

# NY DHI Hosts Supervisor Seminar

ITHACA, N.Y. — New York Dairy Herd Improvement Cooperative held a Supervisor Seminar recently to inform records supervisors about DHI innovations and recognize individual accomplishments. Nearly 250 supervisors from New York, New Jersey, Maine, Massachusetts, Connecticut, and New Hampshire gathered in Albany, to participate in the two-day event.

General Manager Nelvin Empet welcomed the crowd at the opening of the seminar with thanks for their excellent performance in 1986 and the challenge to live the DHI promise of delivering fast, accurate, useful dairy herd management services. The records supervisor makes the DHI promise real by gathering information, helping farmers realize areas that could be improved, and

monitoring progress, Empet said. Guest speaker Edgar King of the New York State Department of Agriculture and Markets, reported that this is "the toughest time for farmers since the Depression," and called for elimination of the fear that many farmers associate with the word "cooperative." Farmers need help from informed sources to manage their resources and make profitable management decisions, King said. King described the Regional Cooperative Marketing Agency, a money management cooperative intended to improve dairy farmer's incomes by collective bargaining. Supervisors throughout the Northeast system were recognized for various accomplishments in years of service, excellence in reporting and on proficiency and competency exams, and for

numerous sales achievements. Two region managers, Walter Close and Myron Brown, were commended and awarded for 40 years of service with the cooperative. Close lives in Oneonta and manages supervisors in Chenango, Otsego, and Herkimer counties. Brown is responsible for supervisors in Washington, Warren, Saratoga, Rensselaer, Schoharie, Albany, and Montgomery counties and resides in Cobleskill.

General Manager Nelvin Empet reported that the Northeast DHI Association task force would be meeting on Oct. 21 to consider a draft of bylaws for the new Northeast DHI organization. Currently, the states of Connecticut, Maine, Massachusetts, New Jersey, and New Hampshire have contracted with New York DHI for record keeping and

management services. Sept. 1, 1987 is the goal set for consolidation of the Northeast organization, which would give representation on the Board of Directors to all states involved.

Lyle Wadell, Director of the Northeast Dairy Records Processing Lab, spoke of the future of NE DRPL. Toll-free telephone lines have just been installed for better communications. Wadell recognized Kathryn Ray, DRPL writer, who was hired in another effort to improve communications. Wadell described upcoming electronic mail systems and increased use of computers in DHI record reporting. He mentioned that use of the Remote Management System, a method allowing parties to access DHI records via remote computers, has increased 68 percent over the past year. Wadell expects this increase to continue as computers become the way of the future for dairy farm managers.

Dairy Production Consultants Dr. Arden Nelson of Homer and Dr. Howard Redlus of Mount Holly, N.J. spoke of the importance of records in herd health and production management. Without a record base, it is impossible to make sound nutritional, reproductive, and production management decisions, according to these two production medicine veterinarians.

Nelson and Redlus claim that dairy animal veterinarians are now spending more of their time as production consultants than in treating disease. The DHI supervisor is the crux of the records on which these veterinarians base their consulting decisions. The DPC consultants commended the supervisors in attendance for excellent service

and challenged them to take an active interest in their members' records to help make those records come alive.

Terry Smith, New York State Extension Dairy Specialist, based his talk on the importance of the DHI Remote Management System in making DHI records come alive for dairy producers. Records are of utmost importance in the day to day and long term decision making processes that dairy farmers undergo, Smith said. Smith spoke of Extension projects underway in several areas of New York State involving extensive use of the Remote Management System in dairy farm management and of the impact these projects will have on the future of dairy farming.

Calvin Walker, Maine Extension Dairy Specialist, spoke of the importance of the Advanced Information Manager reports. AIM offers farm managers the opportunity to use their records in innovative and self-tailored styles without the need for a computer on the farm. Walker commended the new "AIM in Lieu" option, where a farmer can trade the Sample Day Lactation Report for an AIM report of his or her own making, as an opportunity for supervisors to spread the word about the importance of AIM.

At the closing of the seminar, General Manager Nelvin Empet reiterated the principles and goals of the cooperative and called for continued superior performance by NY DHI records supervisors. He stated that the DHI mission is to increase the dairy farmers' net profit. "If you can't measure it, you can't manage it," Empet stated. The DHI supervisor is the focus of the measurements that provide the records used to make profitable management decisions.

## Order 4 Milk Priced At \$12.93

ALEXANDRIA, Va. — Middle Atlantic Order Market Administrator Joseph D. Shine announced a September 1986 base milk price of \$12.93 per hundredweight and an excess milk price of \$11.53.

The weighted average September price was \$12.91 and the butterfat differential for the month was 17.7 cents. The base milk price was up 26 cents from August and was 38 cents higher than last September. The weighted average

price was up 25 cents from August and was 42 cents higher than a year earlier. The gross value of September producer milk was \$66.1 million, compared to \$63.6 million a year ago.

