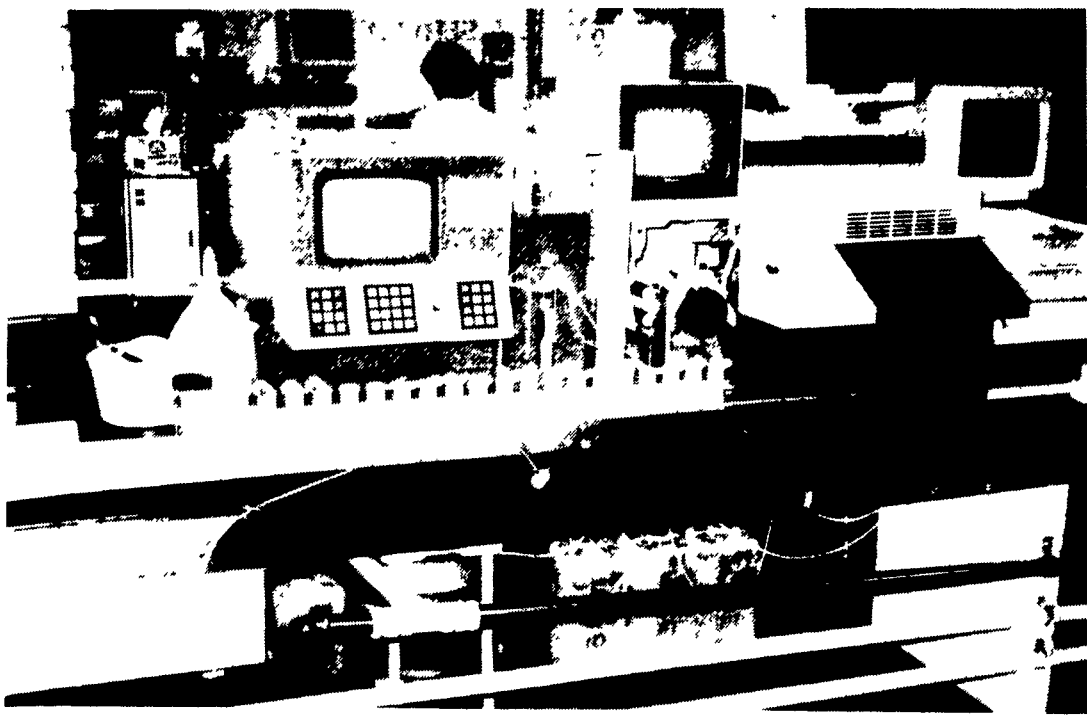


Laboratory Services



Foss 605/360 "combi" unit is state-of-the-art testing equipment in the central milk testing lab.

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outweighs that of speed. After all, it matters little how quickly we get samples tested, if the results are not accurate.

State of The Art Equipment Enhances Quality

Since 1986, with quality in mind, the PA DHIA Board has been investing in new equipment which has replaced machines 12 to 15 years old. The equipment used in your DHIA laboratory today is the best currently available to the market. This equipment is not inexpensive by any means, but is highly specialized, and very accurate. Each "station", consisting of a fat and protein tester, a somatic cell counter and a data controller (computer) costs approximately \$190,000. There are four of these stations in the laboratory, as well as one station of older equipment which is used primarily for backup purposes.

This state of the art equipment contains an internal error handling system, which means high quality results to our members. Anything that happens within the equipment that will affect the result of the

sample being tested causes the machine to give an error message to the operator, and the machine automatically goes into standby mode until the problem is corrected. This ensures that if a problem occurs in a machine, that no more samples are tested on it until the problem is resolved.

An added plus to the new equipment is speed. Our old equipment was able to test about 175 to 200 samples per hour. The new equipment, however, tests 275 to 300 samples per hour. And once a new data capture system is put in place in 1991, the speed should increase even further. This efficiency has allowed the lab to go from 16 full-time operators 5 years ago to only 11 at this time. The reduction in personnel cost is a savings our members realize every day. Additionally, most samples, with the exception of those received on Saturday, are tested within 36 hours of arrival at the laboratory, keeping turnaround time low.

National DHIA's Q.C. Program Is A "Quality Asset"

Far and away the biggest asset we have toward quality results, however, is our participation in

the NDHIA Quality Certification program. Nowhere is this program more stringent in its regulations than in the laboratory area. DHIA members nationwide can rest assured that if their DHIA lab passes the annual QC evaluation that it is in fact a quality operation. A comparison between NDHIA QC acceptable standards and those required by the milk marketing board in PA (licensing for payment purposes) indicates this as well. In virtually all areas, NDHIA QC requirements are more stringent than those required for licensing a laboratory for payment.

Our Quality Control Specialist works full time in the area of laboratory quality. It is her job to

DHIA Calendar Of Events

(Continued from Page D9)

February 13

Southwest District Association meeting, Ramada Inn, Somerset, Pa., 9:30 a.m.-3 p.m.

