

**QUESTIONS AND ANSWERS**  
The following may help clarify the changes and their impact.

**As a dairy producer I'm a long way from things happening at the national level. So, how could I be affected by all of this?**

Although it's not guaranteed, you may find several DHIA's bidding for your business, especially if you live in a high cow density area. Chances are this new environment may lead to rather strong competition where the cost of DHIA operations is the lowest. And that's in high density areas.

**Can I continue just the way I have been, or do I have to do something different?**

You don't have to do anything at all if you are satisfied with your service. Pennsylvania DHIA will continue to provide service to you as long as you want it.

**What if I want to transfer my membership to another service provider like Northeast DHIA or Ohio DHI, Inc.?**

You may do so if the service provider is willing to accept you.

**If I transfer to another service provider, who is responsible for my service?**

You and your new service provider are.

**If I change service providers, how much will service cost?**

That is up to the organization you are moving to. Each DHIA prices its services differently and determining the exact cost can sometimes be tricky. DHIA members would be well advised

to check prices thoroughly before transferring to another service provider.

**Can my local association tell me where I may or may not get service from?**

Absolutely not. National DHIA Policy is clear that such decisions are up to individual dairy producers to make, not local associations.

**Can my local association or current service provider**

**transfer me to another service provider without my knowledge and permission?**

No. In fact, no one may transfer you to another service provider even if you agree to it. That authority resides only with you, the individual producer.

**Are new service affiliates permitted to join National DHIA?**

Not at this time. However, they may be permitted at some time in the future.

**What about private testers? Will this change allow them to come into the DHIA system?**

Private testers, or Independent Service Providers - ISP's as they are now called - may not affiliate directly with National DHIA. However, they may request to be certified by existing DHIA affiliates. If the affiliate agrees to do so, it is responsible for the services provided by the ISP.

**Does this mean I could get official records from an ISP?**

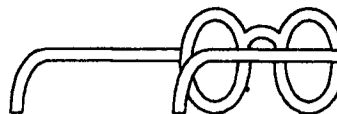
Yes, if the ISP is certified by a National DHIA affiliate.

**All this change seems like a confusing mess to me. Will my service actually improve because of all this new freedom of choice?**

That remains to be seen. DHIA is going through the same growing pains that AI organizations experienced a number of years ago. Competition does hold the promise of improved service. But what that means regarding the cost of service remains to be seen.

**What's going to happen to Pennsylvania DHIA as a result of these changes?**

The association will continue to become more flexible and efficient, as it has been doing for the past decade. Working relationships with cooperating people and organizations will become stronger and more important. And more rapid change in the way service is provided is likely.



**VISION FOR THE FUTURE**

Many people speculate about DHIA's future. And that's certainly normal in an industry that speculates about the future of the dairy producers that DHIA supports. What will DHIA service look like 10 yrs from now? How will milk samples be tested and what for? Will Technicians still make farm visits? If so, how often and what for?

Interesting questions for DHIA leaders to grapple with. But just as changes to DHIA business are often not foreseeable, the new developments in information technology we will see before 2,000 AD are also largely unknown. In spite of this fact, some vision is possible.

There will be fewer DHI service organizations as competition accelerates the consolidation of existing organizations. There may be a few new entrants into the business, but probably very few because of the low margins in the dairy management information business. There will be more access and easier access to the DHIA databases as more service people find their service can be improved by using DHIA data. And this will likely result in better service to the producers in the industry.

DHIA will become more important, more effective, more concentrated and more appreciated as new services that display the concept of "more is less" are developed and implemented to save producers and allied industry both time and money

It will be an exciting time for DHIA members and the industry

**John Brodzina**

State Director  
Central District

Huntingdon County DHIA dairy farmer, John Brodzina, was elected at the Central District meeting held January 26, 1993. John and his wife, Thelma and their two boys, Roy and Curt farm 400 acres of hay, alpha and soybeans. They have 72 milking holsteins and 60 replacement heifers.

John operates Huntingdon Furnace Farm of RD#4, Tyrone. He has been on official DHIR test with PA DHIA since 1986. Elected to director of the Huntingdon County DHIA for the last 5 years and has served for the last 2 years as President of Huntingdon County DHIA.

John is a graduate of Penn State University and grew up in Centre County where he worked on a farm. He is a Marine Corp Veteran. John also belongs to the Huntingdon Holstein Club, PA Holstein Association the Atlantic Dairy Co-Op, ABS, Select Sires. He and his family are members of the Warrior Mark United Methodist Church where he serves as chairman of Administrative Council, Pastor Parish Relations Committee. John and Thelma have been the Youth Leaders for many years.

John uses his Herd Summary II and SCC Report faithfully to project ahead. He feels that DHIA has helped him get the most profit out of his herd.

John said "He would like to see more cooperation and communication". He feels this is very important to the association and as a representative of the entire membership not just the district where he was elected that you must be willing to listen and respond to the needs of his fellow members



**Dennis Daubert**

State Director  
Southeastern District

Dennis and Sharon, his wife and two children Joshua 12 and Andrew 9 reside in Pine Grove, Schuylkill County. They attend the Schuylkill Church of the Brethren. Dennis grew up on Wind Mill Farm where he still works with his father and 2 brothers. They milk 110 registered Brown Swiss with 150 young stock and replacements. They have several cows on the high index which they export embryo's from.

