

# DHIA directors meeting aims for program improvement

BY LAURA ENGLAND

STATE COLLEGE — In its continuing effort to improve program services, the state Dairy Herd Improvement Association (DHIA) held its first Directors Annual Meeting Thursday and Friday at the Penn State Sheraton, State College.

The meeting was organized in an attempt to increase statewide program uniformity. To do this, "it is important to have local director input," according to DHIA president J. Robert Kindig.

Keynote speaker Donald Ace, Professor Emeritus of Dairy Science at Penn State, who addressed the topic "What are You Doing Here?" told the DHIA directors, "We're here to talk about opportunity and the direction of the DHIA. We're here to discuss meeting dairymen's needs and to look ahead."

Ace asked the directors if uniformity was evident in the

hiring and firing process, salaries and directors meetings. "Do you have regular monthly meetings or are you meeting only during a crisis time?" he asked.

In posing questions to the directors, Ace summed up both highlights and problems of the state DHIA and stressed the need

to continually meet national DHIA standards. He said he would like to see the future task of "welding the state DHIA into one program instead of 57 programs in one state."

In a slide presentation, DHIA coordinator Philip Dukas said that DHI not only stands for Dairy Herd Improvement but also for

dedication, history and innovation. "We're going to go for the entire market for organizational growth," Dukas said in describing the program's scope of innovation.

Also addressing the directors was farm management specialist John Brockett. Brockett told the group that learning how to use

DHIA records should be a priority. He said DHIA has been misused as a management tool.

In addition to the speakers, the DHIA directors toured the DHI Center and forage testing labs. Group discussions were also held as well as a banquet concluding Thursday's program.

## Abbotts is 'manageable'

SOUTHAMPTON, Pa. — Dr. Paul E. Hand, the General Manager of Inter-State Milk Producers' Cooperative, today called the bankruptcy of Abbotts Dairies, "A serious but manageable situation for Inter-State."

Abbotts Dairies, a long time customer of Inter-State and the last remaining dairy processing plant in Philadelphia, filed a Chapter 11 Bankruptcy on Friday, Aug. 10, leaving Inter-State with an

approximate \$2.5 million uncollected receivable. Abbotts purchased about 10 percent of the more than 2.4 billion pounds of milk produced annually by Inter-State's 3200 member farmers. Hand continued with the fact that while the milk that went to Abbotts will have to be moved to other dealers, "profitable and economically feasible customers exist for all the milk Abbotts had previously received".

Robert B. McSparran, Inter-

State's President and himself a dairy farmer located in Peach Bottom, Pa, reaffirmed Hand's comments. McSparran, commenting on Inter-State's financial situation said, "Inter-State always has been and will continue to be a strong financial organization." Also, according to McSparran, the Abbotts bankruptcy will not affect the monthly milk checks received by one Inter-State members. McSparran said, "that there will be no reduction of base, excess or

blend prices to any Inter-State member as a result of Abbotts' failure to pay Inter-State."

Inter-State Milk Producers' Cooperative represents more than 3,200 dairy farmer families in Pennsylvania, New Jersey, Delaware, Maryland, Virginia and West Virginia. The 67-year-old cooperative marketed more than 2.51 billion pounds of milk in 1983.

## Correction

Information accompanying a photo on page B29 concerning Baltimore County's first 4-H sale was in error. Exhibiting his champion market lamb was Dennis Kenndal, accompanied by buyers Steve and Joan Dance of Dance Auctioneers, Towson. We apologize for the mistake.

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