Shine said that producer receipts totaled 513.5 million pounds during September, an increase of 2.8 million pounds from last September, and the average daily delivery of 2,640 pounds per producer increased 100 pounds or 3.9 percent from a year earlier.

Class I producer milk totaled

261.0 million pounds and was up 19.7 million pounds or 8.2 percent from last September. Class I milk accounted for 50.84 percent of total producer milk receipts during the month, compared with 47.25 percent in September 1985.

Base milk accounted for 91.96 percent of total producer milk receipts in September compared with 88.94 percent last year. The average butterfat test of producer milk was 3.61 percent, up from 3.55 percent last September.

Middle Atlantic Order pool handlers reported Class I in-area milk sales of 211.4 million pounds during September, an increase of 2.4 percent from a year earlier after adjustment to eliminate variation due to calendar composition.

## USDA Buyout Report

WASHINGTON — An estimated 13,700 head of dairy cattle were slaughtered in federally inspected plants during the week ending Sept. 27, as a result of the Dairy Termination Program, the U.S. Department of Agriculture announced Wednesday.

This total includes all cows, heifers and calves identified as dairy animals designated for disposition in compliance with the program requirements.

The cumulative total of cattle slaughtered under the program from April 1 through Sept. 27 is an estimated 789,700 head.

The purchases of meat in addition to normal purchases are to help offset the effects of the DTP on the domestic meat market. For the two-week period ending Oct. 11, the government purchased 241,250 pounds of meat. The cumulative purchases, reported bi-weekly as of Oct. 11, total 297.5 million pounds.

Dairy cattle reported for export under the program for the period April 1 to Oct. 11 totaled an estimated 37,003 head. An estimated 648 were exported during the week ending Oct. 11.

### WHITE WASHING with DAIRY WHITE

- DRIES WHITE
- DOES NOT RUB OFF EASILY
- NO WET FLOORS
- IS COMPATIBLE WITH DISINFECTANT & FLY SPRAYS
- WASHES OFF WINDOWS & PIPELINES EASILY

### BARN CLEANING SERVICE AVAILABLE WITH COMPRESSED AIR

To have your barn cleaned with air it will clean off dust, cob webs & lots of old lime. This will keep your barn looking cleaner & whiter longer.

We will take work within 100 mile radius of Lancaster

**MAYNARD L. BEITZEL**  
Witmer, PA 17585 717-392-7227

Barn Spraying Our Business, not a sideline.  
Spraying since 1961.

High Pressure Washing And Disinfecting Poultry Houses, Veal Pens, Hog Units And Dairy Barns

# 4th ANNUAL NuPULSE HARVEST PIPELINE SPECIAL



**FREE** 200 Ft. of 2" S.S. 18 gauge tubing **FREE**

Order a pipeline system\* and get your first 200 ft. of 2" stainless steel tubing for FREE.

That's a savings of over \$800!

Take Advantage Of This Harvest Special Now.

See Your Local Dealer Now!

\* Contact your dealer for details of required pipeline components

**PENN YORK REFRIGERATION**  
RD 1, Box 390  
Knoxville, PA 16928  
814/326-4496

**STINER'S REFRIGERATION**  
25 Crooks Terrace  
Canton, PA 17724  
717/673-8351

**ZIMMERMAN'S SALES & SERVICE**  
2440 St. - Rt. 7  
Columbiana, OH 44408  
216/482-5190



**Nu Pulse, Inc.**  
908 Stewart Street  
Madison, WI 53713 USA  
608/274-2722

**HENRY JAQUITH**  
RD 1, Box 325  
Spring Creek, PA 16436  
814/664-2397

**ASHBY FARM SERVICE**  
RD 8 Box 1A  
Harrisonburg, VA 22801  
703/434-9943

**DIST. SALES MGR. CURT CASSADY**  
519 Golden Street  
Lititz, PA 17543  
717/628-1065

**AQUILLA YODER**  
Box 83  
Belleville, PA 17004  
717/935-2481

**SCHMIDT'S EQUIPMENT**  
RD 2, Box 122  
Hawley, PA 18428  
717/253-3048

**LUCAS BARN EQUIPMENT**  
RD 2, Box 339D  
Bellefonte, PA 16823  
814/383-2806

**CRIDER DAIRY EQUIPMENT**  
8933 Rowe Run Road  
Shippensburg, PA 17257  
717/532-2196

**NORTHAMPTON FARM BUREAU**  
300 Bushkill Street  
Tatamy, PA 18085  
215/258-2871

**FISHER & THOMPSON**  
127 Newport Road  
Leola, PA 17540  
717/658-3307