



; Karli, Kaila, and Kolby, Kevin (with Alymos Selma) and Dina Stoltzfus (photo supplied)

#### WARWICK MANOR FARM FACTS

- Milking herd 40 registered Brown Swiss & 350 Holsteins (commercial & registered-50 cows)
- Herd breakdown Brown Swiss 5 EX & 26 VG average of 87pts, Holsteins 7 EX & 16 VG
- Own 120 acres and rent 180 acres of land
- 750 free stall barn for cows and 300 free stall barn for heifers
- Herd average Brown Swiss 20, 626 882 4.27% F 729 3.54%P
- Herd average Holstein 23,000 898 3.91%F 736 3.21%P
- Double 16 parlour – milk 2X per day takes 4.5 hours to milk
- Sires using Brown Swiss- Kingpin, Rosco, Trooper, Cayenne Pepper, Secret, Nemo, Joey, Fabulous
- Sires using on top Holsteins- Atwood, Sept Storm, Damion, Advent
- Labour- 3 milkers and 1 person handling outside chores

## Warwick Manor Guernsey Farm

*A farm, a store, and much, much more!*



Registered Guernsey herd is milked 2x in the 50-stanchion tie-stall barn constructed in 1999

Warwick Manor Guernsey Farm

**Driving slowly through the dairy farm spotted rolling hills of Lancaster County in Pennsylvania, the views make up for every bit of lost time while following a horse drawn buggy. Located just outside the borough of New Holland, is the picturesque Warwick Manor Guernsey Farm owned by the Stoltzfus family. Not only is Warwick Manor know for their success on the colored shavings with their Guernsey cows but they now have created a unique way of marketing their Golden Guernsey Milk, providing them with close ties to what lies inside the city limits.**

*By: Amy Schaufelberger*

The current Warwick Manor farm was started in 1999 by Kevin and Dina Stoltzfus, with creation of the Warwick Manor prefix credited to Kevin's grandparents, Raymond and Elma Peachey, along with the Guernsey tradition. Although Kevin's parents, Gerald and Darlene, did not milk cows for a living, they helped on the farm when needed. Kevin and his wife are third generation breeders of the colored breed but certainly not the first in the family to be innovative with

product marketing. Kevin's grandparents bottled their milk and operated a delivery service for their golden Guernsey milk and fresh eggs from 1947 to 1980s'. The marketing today consists of a processing facility, grocery store in which the products are marketed, and a restaurant where the products are served – all in the same building. In partnership with Dina's family, they own Yoder's Country Market containing a processing facility, grocery store, and the restaurant. Talk about all in the family!

It all has to start somewhere, and in this case, it's the cows. The 85 head registered Guernsey herd is housed in a pack barn built in 2006 with a center feed alley and fed a Total Mixed Ration (TMR). Cows are milked in a 50-stall stanchion barn constructed in 1999 and carry a Rolling Herd Average (RHA) of 18,583 pounds of milk 4.7 fat (868 lbs.) and 3.3 protein (611). All heifers are raised on the farm and are housed in pack barns with headlocks, while hutches are utilized for baby calves. On average, six to eight bulls are raised each year and half are sold to other Guernsey breeders. Calves are fed a 22% calf starter, 23% protein and 20% fat milk replacer. At four months of age calves are switched to a 20% calf grower and receive that until they reach breeding age, when they are fed a TMR. A year's worth of forage is chopped from Warwick Manor's land where they raise corn and alfalfa. Soybean meal, shelled corn, and hay is purchased from off farm sources.





- 85 head registered Guernsey leaving the barn after milking



Warwick Manor sign

Due to the many responsibilities Kevin holds, Warwick Manor is home to one full-time herdsman, a person to help weekdays with morning chores, and four part-time high school employees. Kevin oversees, and regularly works, on the farm along with managing the processing facility. Dina manages the office for Yoder's Country Market and the financial aspect of Warwick Manor. Kevin and Dina's three kids; Kaila (14), Karli (11), and Kolby (9) all help on weekends and when they are not busy with school activities. Their show heifers are housed up the hill in a barn owned by Dina's parents, where the kids can often be found.

