

FOCUS

Call 1-800-DHI-TEST for service or information

On The Record

Dick Barth

PA DHIA General Mgr.



Trucks, Hard Work, Cooperation Pay Off

About two and one-half years ago Pennsylvania DHIA made a tough decision to abandon the traditional method of preserving and shipping milk samples. From 1970 to 1988 the association used disposable sample bags and potassium dichromate preservative to collect and preserve samples, and sent them to the Service Center in State College by UPS and Parcel Post.

In 1988 the decision was made to replace that system with rigid plastic sample vials, bronopol preservative and refrigerated shipping on association-owned trucks. The primary reason for the switch was to replace toxic potassium dichromate and costly disposable bags with recyclable, non-toxic materials.

There was an initial investment in trucks, sample vials and refrigerators to store samples at 97 truck stops across the state. And there were additional on-going costs in the form of wages paid to supervisors to deliver samples to the truck stops, washing and recycling the vials, and truck drivers to pick up samples.

After almost two years of operating the new system the benefits of the change can be clearly seen. Foremost is the decreased turn around time, or the number of days from when the supervisor finishes at the farm to the time the reports are put into the mail and sent back to the farm. Until the new system was started, average turn around time had never been lower than 4.1 days. In fact, six years ago a record was set when it got down to 5.6 days. Last year the average was 3.5 days.

What you see at your farm differs because of mailing time to your farm from State College after the reports are mailed, and that varies considerably from farm to farm and from day to day. At the recent DHIA district meetings the directors present indicated that if any programs can be made from here, we should try to bypass the U.S. Postal Service to speed the return of the reports and also save the postage for mailing, which

went up 16% this month.

This improvement in service quality would not have been possible without the hard work and cooperation of a lot of people. Credit is due to local boards of directors in all the counties who helped set up local truck stops, and to the DHIA supervisors who agreed to deliver samples there. It's the kind of cooperation that built DHIA, and the kind we still need today to make the organization even more effective for members.

How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — This data is pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly.

These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from almost 1,400 herds across the state.

DHIA Averages for all herds processed between 2/11/91 and 2/18/91

Number of Herds Processed	1,370
Number of Cows Processed	79,323
Number of Cows Per Herd	57.9
Milk Per Cow (Lbs)	17,265
%-Fat	3.66
Fat Per Cow (Lbs)	632
%-Protein	3.17
Protein Per Cow (Lbs)	548
Average Days in Milk Per Cow	315
*Value for CWT Milk(\$)	14.09
*Value for CWT Grain(\$)	7.98
*Value for CWT Hay(\$)	4.33

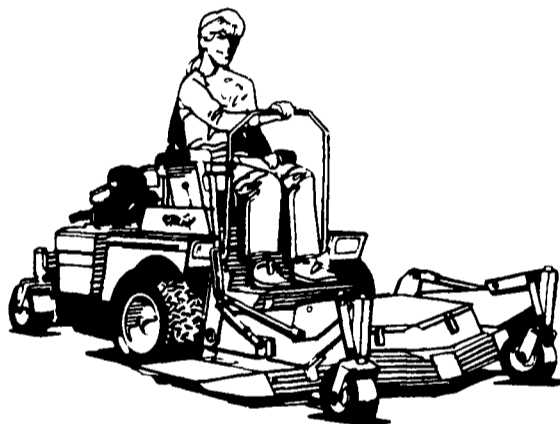
*Value for CWT Silage(\$)	1.51
*Value for Pasture Per Day(\$)	.30
*Value for Milk Per Cow Per Year(\$)	2,434
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	6,965
B: Hay	2,511
C: Silage	14,763
D: Day Pasture	67
*Feed Cost Per Cow Per Year(\$)	
A: Grain	556
B: Hay	108
C: Silage	223
D: Pasture	20
*Total Feed Cost Per Cow Per Year(\$)	909
*Income Over Feed Costs Per Year(\$)	1,524
*Grain to Milk Ratio	1:2.4
*Feed Cost Per CWT Milk(\$)	5.27
Avg Level For 1,124 SCC Herds	306,516

*Member generated figures

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