



A Newsletter For Pennsylvania DHIA Members

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Association Ends Fiscal Year With Positive Margin

Last September the 1992 fiscal year ended with a positive margin of \$50,000. That was considerably better than the budget projection of a loss for the year of \$152,000. Credit must go to the associations' staff for an exceptional job of cost control last year that provided this positive accomplishment.

Last July the association adopted a budget for Fiscal Year 1993 which began on October 1. That budget provided for no rate increase for the year, which is the third year in a row with no rate changes. The 1993 budget had a projected deficit of just under \$118,000 which was to be covered by cash reserves.

Since then there have been several important developments that affect PA

DHIA's fiscal situation. The primary one was the decision of Lancaster County DHIA to purchase lab and data processing services elsewhere. This decision translates to a loss of about 12% of the association's annual income.

Adjustments have been made to operations to cope with this change. Five staff members have been laid off permanently and other reductions in spending are being implemented to balance the lost income. These changes should leave the association with an adequate cash reserve at the end of 1993 without any rate increase during the year.

Assuming business volume stays the same, a rate increase will be needed, however, during the next fiscal year

unless other ways to reduce expenses, or increase revenue can be found. One important opportunity may lie with the decisions coming up next March at the National DHIA convention. If a bylaws change for National DHIA permits the market to become competitive, we may have a chance to develop more business for the association.

In spite of the uncertainties, however, the association continues to be committed to improving services for members through unbundled reports and pricing, and through electronic computing capability on the farm on test day. These two capabilities add great flexibility and choices for our members that many people want. We hope you will continue to support us as we implement these changes and tackle the challenges of tomorrow.

SCHEDULE OF EVENTS FOR PA DHIA

- Dec 15 DRPC Advisory Committee Meeting
- Dec 17 Armstrong County Annual Banquet
- Dec 18 Indiana County Annual Banquet
- Dec 25 Service Center Closed - Christmas Holiday
- Dec 29 - 30 Perry County Workshops
- 1993
- Jan 1 PA DHIA Service Center Closed
- Jan 4 Bedford County Committee Meeting 8:00 PM
- Jan 5 Mercer County Annual Banquet 12:00 PM
- Jan 5 Perry County Workshop
- Jan 6 - 7 PA DHIA State Board of Directors
- Jan 18 Crawford County Annual Banquet
- Jan 18 Westmorland County Annual Banquet/Workshop 10:00AM
- Jan 26 Central District, Family House, Mifflintown 9:30 AM - 3:00 PM
- Jan 27 Schuylkill County Information Meeting/ Workshop 10:00 AM
- Jan 27 Schuylkill County Annual Banquet 12:00 PM
- Feb 8 Southeast District, Berks Co. Ag Center, Leesport 9:30AM - 3:00PM
- Feb 10 Southwest District, Ramada Inn, Somerset 9:30AM - 3:00PM
- Feb 11 Northwest District, Venango Co. 4-H, Franklin 9:30AM - 3:00PM
- Feb 12 Northeast District, Towanda Elks Club, Towanda 9:30AM - 3:00PM
- Mar 19 - 20 1993 Annual Meeting, Radisson Hotel, Monroeville, PA
(* All members are invited to attend.)
- Mar 19 - 20 PA DHIA State Board of Directors, Monroeville (following the Annual Meeting)
- Apr 7 - 8 PA DHIA State Board of Directors, State College
- July 7 - 8 PA DHIA State Board of Directors, State College
- Oct 5 - 6 PA DHIA State Board of Directors, State College

Rookie Of The Year

The Rookie of the Year award was established to honor new technicians who have shown exceptional aptitude in learning the job of DHIA Technician. The individuals considered for the award must have worked between six and eighteen months as of December 31, 1991.

The field staff chooses one, and sometimes two, rookies who demonstrate outstanding cooperation with the state and local DHIA's in conducting and efficient and accurate testing program. The award consists of a beautiful engraved desk set. This choice is one of the most difficult decisions the Region Managers make concerning this conference.

This year there were several outstanding rookies. The technician chosen Rookie of the Year is Cherie Bonavita of Susquehanna County. Cherie began testing in April, 1991 and has a circuit of approximately 35 herds and 2,000 cows.