When the stanchion barn is filled during milking time, it's easy to see that Kevin doesn't just want to milk cows, but milk good cows. Warwick Manor is a type-bred herd. Kevin does all matings and manages the herd. "We breed for type and feed for production," Kevin explained regarding his management style. The farm's success in the showing can be credited to his diligence in this aspect. Participating in the American Guernsey Association TPE (Total

"The biggest  
 value of showing  
 for us is marketing  
 cattle"  
 expresses Kevin



Heifers enjoying the sunshine and the view!

Performance Evaluation) program, every cow on the farm is scored every nine months. Warwick Manor's classification breakdown to date is 14 EX, 61 VG, and 11 G and one 78 point 2 year old. Sniders Garrett Alymo-ET is a popular bull at Warwick Manor, and is currently being utilized in their IVF program.

The Stoltzfus's most impressive cow is homebred Warwick Manor Alymos Selma EX-92 and EX-94 mammary system, a maximum score for second lactation. After winning the Junior 3 year old class at Harrisburg, WDE, and NAILE in 2012, she was also named Grand Champion at NAILE. She has been part of



Cows eating TMR in the pack barn



drive thru feed alley in the pack barn where cow are housed - constructed in 2006

an active IVF program. Another influential cow who has a bright future at the farm is Sniders Yogi Anise VG-88 2yr. Anise was Reserve Intermediate Champion at NAILE in 2012. Warwick Tiller Bebe EX-92 has also been a farm favorite. The 2009 All-American Jr. 3 year old, who was also nominated in 2010 and 2011 is currently on the IVF program as well. Many of their heifers have also proved themselves on the colored shavings. "The biggest value of showing for us is marketing cattle," expresses Kevin, "but we also enjoy our time as a family exhibiting at state and national shows." Warwick Manor markets approximately six to eight animals in public sales annually and an equal amount are sold privately. The show string preparation for Warwick Manor's great





85 head registered Guernsey leaving the barn after milking



Warwick Manor Alymos Selma EX-92 -1st Junior 3 year old, Intermediate & Grand Champion NAILE 2012



Sniders Yogi Anise VG-88, Reserve Intermediate Champion NAILE 2012



As the demand of the products on the store's shelves increase, Warwick Manor strives to supply (photo supplied)



All of Warwick Manor's milk is processed into either milk or ice cream. Milk can either be purchased in traditional plastic jugs or in glass bottles



The cows are not the only entity marketed successfully, proven by the success of their partnership in the processing operation. All of Warwick Manors milk is processed and sold in Yoders Country market managed by Dina's parents John and Darlene Yoder

success on the colored shavings requires good help behind the scenes. Mark Riley, from Ohio, spends a great deal of time at Warwick Manor preparing cows to head to the show and fitting them for the show ring. Mark has really become another member of the family.

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All of Warwick Manor's milk is processed at this facility into either milk or ice cream. Milk can

either be purchased in traditional plastic jugs or in glass bottles. Twenty-two flavors of ice cream line the freezer cases with some no sugar added options. Now though this may seem to be levitating towards a dairy product monopoly for New Holland, Pennsylvania; it is not. The Yoder's Country Market Golden Guernsey products are a local favorite, but there are other brands on the shelves. Providing a unique atmosphere as you walk down the glass dairy cases of this grocery store; you will find an open view of the processing room, videos of cows at Warwick Manor, family pictures with the cows at shows, and purple champion banners hanging on display.

As the demand of the products on the store's shelves increase, Warwick Manor strives to supply. With the struggle of increasing the land base to justify increased cow numbers, they are being patient with the process. Expensive feed costs provide a challenge when pursuing expansion until more farmland can be acquired. However, their accomplishments to date are too great to deplete any excitement. Kevin admits, "The planning and operating of the processing plant has been one of our greatest accomplishments

but the consistent improvement in herd genetics ranks up there as well and continues my love for farming."

A wholesome, traditional family who has ventured away from the marketing ways of their roots, but not from what they love – dairying. If you are ever traveling through southeastern Pennsylvania, take a drive through Lancaster County, and better yet, stop in for a delicious meal at Yoder's Country Market.

Check out more at [www.yoderscountrymarket.com](http://www.yoderscountrymarket.com) and visit Warwick Manor Guernsey Farm on Facebook.