

Northeast DHIA Merger Approved

On December 3, 1987, the 63 member delegate body of New York Dairy Herd Improvement Cooperative voted unanimously to unite the states of New Jersey, New Hampshire, Connecticut, Massachusetts, Maine, and New York into the first regional Dairy Herd Improvement Association with a centralized management system in the US. The new organization becomes effective on April 1, 1988 and will be called the Cooperative Northeast Dairy Herd Improvement Association, Inc., working under the trade name of Northeast DHIA.

"This will be a first in the nation, but I assure you it won't be the last," said Dick Scott, a dairy farmer from Maine, National DHIA Board member, and chairman of the Northeast DHIA Task Force. Current issues faced by dairy farmers offer many challenges, and to survive farms must get bigger and more efficient while controlling costs, Scott said. It is no different for DHI or other agricultural organizations, he added.

The purpose of DHI is to help farmers maximize profits through analyzing dairy records that come

from a reliable, dependable source. Northeast DHIA will be that source for the 7,000 member farms in New Jersey, New Hampshire, Connecticut, Massachusetts, Maine, and New York. This merger provides a base of 500,000 cows to spread the overhead of DHI management and assure support of a state of the art milk analysis laboratory and the dairy records processing center. Northeast DHI members will receive quality records at a competitive price.

The merger was approved at the 38th Annual Meeting of New York Dairy Herd Improvement Cooperative, held December 2-3 in Ithaca, NY. "Farmers will see a new name, but no immediate changes in service or direction," said Nelvin Empet, General Manager of NY DHI. An important change will be in representation on the board of directors. Thirteen districts across the Northeast region will now be represented by directors elected by the members of those districts.

It was also shown at the annual meeting that NY DHI had a strong year financially, with a 3% margin

on over \$11 million in total sales. The DHI Forage Analysis Laboratory had a very successful year with an increase of almost 17% in forage sample volume. Updated equipment and increased emphasis on customer service helped in this success. The cooperative has

adequate reserves to meet projected long term capital expenses, and the 1988 budget holds no fee increase for dairy production records.

In an address to Northeast directors in support of the merger, NY DHI President John Noble stated,

"As a single organization we have the potential and the resources to challenge the future more effectively." Northeast DHIA is well equipped to provide management records that will help Northeast dairy farmers meet the challenges ahead.

Gardner Elected Director Of Eastern Milk Producers

Dairy farmer Lewis Gardner of Galeton, PA, has been elected to the board of directors of Eastern Milk Producers Cooperative.

He will serve out the unexpired term of the late George Fuller of Cohocton, NY, and become eligible to run for a full three-year term on the board in the fall of 1988.

Delegates representing some 200 farmers in District 14, which straddles the western portions of New York and Pennsylvania, met in Olcan, NY on Dec. 10 to elect a director. The board certified the results of the election on Dec. 16, and installed Gardner that same day.

Gardner and his wife, Lois,



Lewis Gardner of Galeton has joined the Eastern Milk Producers Cooperative board of directors.

bought their 100-acre farm 10 years ago. They milk 50 cows out of a herd of 75 Holsteins. They also rent another 150 acres, mostly for tilling. Alfalfa and corn are their main crops.

Sons Lewis III, 14, Lee Thomas, 13, and Levi Earl, 11, all help on the farm.

Gardner joined Eastern three years ago after leaving the now-defunct NEDCO, and has been active in Eastern's Galeton Local almost from the start. He has been president of the Galeton Local for

the past two years, and also a delegate for the past year.

Gardner grew up on a family farm in Bucks County, PA, but after high school, he spent four and a half years in the Marine Corps as a demolitions specialist. In 1966 he got married and, drawing upon his experience in the Marines, he established Eastern Blasting Company to do explosives work for construction companies. He ran the blasting company for 11 years before saving enough money to fulfill a dream of having his own dairy farm.

Gardner is a past president of the church council at St. Mattheus Lutheran Church in Germania, PA. He also served on the Agricultural Stabilization Conservation Service (ASCS) committee, and is a member of the Potter County Dairy Herd Improvement Association.

He joins 14 other directors on Eastern's board, representing some 3500 member-farmers in nine Northeast states. Headquartered in Syracuse, NY, Eastern Milk Producers Cooperative has facilities in several states, including six retail dairy stores.

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