

## Delaware, Mid-East Merge

(Continued from Page A23)

according to Haenlein. The value of the records will always be dependent on what the dairyman can do with the records and the information derived from them.

"Reliable record keeping is the purpose of DHIA," Haenlein said. "Some requirements seem crazy, but they serve a purpose. As long as we can have reliable records ..."

Wayne Collison was designated to be the first director for Delaware to the Mid-East board.

### N.J. Herds Join Pa.DHIA

In other recent changes, a number of New Jersey DHIA members elected to join the Pennsylvania DHIA.

According to David Slusser, manager of Pa.DHIA, 16 New Jersey herds, that had been with Northeast DHIA, have switched to using the Pa.DHIA services.

"There's a possibility of others coming along," Slusser said Wednesday from Gettysburg during a telephone interview. He said Pa.DHIA was invited by the dairymen in New Jersey to give a presentation on what services it could provide.

### Dairy Of Distinction Application

KINGSTON (Luzerne Co.) — All Northeast dairy farms producing milk for sale are invited to make application for the 1994 Dairy of Distinction award. Dairies receiving the 10 highest scores in each of the 21 districts will receive an 18" by 24" sign to be displayed in front of their farm.

To enter, complete the application with this news release and send it to your state chairperson. The program has been in operation for a number of years, and some of the farms that entered in the beginning years were good enough to win, but because of the limit of 10 per district, some farms were not selected at that time. Now would be a good time for some of those farms who entered before and did not win to try again.

In addition, the program is always looking for new entries of farms that are neat, clean, and give a good impression to the public who drink our milk.

The deadline for 1994 entries is coming fast. Your application must be postmarked by April 15. So enter now. Return your application by April 15. New York dairy farms should send applications to:

Carol Weddle, New York Holstein Association, 957 Mitchell Street, Box 190, Ithaca, NY 14851.

Pennsylvania dairy farm applications should be sent to:

Paul Nichols, ADADC, Tower Business Bldg., 239 Schuyl-er Ave, STE 105, Kingst- on, PA 18704.

Slusser said that the new changes in DHIA's across the nation has created a different playing field for DHIA's. It's the first time they've had to be competitive. Previously, the organizations were run from an academic standpoint of record keeping, with con-

sideration of cost not being primary.

But the atmosphere has changed, precipitated by the belief that every dairyman has a right to seek the best service available to him, in price and quality.

Slusser said what it means is that Pa.DHIA has to be just as competitive as all the other 36 DHIA's across the nation.

"Whenever we have the oppor-

tunity, we are actively soliciting herds," Slusser said Thursday. "This (New Jersey group) is just the first group that we've started in. We're working now with possibly setting up a technician in New York state.

"I think (competition between DHIA's) is probably a fairly permanent thing. It may force more states to work together, but competition in DHIA is here to stay.

"I'm glad that we're very competitive and not losing ground, but we haven't been as aggressive as we plan to be in the near future. It's kind of an interesting and exciting time, but we're not certain what's going to happen yet," Slusser said.

"I think what's going to evolve out of it is the most efficient, most reliable service providers are

(Turn to Page A33)

#### APPLICATION

Your Name \_\_\_\_\_ Farm Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone # \_\_\_\_\_

Cooperative or Handler (where you ship your Milk) \_\_\_\_\_

(Your Handler will be contacted to approve your milk quality)

Location (driving directions for judging team) \_\_\_\_\_

County (where you farm is located) \_\_\_\_\_

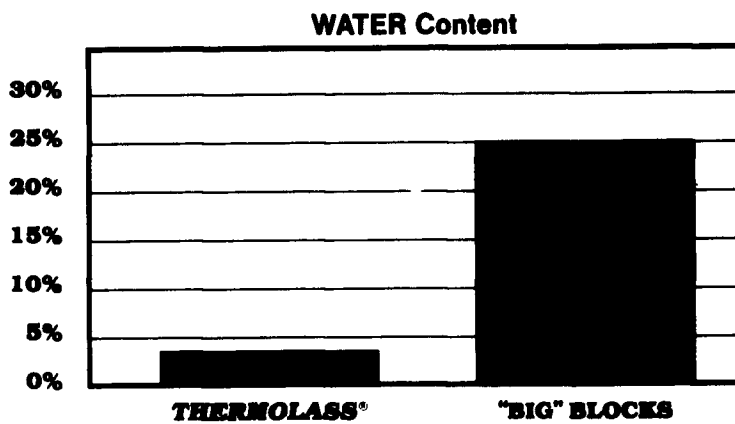
I hereby apply to the Northeast Dairy Farm Beautification Committee to have my dairy scored in accordance with the rules of the program for the purpose of obtaining a Dairy of Distinction sign to be displayed on my premises. (No producer will be charged for scoring or sign expense.)

Signature of Owner/Operator \_\_\_\_\_ Date \_\_\_\_\_

## QUALITY FEEDS FROM...

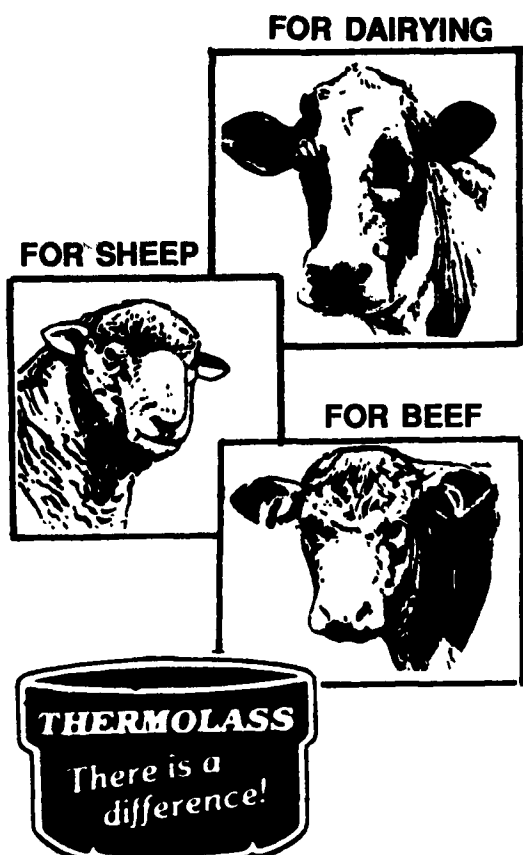
**Manna Pro Feeds**  
The **Calf-Manna** Company.  
1-800-488-9675

## Why pay for WATER in a molasses block?



## THERMOLASS<sup>®</sup> There is a difference!

- THERMOLASS<sup>®</sup> contains only 2-4% moisture.
- THERMOLASS<sup>®</sup> is a licensed patent process requiring intense heat application, resulting in a natural hardening and curing of the finished product. Cattle must like it! Controlled consumption.
- No filters. No salt. No clay. No intake inhibitors. No chemical hardeners.
- High nutrient density. No dilution from water, chemical hardeners, and intake inhibitors.
- 100% nutritional - no sacrifice of nutrition for the convenience of feeding.
- As fed basis - 80% TDN and 48% total sugars (as invert). High in energy.
- THERMOLASS<sup>®</sup> in 240 lb. plastic barrels.



# MANNA PRO CORPORATION

120 North Richland Avenue, York, PA 17404  
Please Call Us AT 1-800-488-9675