Dennis has been involved with DHIA at the county level for approximately 18 years. During that time, he served as President for approximately 4 years

Dennis has been a Pa Board of Director for the last 10 years, serving on the Hearing board, Finance and Planning committee's. He was re-elected to the state board on February 8, 1993 He has attended many caucus meetings and national conventions.

Dennis says, "There have been some hurdles to cross over in the past and there will be changes in the future. Hopefully, we as a board, can make the best decisions to improve DHIA for everyone".

**PA DHIA SUPPORTIVE**

The Pennsylvania DHIA, like many other members of National DHIA, supports this fundamental change. Not only will it provide individual producers with greater choice, it will likely lead to more cooperation between National DHIA members and more efficient use of DHIA resources in the future.

The association has already been at work seeking ways to link up with other DHIA's to conserve resources and widen its services to appeal to non-members. Discussions with Northeast DHIA & Ohio DHI, Inc. have been held recently and show promise of cooperation that will benefit producers and the organizations that serve them.

In addition, the association has redesigned its services and pricing and continues to streamline its operations for greater cost efficiency without compromising quality of service. PA DHIA consistently demonstrates an excellent combination of turn around time (3.5 days) and service prices that are very competitive with other DHI organizations. By breaking apart both the pricing and choice of reports, PA DHIA has given members the ability to determine how much they pay for service and what type of services they wish to use.

**AFFECTS ARE BROAD**

These changes at the national level affect nearly everyone in the DHIA system, including cooperating agencies like the USDA and Penn State. Those most affected, however, are DHIA members and their service providers.

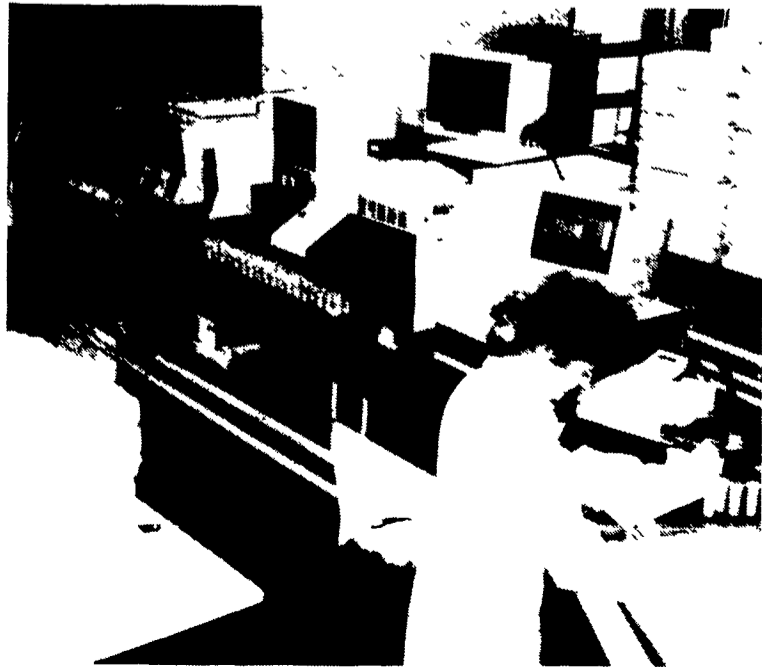
Pennsylvania DHIA will provide service to any producer anywhere, regardless of their membership affiliation.

It's also important to realize that what were formerly state and regional members of National DHIA are now affiliates of National DHIA with no territorial restrictions. All affiliates may market their services anywhere they deem appropriate.

**INFINITY**

**Laboratory Control System Module (LCS)**

The Infinity Laboratory Control System Module maximizes operator productivity in the milk testing lab. The biggest benefit of this system from a lab point of view is its non-stop testing capability. Previously, the milk-testing machine was stopped to end each herd and to test check samples once an hour. With Infinity LCS, the machine has the capability to run non-stop connecting herds and taking check samples in a continuous testing mode, including rechecking any sample which is a hi/lo (any test which is out of what could be considered a normal range).



**Dale Hoover**

State Director  
Southeastern District

Dale Hoover dairyman of Lebanon County elected February 8, 1993 at the Southeastern District Meeting to a three year term on the State DHIA Board of Directors.

Dale and his wife, Charolette have three children, daughter Angela an Eastern College graduate in Education, a son, Matthew who will be a Sophomore at Penn State this fall, and Alicia who attends Jr High at Annville-Cleona School.

Dale is in a limited partnership on equipment with his brother and farm 94 acres plus 120 rented acres of corn and alfalfa. Dale milks 75 Registered Holsteins and finish 200 Beef Cattle a year.

Dale is active in many organizations including chairman, Lebanon County DHIA, secretary for the Southeastern District DHIA. The Lebanon Holstein club was past president and is currently a

board member. For the last 12 years served as Board of Trustees of a 106 unit, 7 outpatient private psychiatric hospital, Philhaben Hospital. He is on the Planning Committee for South Annville Twp. Dale and his family belong to the Gingrich Mennonite Church and have served in various leadership position including Congregation Chair person.

As a dairyman Dale believes in paying attention to details. DHIA can provide this information and be competitive in the tight profit margin situation.



(Cont'd from page 1)

The power of INFINITY comes from the unique integration of the individual service modules which permits information in one module to be shared with other modules. While some modules rely on input of data from other modules, the overall design allows a DHIA or dairy producer to select only those modules needed.