

Holstein Association Finances Are In The Black

WILKES-BARRE — The financial statement for the Pennsylvania Holstein Association improved dramatically from 1985, the association's treasurer reported Thursday at the association's annual meeting.

At the 1987 state convention held here at the Sheraton Crossgate, Walter Wurster stated that the association recorded a net income of \$65,801.10 for fiscal year 1986. In 1985, the association tallied a \$39,233.90 net loss. Wurster said the majority of the increase resulted from a "good sales year."

The association recorded a "significant turnaround" in a net increase in working capital of \$28,581.35 in 1986. For 1985, the working capital netted a \$25,737.91 decrease, Wurster noted.

"The expenses were up some last year. But the income was up substantially so the association came out ahead," the state treasurer said.

In the statement of income and expenses the largest increases were in the domestic and export sales. The domestic sales changed from a loss of \$6,252.53 to a profit of \$15,210.30. Wurster explained that export sales more than doubled from \$81,967.51 in 1985 to \$167,075.69 in 1986.

"Export sales is the area that is

paying for other projects," Wurster commented.

Brazilians placed the most recent export order handled by the PHA. "In the last year we became involved in export orders to Brazil. Actually, PHA was implemented to act as a broker between the breeder and Brazilian buyer," association President Arthur Baxter said at the annual meeting.

PHA assembled 500 Holsteins at the association's barn in Middletown. The first planeload of animals departed from Harrisburg in December.

"The Brazilian order and the renewed interest through domestic orders gave Pennsylvania Holstein breeders a lift — a renewed interest and optimism in the merchandising of registered Holstein cattle. It acted as a stimulus," Baxter said.

"But now several months later, the problems we have found with the Brazilian export order seems to have stagnated our association. Brazilian government red tape, processing delays and other hurdles created pessimism, concern and in some cases anger amongst our members.

"As we gather here today, prospects for having the animals on planes to Brazil look good. Let us not allow what proved to be such



Recipients of the Progressive Breeder Registry Award are, front row left, Tom Boyer, Wayne Sherwood, Nathan Stoltzfus, Lewis Berkley, Clarence Beiler. Back row left, William Shultz, Donald Seipt, Jay Houser, Richard Packard, Kenneth Umble, and Tom Dum and Clarence Stauffer, HFA consultants.

a stimulus and uplifting opportunity bog us down now," Baxter continued.

Baxter noted in his speech the need for a strong member voice to the national Holstein association to change the HFA from the far left position to a more moderate center position.

"Anyone who finds fault with the indexing system is considered narrowminded. Yet, we see HFA eliminate staff members because their philosophy opposes HFA and they express their views in the open. Is this what HFA calls 'openmindedness?' HFA views itself as one of the most democratic organizations serving dairymen, yet, in practice it is their way or no way at all," the president said.

He continued, "HFA has told us they want feedback from its members. Yet, following a recent meeting in western Pennsylvania with our National Directors, Jim Pounds and Neil Hammerschmidt from Brattleboro, we all received a letter telling us of the dangers of allowing members a voice in how their organization is managed."

Baxter cautioned against breeding cows only by numbers. Breeders need to consider type, fat yield, calving efficiency, longevity and protein yield in addition to milk production. "Let's not concentrate so hard on the ones (cows) that have been earmarked as superior that we miss the ones which are truly superior," he said.

The youth program which boasts 1,800 members is an integral part of the future of the PHA, Baxter explained and encourage members to support youth programs. "We should be proud and supportive of our youth and consider any money PHA invests in the youth programs as money well-spent."

He also encouraged the membership to support the magazine Pennsylvania Profiles and



Somerset County captured the junior dairy bowl contest. Members of the team include, front row left, Thaddeus Will, Matt Welsh, Heather Welsh and Jennifer Welsh. Back row left, Connie Welsh, coach, Jennifer Brown, Ronald Kimmel and David Welsh, coach.

programs of other agriculture organizations. "Together we can make the future brighter for our children and ourselves.

Two regional elections for executive committee members were held recently. In the Central region, Fred Strouse will replace retiring board member David Burket. In the Northeast region, Gordon Wood will replace retiring board member Gerald Parker.

Donald Seipt of Keystone Farm, Easton, will seek the vice presidency of the national Holstein association. He received the unanimous support of the membership at the annual meeting. Elections for this office will be held at the national convention this summer in Indianapolis.

Neil Hammerschmidt of the national office will replace James Pound as director of field services on July 1. "In Pennsylvania you have more opportunity to participate in the future of the breed

due to the large cow population in the state," he said.

"Brattleboro is not the association. You people are going to direct the future of this organization," he added.

HFA finished the year slightly in the black, Thomas Kelly, national director, said. The revenues increased by 5 percent and expenses dropped 2.5 percent, he noted. Registrations increased by 17,000 and transfers increased by 12,000, he said.

John Howard, Willow Street, Lancaster County, announced that the 1988 convention would be held in Lancaster County.

Awards

Barbara Houser and Walter "Rusty" Russell won the senior distinguished junior member awards at the awards breakfast on Thursday morning.

Barbara, the daughter of Jay and Mary Houser, Spring Mills, has been active in junior Holstein work for 11 years. She owns 11

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Milk Promotion Leaders Meet Informally

WILKES BARRE — The four advertising and promotion programs operating in the state of Pennsylvania met informally at the Pennsylvania Holstein Convention here Wednesday to discuss mutually beneficial efforts in the investment of producer funds.

The representatives agreed to continue dialogue in this area and agreed to meet in the future to continue such efforts.



Members of the Berks County dairy bowl team which won the senior division contest are Gary Bicksler, left, coach George Merrill, Doris Stump, Mark Moser and Charles Seidel.



Senior division finalists in the Distinguished Junior Member contest are, from left, Kenneth Diebold, Bradley Ludwick, winner Walter "Rusty" Russell, winner Barbara Houser, Doris Stump and Kathleen Todt.



Junior division finalists in the Distinguished Junior Member contest are from left, J. Thomas Brown, Eric Stine, winner Brian Richard, winner Lona Rader, Amy Richard and Susan Corbin.



Junior milk and fat class winners include Terry Branstetter, left, Cathleen Ohlinger and Doug Stern.