

# DHIA Head

(Continued from Page A1)

is simply something added to it in terms of service to the dairyman.

DHI, which would probably be the next one for scrutiny, is usually looked upon as a two-time-a-day milking. Both weighed. Both sampled. The only difference between this and DHIR is the breed program involvement. Otherwise the testing procedure, the testing codes, the records which are returned are absolutely the same. There is some cost difference for the dairyman because he is not having to pay for the breed sponsored programs.

As we come to AM-PM with a timer, AM-PM really cuts in both directions. After the activities of the Holstein Association earlier this year, AM-PM is now an official program for DHIR as well as DHIA. Which means that as we move from DHIR to DHI to the AM-PM, we are not coming downhill. When we go to AM-PM, what we're doing is looking at and measuring a single milking a day. Projecting a record from that based upon an interval established by a timer and the statistical basis that we have in which to move. That applies equally to DHI and the DHIR. Normally it will be available at lower cost because the supervisor is required only one time on the farm as opposed to two. So this is really a price option in the program. AM-PM applies to DHI or DHIR. Moving past that to the AM-PM program without the timer, this is recognized as an official program in Pennsylvania. It is obviously of lower cost because it involves again the single measure milking. However, since it does not have the timer, it is not accepted to the breed association for DHIR records. Cattle are not

indexed under the AM-PM program by USDA. A certain number of daughter evaluations do go through USDA for genetic evaluation. So there is a usage in that area. Indexes will not come off the AM-PM program. AM-PM, as such, is not recognized by all state DHI's as official programs. So it sits halfway in between. When we move past that, we begin to look at such things as owner sample direct service and so forth. These are management records. They are normally at lower cost because of the less degree of service involved. However, once the sample leaves the farm, the degree of accuracy in terms of testing and quality controls is absolutely no different than that on DHIA.

Q. So if a farmer has given you a good record, he is going to get a good record back?

That is correct. When they open the official to the management record, the only real changes are in the sampling and service procedure on the farm. And there it becomes the owner's responsibility to provide the accuracy. In terms of the calibration of the equipment, equipment used to test those samples, processing procedure, you can't tell the difference between that and the DHIR.

Q. Let's move to fat and solids... fat and all the other ingredients in milk that we can test for. It seemed that a lot of times the fat and solids-not-fat will go down the same line and yet we still get paid on fat. Would you like to comment on that and what different parts of milk that can be tested? What is available? What should we be doing along this line?

Without exhausting the subject, once we get into it I think we're

recognizing first a testing program which has usage for genetic evaluation, that is future oriented in that you breed in that direction. The second element entering here is pay base as currently exercised. That takes two different animals and requires concerns often quite different. Example, Pennsylvania with its heavy degree of urbanization, with major milk sheds in the Pittsburgh, Philadelphia and other areas has had over the years a higher blend ratio and, consequently, a higher milk price than say the upper Midwest. In the state of Wisconsin, for example, about 70 percent of production goes into the hard product. In Pennsylvania it is considerably lower. What does this mean for milk handlers? It means in the state of Wisconsin, most of the people who acquire milk for processing will pay on a protein base and quality. They have every reason to do so. Protein content combined with the quality produce a higher cheese yield, which means more dollars coming out the other end for them. There is every incentive to do it. That heavy degree of incentive is not present in Pennsylvania on the part of the milk handlers because of the higher bottling. We have certain plants which will pay on a protein base. Many of them do pay on quality already. It's not whether or not it's going to happen. It's a question of when. That's the milk handling side and the impact that it has.

Now flip that over to the other side. You've got a herd of 60 head out there. You plan on doing business for the next 15 years or 20 or however many. It means that as you look at the herd that you've got in your barn, you want the next generation, if your breeding direction is appropriate, to be

better than what you got in the stalls. If this is true, better in what way? One, they should be more economically efficient, which means they're going to have to match the market at that time. Brought back to home base, what this means is that if you're going to breed in the direction of protein, solids-not-fat or whatever, you have got to be tested at least five years earlier for that in order to provide a statistical base for genetic evaluation. Where the crunch comes is if one does not make those shifts in the testing program at the appropriate time, genetic evaluation is not there, and assume that the milk handling industry changes its pricing base first, you've got a lot of catch-up to do. And there is no way you can do it.

Q. Is there any indication that the other contents of milk do follow the fat content so that we wouldn't be totally lost if we made the switch later on?

Yes. There is a degree of truth in that. Normally we would expect that a cow which tests fairly high on butterfat is going to be fairly high in protein. Although protein will be lower than butterfat. This has been an assumption for years. It's one of the excuses we use for not testing for protein, which just flat out ain't true. We've found, for example, sires that had noteworthy credentials for butterfat test improvement have actually gone negative on protein.

Other factors involved, so long as one is paid for milk fat with no payment for protein, the incentive is not to move in that direction. The people who are sensitive to the future of the industry, I think, are already looking there. Another consideration, butterfat percentage in production is more

highly influenced by managerial factors than is protein. Protein essentially is a cow's foot print. By management factors such as feeding, environment and so forth, you can make small changes on it, but not big ones as you can in butterfat. That will remain essentially stable and it is attached genetically to the cow. Meaning that if you want to make changes in your capacity to produce pounds of protein or percent protein, you better be thinking a long way ahead because feeding won't do it.