Diane McIlwain, Region 3 manager, left, presents Rookie of the Year Award to Cherie Bonavita, Susquehanna County.

Cherie maintained a test interval of 29.5 days and a "tested to received" of 1.2 days. Her accuracy rate for 1991 was a very impressive 99.9%.

Fifth Annual Meeting And Awards Banquet Set

Monroeville, all PA DHIA members and their spouse, nutritionists, and veterinarians serving the dairy industry are invited to attend the 5th Annual Meeting and Award Banquet. The Annual Meeting will begin on Friday, March 19, at 12:00 PM until 1:00 PM on March 20th, at the Radisson Hotel Pittsburgh, 101 Mall Boulevard, Monroeville, west of Pittsburgh.

We hope the conference will add the importance of the time spent together sharing your experiences. We sometimes get the feeling that we are alone with our problems. This is a great time to share ideas and building a commitment as an association. Your leadership is very important as this association continues to provide membership with the service you expect.

I'm excited about the theme this year as we work with the committed

counties that have promised to host this years Fifth Annual DHIA Meeting. Those counties that have been contacted are Fayette, Washington, and Westmoreland County to help with the agenda.

A trade show featuring the latest will take place parallel to the annual meeting. A spouses program will also be offered and a lot of neat things that Mrs Adam Derr will be chairing and offering her creative craft ideas to make this quite an enjoyable Spouses Program.

Our banquet will be taking place on Friday, March 19 where we will honor those who have scored as one of the highest Herd Management Award in each breed. Don't miss out on the fun and great time. More information should be arriving in your mail. Please think about making this meeting for your association needs your support.

Pennsylvania DHIA Board Action Summary

The following actions of interest to members and the dairy community were taken by the PA DHIA Board from July through October, 1992:

July 1 - 2, 1992

1. The new Herd Summary II Report was approved for members as a no-cost option to the old Herd Summary Report which will continue to be available. Both reports will be provided for an extra 1 cent per cow per month

2. A project was approved to implement the use of laptop computers, the PA electronic barnsheet, and Dairy Comp 305 with DHIA technicians as soon as possible

3. A restructuring of the PA DHIA reports and their pricing was approved effective January 1, 1993. The new services will provide much greater

choice for members and allow them to get only those reports they want and use.

4. An addition to the association's Herd Management Awards Program for sustained production was approved to be effective for cow year 1992. This change was made to provide members who are at high production levels the opportunity to compete for awards with those who have had exceptional increases in production during the year.

5. The long anticipated conversion from pre-printed forms to laser printed reports was approved effective November 1, 1992. Primary savings will total about \$35,000 a year from this change.

6. The addition of solids-nonfat analysis to the lab services available to members was approved to be implemented as soon as possible.

7. The Board approved the participation of any National DHIA director from Pennsylvania as an ex officio member of the PA DHIA Board.

8. The Board approved the concept of cooperating with Northeast DHIA to support the funding of applied research at Penn State and Cornell. Details of the plan need to be worked out in the future.

October 7 - 8, 1992

1. A standardized memorandum of agreement between PA DHIA and independent county associations was adopted. The terms of the actual agreement with each individual county association will be discussed with the county board.

THE HOLLINGER AWARD

The Carl B. Hollinger Memorial Award was started in 1977 in honor of Mr. Hollinger who was a fieldman for PA DHIA from 1951-1974. The winner of this award is selected by the employees who work in the Central Milk Testing Lab, to recognize an outstanding technician for excellence in neatness and accuracy of samples and barnsheets. Criteria used for selecting the winner include order and neatness of the barn sheets, neatness in sample packing, size of samples, method of ordering supplies, and cooperation with the lab. The award winner receives an engraved desk set.

This year's recipient, Ron Morgan, of Mifflin County maintained a 99.9% accuracy rate, a 30.2 day test interval, and zero percent non-testable samples on 26,607 samples. Ron's wife, Sherri, is also a certified technician and occasionally helps with the circuit of nearly forty herds.



Ron Morgan, Mifflin County received the Hollinger Award.