

# Delaware, Mid-East Merge

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going to survive, not necessarily the cheapest. Farmers still want good service."

Slusser was in Gettysburg meeting with area technicians during a spring training conference.

"I'm trying to get to as many of (the training conferences) as possible," Slusser said. "I feel positive about Pennsylvania, especially after meeting our technicians. I feel much better about our future because of that."

Dukas said that what is happening in the East is nothing compared to what is happening across the nation, as dairymen begin to explore their options.

There is no template for successful merging, nor a handbook of how to go about it. For that reason, perhaps, some of the alliances may seem strange.

"At this point we have 36 DHIA's, not only that, but we have a six-state merger that's underway. It's between Arkansas, Oklahoma, Kansas, Nebraska, North Dakota and South Dakota. Arizona and New Mexico is also merged," Dukas said Thursday from national headquarters in Columbus, Ohio.

"Utah and Montana merged. Virginia and North Carolina merged about a year ago. These mergers are an attempt to gain efficiencies and really increase the quality of service in those areas," he said.

As far as the financial burden, Dukas said that, in most cases, resources have been reallocated, rather than increased, with less being spent on administration, because of elimination of duplication of effort, and more being spent on actual service.

"We just came out of our annual meeting in San Antonio. There was a lot of discussion with service providers. One DHIA flat out put themselves out on bid. In essence, they said, 'We're a group looking for someone to bid on our DHIA service.'"

But Dukas said he really doesn't see anything wrong with that, because dairymen need to be efficient, and should expect the same out of service providers.

"The needs of the individual farmers are king right now. We're hoping it focuses everyone (on the fact that dairying is a business). Of course the whole process only began a year ago," he said.

Dukas said that with all the competitiveness and change, things aren't going to be easy. "It's a tough environment for DHIA leaders and managers," he said.

However, he said that it is hoped that producer attitudes focus on business and not personalities. He said producers who have developed business attitudes in managing their operations are the ones who have survived.

# Holstein Club To Sponsor Bus Trip

**HONESDALE** (Wayne Co.) — A bus trip, sponsored by the Wayne County Holstein Club, is scheduled for Saturday, April 9.

The bus will leave the Wayne County Courthouse at 9 a.m. with an additional stop at about 9:30 a.m. in the Hamlin-Mount Cobb Area. The bus will return to these stops at about 4 p.m. and 4:30 p.m., respectively.

This bus trip will feature visits to Hillside Farms, Inc., located at Shavertown, (outside of Wilkes Barre) and Pen-Col Farms, located at Millville.

The first stop is at Hillside Farms, Inc. one of the oldest established registered Holstein herds in the country. The 72-cow herd is under the supervision of Warren G. Sutton and has a current rolling herd average of 22,554 pounds of milk, 982 pounds of butterfat, and 729 pounds of protein. Hillside Farms, Inc. recently received its eleventh Progressive

Breeder's Registry Award. The visit at Hillside Farms, Inc. will be from about 11 a.m. until 12:30 p.m.

The second visit is at Pen-Col Farms at about 1:30 p.m. Pen-Col Farms is owned and operated by Dennis and Lois Wolff and family. They have an ongoing extensive embryo flushing/transfer/freezing program with an elite group of cows. Total milking herd numbers are at about 175 head. A recent farm auction dispersed most of the forage cropping equipment. Pen-Col Farms is now embarking on a custom contracting cropping venture for their for-

age crops grown on the farm. This move will allow for greater emphasis on the embryo work, cattle management, and marketing.

Cost of this bus trip is \$12 per person for adults and \$6 per person for 4-H'ers and others of "junior-age" status (birth to 21 years of age). Participants on this bus trip are urged to bring a bag lunch and a drink for this day-long trip.

Please contact either Gerarda Burleigh at (717) 448-2950 or the Wayne County Cooperative Extension at (717) 253-5970, ext. 239 if you plan to participate in this bus trip.

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