

Officials Say Pennsylvania DHIA Set For The Future

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Ohio to try to find ways to work cooperatively to improve services and share resources. He said the directors had spent time in many meetings over the state in the past year to try to help local units decide if they wanted to merge or remain independent.

"It's been a busy year, and the board had a lot of challenges," Orner said. "I think the board met those challenges. One of the most obvious changes in the system was our efforts to respond quickly to members. The introduction of new reports and the introduction of the laser printer came from the input from farmers on what they like or don't like.

"I ask you to go back to your counties and give a positive report about the state association," Orner said. "We learn from the problems of the past and focus on the future."

In the treasurer's report, Norm Hershey said that in spite of everything, the association managed to come out with a pretty good year. He reported total revenues of just over \$5 million, total assets of nearly \$2 million and excess of revenue over expenses of \$50,000.

Dick Barth, general manager, said that because state DHIA's no longer have their protected territories, the way DHIA operates will change more than from anything else that has occurred in its history. "Some people like to say this will not make much change operationally, but I disagree with that view. I think there will be tremendous change."

Barth called the change in direction "paradigm shifts." He said these changes started to occur on the state level at the annual meeting last year in Hershey when Lancaster County said they wanted to have the opportunity to be more in

control of their own program at the local level.

"What Lancaster said and did was part of the motivation to change at the national level and opening the system up," Barth said. "It was a model change within the way we do things here in Pennsylvania because the environment in DHIA and in the dairy industry is in an environment of change.

"Every day something changes. Our programs change on a daily basis. When a dairy farmer says something has changed on his farm and he needs something different from DHIA, we change what we are doing to accommodate those needs. The paradigm shift that has occurred is one that has gone from a relatively static environment as far as member services and programs go, to one that has continual change. That change doesn't happen without cost and education expense or loss of personnel to the system because they don't want to deal with these changes. That doesn't make it bad, in my view. For you it makes better service."

Barth said that out of these changes, new Integrated Management Systems for the Dairy Industry (INFINITY) programs had been developed. These programs first introduced nationally at the National Convention in Reno are designed to market Pennsylvania's services across state lines to other associations, and other individual dairymen in other states.

"That's what the new role of a DHIA service provider is," Barth said. INFINITY is a repackaging of our services with a brand name that is not specific to geography. It doesn't convey that this is just for Pennsylvania. It conveys that this is an organization operating across lines for many people's benefit. INFINITY is the way things will

go in the future: more service, more choice, more flexibility, more variety."

"In spite of the difficulties of the past year, your volunteer leaders on the board of directors and your staff have worked hard to make this organization better. The morale is high. The staff regards the change in the national by-laws as an opportunity, not a problem.

"I think this organization is prepared to compete, and I think we will do a good job of it. I hope your morale is high. I think it should be. We learned some valuable lessons last year that will serve us into the future.

"You folks are great. I love working for you; I love this organization. I love you. If we can all commit to work together, everything will be fantastic in Pennsylvania DHIA. I wish you well in the next year. I certainly hope this organization is as successful as we all want it to be," Barth concluded.

George Cudoc, chairman of the DRCP committee, said with the new direction of DHIA the organization is now not limited by boundaries, but it must have direction. He said the committee has three main goals: Pennsylvania processing and records systems you use must be state of the art; they must be cost effective that all dairy farmers can afford and they must be in compliance with quality certification.

"The important task for the DRCP advisory committee is to lend direction to the state board on what dairy farmers need, to provide accurate, useful information on the farm," Cudoc said. "The committee is a vehicle by which dairy farmers in Pennsylvania can express ideas, wants, and needs and have a way to present this to the state board. The committee will receive all suggestions as to needed

programs and changes in current programs for Pennsylvania DHIA.

Accomplishment during the first year that came from the committee were listed to include: the new cow page and the new herd summary. Additional management information has been included in the reports and the laser format makes them easier to read.

SNF testing was started, Dairy Comp 305 is now in use in 35 different circuits that have the laptop computers, and services were unbundled to give dairy farmers a freedom of choice on reports.

"We hope to instill in people the confidence to allow this committee and the board the time to react to requests," Cudoc said.

In a moving tribute to the late Clyde S. Robinson, who served 30 years with local, state, and national DHIA boards, Vice President Bill Jackson announced the formation of the Leadership Award in Robinson's name to be presented at the association's annual meetings. The recipient will be selected by the board of directors and must be a DHIA dairy producer that has provided unselfish leadership for the dairy industry and promoted the welfare of the association and its members. Clyde's wife, Marie Robinson, and other members of his family were present to receive the honor.

In the herd management awards, the following dairy farmers were

honored:

Holstein breed: 1, Frank Miller, Northampton County, 162 points; 2, Scott & Lynn Cook, Bradford County, 156 points; and 3, Hidden-view Holsteins, Berks, County, 154 points.

Mixed breed: 1, Gary Mase, Lebanon County, 138 points; 2, Jo Jen Hess, Adams County, 126 points; and 3, Jerome Piroch, Butler County, 121 points.

Jersey breed: Spruce Row Farms, Crawford County; 2, Windy Hill Farm, Mercer County, 113 points; and William Eick, Bradford County, 107 points.

Guernsey breed: 1, Lyle & Laureen Wright, Bradford County, 96 points; 2, John Morrow, Blair County, 91 points; and 3, Axelk Linde & M. Wideman, Lancaster County, 90 points.

Ayrshire breed: 1, Ardrossan Farms, Chester County, 105 points; 2, Charles & Don Gable, Chester County, 95 points; and 3, Dale & Pattie Maulfair, Lebanon County, 81 points.

Brown Swiss breed: 1, Bruce Heilinger, Lebanon County, 121 points; 2, Lo Vi Swiss, Cumberland County, 113 points; and 3, Blair & Cammy Yurkann, Bradford County, 113 points.

Goat breeds: 1, Harold & Joan Stump, Montgomery County, 36 points; 2, Elaine Eidemiller, Venango County, 31 points; and 3,

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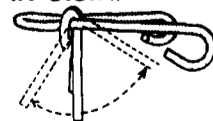
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