netherlands Network at willem@adelphia.net if you want to attend.

Cow Politics ☺

French Corporation

You have two cows.
You go on strike because you want three cows. You go to lunch and drink wine. Life is good.

Italian Corporation

You have two cows but you don't know where they are. While ambling around, you see a beautiful woman. You break for lunch. Life is good.

Russian Corporation

You have two cows. You have some vodka. You count them and learn you have five cows. You have some more vodka. You count them again and learn you have 42 cows. The Mafia shows up and takes over however many cows you really have.

Odor: the Message to Take Home

Odor is likely the largest liability to dairy producers, perceived or real. Since odors are a part of all livestock operations, it is impossible to expect 100% odor-free air around the farm. However, frequent odor events of high intensity are unacceptable. If somebody calls, first, treat them with respect. Then follow up with them.

Unfortunately, most of the long-term odor challenges started off as a definite odor problem, but got worse because of a personality issue. If you find this happening,

don't be afraid to bring in a third party. Whether this is an extension agent, somebody from the Soil Conservation District, or from the co-op, have them serve as a mediator.

Remember, neighbors aren't going away. Fostering a strong relationship with them, through open communication, can help prevent odor from becoming a major issue for your farm.

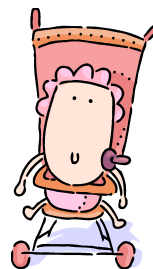
Source: Hoard's Dairyman

Water Control Structure

Hancor is a nation-wide operating company that sells water conservations solutions. If you are interested, please check their website at www.hancor.com or contact David Banachowski at 419-861-1818 or e-mail David at dbanachowski@hancor.com.

New Arrival

We also would like to congratulate Peter and Miranda van den Heuvel on the birth of their daughter Anne. Anne was born on March 29th, 2005.



Latino Family Outreach

Attached with this newsletter, please find two brochures of the Latino Family Outreach (LFO). LFO can be an important resource for the people in your employ since they assist with immigration issues. You can hang the Spanish brochure in a prominent place where the people you employ can access the information.

Correction

Peter and Miranda van den Heuvel relocated from Rijkevoort, the Netherlands, not Wanroy, the Netherlands. We apologize for the error in the February newsletter.