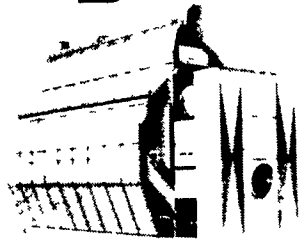
Q. I know you're looking at innovative programs in DHIA. This ARIS program. I'm not so sure that it has progressed to much. Can you give us a little update on it and where we might be headed?

There perhaps isn't a lot that one should be saying about the ARIS program at this point. I think the overall orientation of it might be worth looking at. That is an attempt to do the customary sample analysis, processing into the main frame. But past that point to enable the dairyman to access, retrieve, massage, manipulate, and reorganize everything that's in that main frame to come out as a report that he wants without receiving standard hard copy

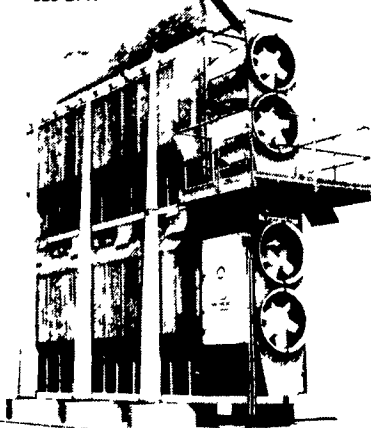
(Turn to Page A35)



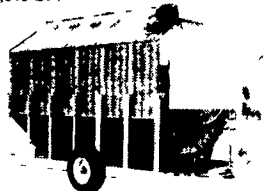
## FARM FANS: a TRADITION of EXCELLENCE



Continuous Multi-Stage  
Model CMS 420J  
920 BPH\*



Model CMS 1000H  
Continuous Multi-Stage  
2,015 BPH\*



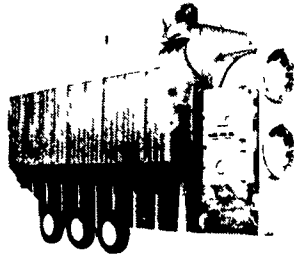
Model AB 180  
Automatic Batch  
280 BPH\*

Farm Fans has established a tradition of excellence with grain farmers everywhere by producing the most energy efficient, automatic, and dependable dryers possible.

Farm Fan's excellence is illustrated by our pride of workmanship, and the use of our dryers by some owners for over twenty years

Whether you want to operate batch, continuous flow, or continuous multi-stage, there's a dryer for you, even if you operate full heat or dry and cool

Harvest earlier, more efficiently, and get greater market flexibility. Own a dryer that truly pays for itself



Model CF 410  
Full Heat Dryer  
815 BPH\*

FARM FANS —  
THE STANDARD  
OF THE INDUSTRY!



**FARM  
FANS INC.**

**EMHERR EQUIPMENT, INC.**

RD 1, Rt. 272 S., Herrville Rd., Willow Street, PA 17584

Phone 717-464-3321 or Toll Free: 800-732-0053

## Need A Winter Hardy Alfalfa?

### Plant VE-NE 83

Developed for Northern PA and New York State.

More winter hardy than other alfalfa varieties.

#### Resistant to:

Bacterial Wilt  
Pea Aphid  
Fusarium Wilt

Spotted Alfalfa Aphid  
Anthracnose  
Phytophthora Root Rot

Has some resistance to stem nematode

#### California Grown:

If your alfalfa is not over wintering well, try VE-NE83.

#### Distributed By:

**Northampton County Seed Co., Inc.**

P.O. Box 51 Bath, PA 18064 215-837-6332

#### Distributors of:

Peak Alfalfa, LW 38 Alfalfa, Friend Ryegrass

#### DEALERS:

James Hoover  
Rt. 6 Box 896  
Lebanon, Pa. 17042  
717-933-5370

Duane Miller  
RD #1 - Box 680  
Clinton, Pa. 15026  
412-378-8175

Rich-Roy Farms  
1553 Pen Argyl Rd.  
Pen Argyl, Pa. 18072  
215-588-7144

Glen Simonton  
RD #1  
Port Royal, Pa. 17086  
717-527-4772

Sheldon Harsberger  
RD #1 Box 41B  
Millintown, Pa. 17059  
717-436-2523

Hausmann's Farm  
Box 173 RD #1  
Schnecksville, Pa. 18078  
215-767-5281

Christian Farmers  
c/o Peggy Berry  
RD #1

Sussex, NJ 07461  
914-726-3688

David Bird  
RD #2 Box 122  
Catawissa, Pa. 17820  
717-365-7403

F.W. Eckel and Sons  
RD #2 Box 384  
Clark Summit, Pa. 18411  
717-586-2822

Mariowe Stutzman  
RD #2 Box 78  
Mertztown, Pa. 19539  
215-682-7065

Palmerton Feed and Grain  
480 Delaware Ave.  
Palmerton, Pa. 18071  
215-826-2117