February 15

Northeast District Association meeting, Elk's Club, Towanda, Pa., 9:30 a.m.-3 p.m.

March 6-7

Pa. DHIA annual meeting and Northwest District Association meeting, Days Inn, State College, Pa., noon to noon.

March 12

County dairy agents in-service dinner sponsored by Pa. DHIA, State College, Pa., 6 p.m.-9 p.m.

March 19

N.E. Region Supervisors' Conference, Wysox Fire Hall, 1 p.m.-6 p.m.

March 21

S.E. Lancaster area Supervisors' Conference, Yoder's, New Holland, Pa., 1 p.m.-6 p.m.

March 22

S.E. Region Supervisors' Conference, Embers, Carlisle, Pa., 9 a.m.-3 p.m.

March 26

N.W. Region Supervisors' Conference, Clipper, Clarion, Pa., 1 p.m.-6 p.m.

March 28

S.W. Region Supervisors' Conference, location to be announced, 1 p.m.-6 p.m.

March 24-27

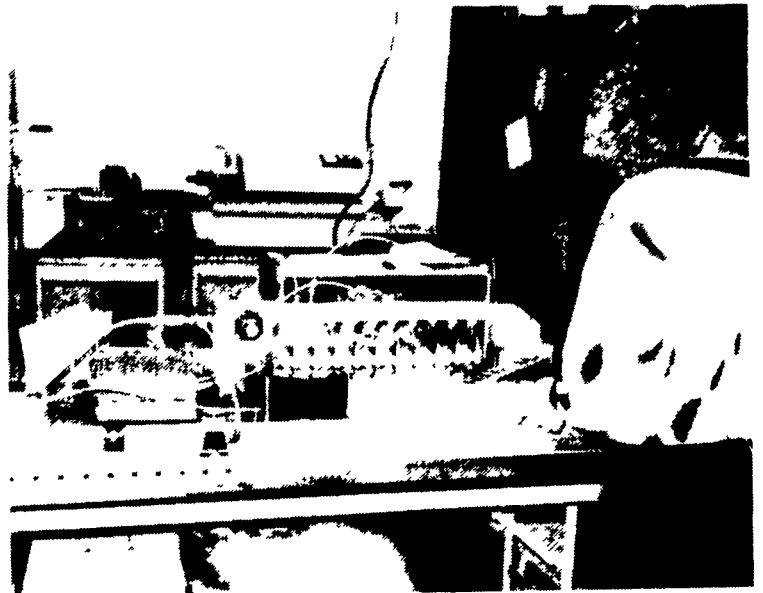
National DHIA Convention and Trade Show, Northeast Caucus meeting, Baltimore, Md.

April 3-4

Pa. DHIA board meeting, Holiday Inn, State College, noon to noon.

May 27

Memorial Day, Service Center closed.



"First of its kind," liquid bromopal dispenser operated by Lisa Yearick.

ensure that all laboratory requirements are met through the NDHIA Q.C. program. Her responsibilities in this area include running weekly calibrations and monthly unknowns on every piece of equipment in the laboratory. Within the calibration program we are required to keep fat and protein machines within 0.05 of the chemical reference test. In other words, if the calibration test is supposed to run 4.35% fat and 3.21% protein, it must run between 4.30 and 4.40% fat, and 3.16% and 3.26% protein. Somatic cell counters must be within 15% of the microscope reading. The calibration samples are purchased weekly from an NDHIA approved sample supplier.

In addition to weekly calibrations, the monthly unknown program monitors the performance of all DHIA machines nationally. The samples arrive at the lab with no chemical results, they are run on all equipment, and the results called in to the sample supplier. Only after the results have been called in will the chemical results be given out for comparison. National DHIA then receives the data from each laboratory directly from the sample suppliers. Standards for unknown week are the same as those for weekly calibrations, 0.05 for fat and protein and 15% for SCC.

Between weekly calibrations, we run hourly check tests on all equipment to ensure that there is no drift in calibration. This means that for every hour a machine is

run, we run a sample with a known value of the machine. If it is not within 0.05 (or 15% for SCC testers) of the known value, the equipment is not run until the technician finds and corrects the problem causing the discrepancy.

Hourly check tests also help us when a call comes in regarding a member's test results. We keep records as to what date and time a herd is run, as well as results for all check tests. This enables us to look up when a herd was run, and find out what the check tests were testing before and after the herd was run.

Another quality check we do is retests. Samples that run under 2" or over 7% fat (and under 2% or over 6% protein) are retested, either on the same machine or another machine in the laboratory. In this way we can ensure that samples which are out of the "normal" range for cows are actually correct. Since there is no "normal" SCC Range for cows, we watch for trends. For example, if a herd has several cows running over 1,000,000 on SCC, or if most of the herd is under 100,000 we will spot check the samples, retesting them to ensure the results.

