

# FOCUS

Pennsylvania  
Dairy Herd  
Improvement Association

Dixie L. Burris, membership development,  
Call 1-800-DHI-TEST for information.

**DIXIE BURRIS**  
Membership Development  
Manager

The Pa.DHIA spring technician conferences started April 1 and will continue through the end of the month.

The conferences held in April for the Pa.DHIA technicians are one of three conferences held throughout the year.

The meetings are done as part of the field services of the National DHIA Quality Certification program. It is mandatory for technicians to attend this meeting to keep his or her official certification necessary to test dairymen on DHIA.

The spring conference is organized so that the meetings are in 14 different locations and 14 different days throughout April. Technicians may attend the meeting

according to their schedule.

Field Director Dean Amick and Training Coordinator Bob Ormsby are to travel around the state with an agenda full of updates and will communicate to the technicians the education aspects of DHIA. An important benefit to the technician with these small group meetings is sharing their thoughts, concerns, and ideas with the field director.

As the month kicks off, Harry Fritz, region manager for the southeastern part of the state begins his series of meetings on April 1 through April 6; Diane McIlwain, region manager for the northeastern part of the state, is to hold technician meetings April 12 to April 15; in the southwestern region, Larry Hay is to hold meeting April 20 through April 22; and from April 27 to April 29, David Bigelow is to hold meeting for

technicians in the northwestern and central parts of the state.

The conferences should start with a 10 a.m. showing of a video on retirement followed by questions on payroll and billing, to be run by the region manager.

The manager is to follow with a talk about professionalism and the need for product knowledge, customer service, and product promotion and SCC testing.

Next is to be a round-table discussion run by Dean Amick on past and current practices, and the future.

During lunch there is to be a technician recognition program included.

Immediately afterward, the region manager is to talk about milk-weight accuracy and bulk tank comparisons.

Amick is to then present a review on meter repair and accuracy and a look at variables.

Bob Ormsby is to speak next on the Header Page, member services, and alternate AM/PM testing.

The region manager is to follow with a presentation of the new member handbook and also cover updating of the technician manual and the package services notebook.

Ormsby is to then talk about quality certification issues, followed by a talk on current laptop

computer technology (QBS, DC 305, Westfalia DP).

At 3 p.m., Amick is to finish the convergence with a final review and answer period.

Each of the meetings are scheduled from 10 a.m. through 3 p.m. Anyone with questions should contact their region manager or call 1-800-325-2720.

A meeting was held April 1 at the Millerstown Fire Hall for technicians in Cumberland, Juniata, Perry, Dauphin and Snyder counties; and April 2 at the Cross Keys Motor Inn and Restaurant for technicians in Adams, Franklin and York counties.

On Monday April 5, for technicians in Bucks, Chester and Montgomery counties, a meeting is set at the Comfort Inn along Rt. 108.

On Tuesday, April 6, at the Blue Mountain Family Restaurant, located off of I78 at Exit 8, technicians from Lebanon, Berks, Schuylkill and Northampton counties are to meet.

Other dates include:

- April 12, at the All American Truck Stop, In Milton, located off of I80 at Exit 32, for technicians in Lycoming, Union, Northumberland, Luzerne, Columbia, and Montour counties.
- April 13, at the Niles Valley

Restaurant at Niles Valley Plaza, located along Rt. 287, about 5 miles north of Wellsboro, for technicians in Potter and Tioga counties.

- April 15, at the Mountain View Restaurant, located along Rt. 106 in Clifford, for technicians from Susquehanna, Wayne, Lackawanna and Wyoming counties.

- April 16, at the Williamston Inn, located along Rt.6 in Wysox, for Bradford and Sullivan counties.

- April 20, at the Candlelight Restaurant, in Donegal, located at Exit 9 off the state Turnpike, for

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Thursday, April 1, 1993

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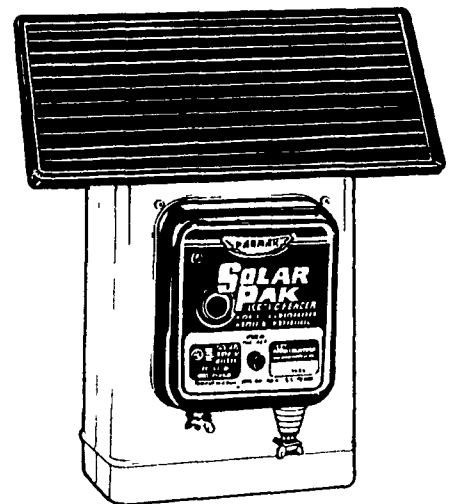
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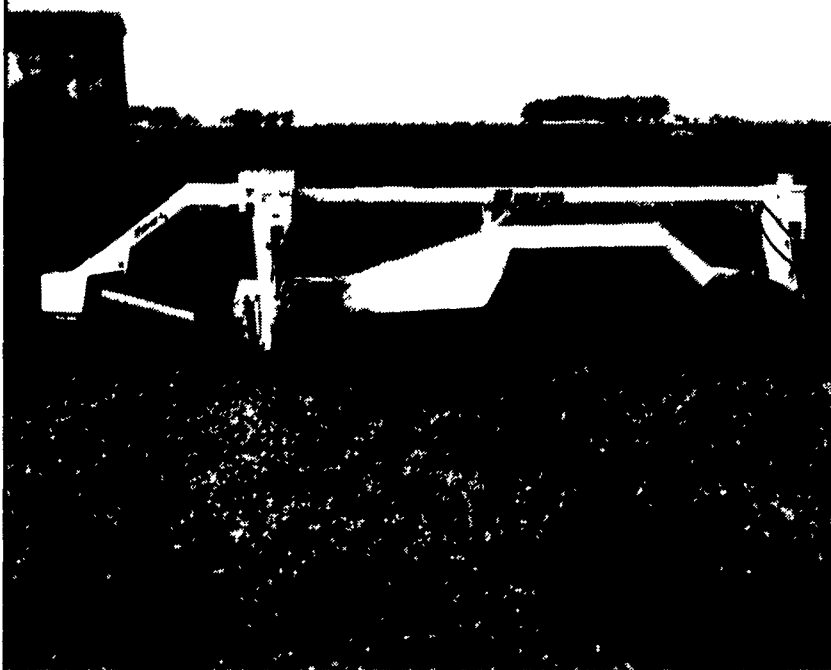
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