

Columbia DHIA

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dairy farmer must record known feed information. The system can then identify where feed deficiencies exist within the herd and recommend adjustments to correct excesses and deficiencies.

Forage Testing

Going hand in hand with the nutrition system is a forage analysis which has not yet been completed. Once in operation forage and milk samples will be picked up at the same time by the supervisor. Samples will go to the labs and

reports and recommendations will be returned together to the dairy man.

Young Stock Management

DHIA is working on other areas of service. One is young stock management which will replace calf books. The calf information will be entered into the system and when the heifer freshens, the need to copy all data from calf to fresh cow records will be eliminated. This useful management tool will be a valuable time saver. The target date is some time in 1989.

Sample Pick-up

The use of sample pick-up trucks came up for discussion. The change was necessary because DHIA has discontinued use of the sample preservative dichromate for environmental reasons. An alternative preservative Bronopal, a non-toxic substance. With pick-up trucks as transporters, the samples will reach the lab in half the time of the former method of UPS pick up and with a more constant and desirable temperature climate. With UPS, samples often sat in hot summer climate or freezing winter conditions, both of which affect

tedd the quality of the sample. More reliable results will be obtained.

What's In Store?

Reorganization of DHIA, according to Barth, is a two-sided issue: management control and membership control. The two must jell into an organization that is not cumbersome, while providing information from both sides.

Both sides essentially work for the same goal, to make the dairy farmer more competitive, not only in the state or county, but also in the country.

What dairy farmers are doing in California have a definite effect on dairy farmers in the Northeast. That state can produce milk for \$3.00 less per hundredweight than Pennsylvania farmers. Because of low production costs California farmers can afford to ship milk to eastern markets and still undersell Eastern producers. This marketing deficiency must be worked out by a cooperative effort from both sides.

DHIA is an \$8 million non-profit operation. Efficiency must top the list of priorities. The structure must be reorganized to get the most for a dollar and also meet farming community's changing needs.

With computers entering the farming field, the consumer is demanding more and better services. If DHIA is to continue to meet these needs and maintain membership in a shrinking dairy community, it, like the dairy farmer, must compete, but in this case it must compete against itself.

Although DHIA members pay only 1 percent of their profit for this service, an expenditure can pay for itself many times over if used correctly. To do this the service must continually update and expand its information.

Several cost cutting items were mentioned. DHIA has installed equipment which has eliminated three costly salaried technicians. The equipment will pay for itself in three years. Reusable vials have replaced the disposable milk sample bags at a substantial saving.

Since there is little chance for reduction of DHIA services in the future, it is the organization's goal to maintain present cost levels and at the same time develop new systems.

A concern expressed by several in the audience was for more education of services offered. While letters of instruction and video equipment may provide some assistance, there is still a strong need for a one-on-one discussion with some of the users. An example was given that somatic cell management, nutrition implementation and compiling reports was not understood by some users and after frustration sets in, they simply drop out.

Barth said he was aware of the short coming and while personnel to accompany each service with more than initial instruction is unaffordable, DHIA is working to find acceptable solutions for everyone.

Joe Lyons said that because of comments and concerns coming to the Columbia board of directors, a workshop is being considered for this winter. Evaluation will be based on attendance and interest noted.

Award Winners

The meeting drew to a close with award presentations by President Andy Robbins. The following dairymen were award winners: John Stemrich recognized for best somatic cell count fo 74,000 which was sponsored by the Bloomsburg Veterinarian Hospital.

Dick Kreibel recognized for the highest increase in milk production with 2,531 pounds which was given by Local Farm Credit.

Jay Wise was recognized for the highest increase in butterfat with 107 pounds which was given by Local Farm Credit.

Bruce Hemsarth received an Honorable Mention for increased butterfat production with 106 pounds.

Jim Hunter was recognized for high herd production with 22,621 pounds. Hunter also got the award for high butterfat production at 824 pounds. Both awards were sponsored by Endless Mountains Harvester.

Dick Kreibel announced that the board is going to discuss recognition or non-recognition of non-published herds, enter it into the record and bring to an end the issue which has dominated many conversations.

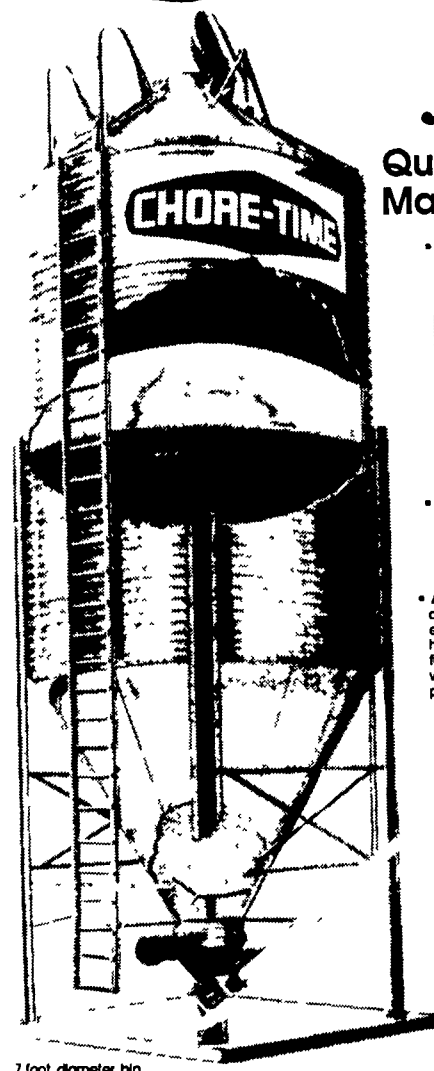
Jim Kline and Craig Fester were elected to three-year terms and and Bruce Hemsarth to one-year term on the board of directors.

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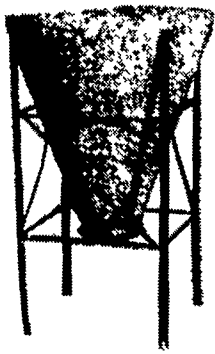
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Meating Out Rewards

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involved in raising rabbits; BOAC, a community-involvement activity; and citrus sales. During his freshman year, he was the top salesman among the first-year students. Last year he sold about 150 cases of oranges and grapefruit and became the top salesman overall. Weldy hopes to have repeated that feat again this year, but won't find out until the awards banquet in March.

He received the Star Greenhand award in his freshman year and also received the ag processing award for his work experience in the butcher shop.

The FFA'er also competed in meats judging, ag mechanics, and dairy and livestock judging. Last year he and his meats judging team

placed first in the county. "Meats judging takes a lot of work to learn the different cuts," Weldy said. "You can't learn them overnight. You have to study." Some of what Weldy knows he was lucky enough to learn first hand at the butcher shop.

Weldy is uncertain of where the future will take him. "I might go further into butchering, but I'm also thinking of farming," he commented. "But this (butchering) will be my job after high school until I know more of what I want to do."

Regardless of what Weldy decides to do, it's certain that he will take with him specific job skills as well as the responsibility and confidence that he's learned as an FFA'er.

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