Overall, the laboratory employees strive for excellence in accuracy and speed. We try very hard to ensure that we are delivering quality service at a reasonable cost. We feel we are accomplishing that goal. Your visits and comments on our services are always welcome.

Welcome New Members

Beka Hill Farm
Rainbow Acres Farm
Gene C Mortimer
Ziggy Farms
Stacey Marshall
Douglas Fiely
Charles Mook
Tiara Holsteins

Robert Margaret Smith
Edward Newswanger
Leroy Riehl
Dandi Willow Acres
Akerlys Acres
Twin S Farm
Hallow Pine Farm
John Piwowar
Clinton W Benedict
Lin Low Farm
Kenneth M Rutt
Jacob S King
David M Beiler
John R Zimmerman
John O Yoder
Leland Marshall
Allen Nolt & Son
Jonas L Zook
Robert Shine
Roger Wolfe
Ronald A Heimbach
Jack & Ken Snyder
Mike & Cheryl Wesneski
David Fava
Leon R Newswanger
Nelson B Weaver
J+C Acres
Grant Weston
Dawn Rise Dairy

Joel B King
Freedom Valley Farm
Stacey Marshall
Gideon L Miller
Amazing Grace Dairy
Steven P Kline
Richard Giewont
Greene Summit Farm
Tim Smith
Edward Burnworth
White Mar Farm
Lin Low Farm
M Joseph Reese
Christmans Dairy
Randy+Mare Shaffer
John N Shirk
Wilmer S Stoltzfus
Buffum Brook Farm
Levi G Lapp Jr
Reuben K Fisher
Robert D Huss
W William Sapala
Ed + Wilma McMillen
Samuel R Beiler
Robert Insinger
George M Payne
Lyle Sherman
Doug+Joanne Wesneski
Harold G Nolt
Yates Vue Gold Arch
Sweet Pea Jerseys
Adam + Becky Derr
Luke H Hege
Roy E Bowser
Calhoun Jersey
Barnes Brothers

Donald G Hoover
Little Pond Farm
Ray+Janet MacWhinnie
Amos K Lapp
Lowell S Martin
Isaac L Fisher
Rhoads Green Valley
Benjamin K Stoltzfus
Darlene Gothard
Gary Monan
J G Reasner
Robert Bedow
Greg Lint
J T Miller
Willow Creek Farm
Breezyvalley
Lester Wingert
Swope View Leo Jr
Kevin/Holly Plummer
Philip Horst
Moses K Glick
Randy Blaisure
Frantz Hill Farm
Ar View Farm
Dare E Land
John Brenneman
Wilmer A Yoder
Mud Hollow Farm
Job & Tracie Shippy
Scott & Lisa Bush
Bob Dianne Bechtel
Ed L Bartlett
Melvin R Oberholtzer
James M Reiff
Wendy Hill Farm
Mike Hardier
Miller Mt Farm

Board Meeting Summaries

(Continued from Page D9)

5. A personnel staffing plan for Fiscal Year 1991 was approved that increases the permanent staff authorized from 55 to 56. One clerk will be added in the financial area.

6. An overall rate increase for services was approved effective 1/1/91. New rates will reflect a \$.07 increase per cow per month across all service programs, with an additional \$.01 for each sample transported to the laboratory each month. These changes include \$.025 per cow per month to build cash reserves and \$.01 per cow per month to set aside for a facility expansion at an unspecified time in the future.

A 1991 Fiscal Year budget of \$3,831,867 was approved with a positive margin of \$106,729.

7. A capital investment budget of \$390,000 was approved for Fiscal Year 1991. Major items planned for purchase include a production size laser printer for daily reports, four additional disk drives for on-line information storage, and replacements for three autos and one sample truck. equipment, testing relatives under official NCDHIP rule #2 and releasing member lists for cattle sales were adopted. (Copies of all policies are available at the Service Center).

8. New policies dealing with the purchase of member-owned

9. A new application for membership for direct members was adopted.

10. Approval was given to proceed with the development of a biotechnology evaluator project funded by PA DHIA, Monsanto and the Ben Franklin Technology Development Fund. This one-year project led by Dr. Bill Heald at Penn State, will attempt to develop a reporting system that will allow DHIA members to determine when to use new technologies and on which cows (e.g. BST), and to evaluate if its use has increased a member's profits.

11. Approval was given to extend credit to DHIA Services for a total of \$37,500. This loan, together with an identical sum from Northeast DHIA, and a commercial bank loan will provide the start-up funds needed for DHIA Services to become a dealer for Tru-Test milk meters.

12. A project proposal from Dr. David Galligan at New Bolton Center called the "Incremental 305" was endorsed. This action is in preparation for a written memorandum of understanding for cooperation with New Bolton Center.

13. A decision was made to support the Pennsylvania Young Farmers' Convention in State College in February, 1991. The association will sponsor a table and provide an information session on DHIA.