


FOCUS



dhia

Dixie L. Barris, Membership Development,
Call 1-800-1HIH-TRNT for information.
Pennsylvania Dairy Herd Improvement Association
DHIA Service Center, Orchard Road, University Park, PA 16802

How Does Your Herd Compare?

STATE COLLEGE (Centre Co.) — These data are calculated using information pulled from Pennsylvania DHIA's mainframe computer each week. It is a one-week summary representing approximately one-fourth of the herds on test, as they are tested monthly. These data are valuable from a business management standpoint and can be used for comparing your operations to the averages from about one-fourth of the herds across the state.

DHIA Averages for all herds processed between 6/11/94 and 6/18/94

Number of Herds Processed	1,013
Number of Cows Processed	62,154
Number of Cows Per Herd	61.3
Milk Per Cow (Lbs)	18,754
%-Fat	3.68
Fat Per Cow (Lbs)	691
%-Protein	3.19
Protein Per Cow (Lbs)	600
Average Days in Milk Per Cow	319
*Value for CWT Milk(\$)	13.22
*Value for CWT Grain(\$)	7.85
*Value for CWT Hay(\$)	4.20
*Value for CWT Silage(\$)	1.54
*Value for Pasture Per Day(\$)	.30
*Value for Milk Per Cow Per Year(\$)	2,480
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,216
B: Hay	2,192
C: Silage	15,038
D: Day Pasture	56

THE MISSIONS OF PA DHIA BY DAVE SLUSSER, MANAGER

Pennsylvania DHIA provides records, information services, consulting services and products that are accurate, reliable, innovative and competitively priced to our member dairy farmers, so they can successfully manage their farms. Our mission and only reasons to exist is for your success. It is not to generate profits for PA DHIA, or to run some other DHIA organizations out of business.

To accomplish our mission, we have made changes in our lab, DRPC, and field staff. As a result, our total organization is as efficient as nay in the East, and our management reports to our members are produced by our own Dairy Records Processing Center. All of this is under one roof, and owned and controlled by our dairy farmer members. All the other dairy records processing centers serving the East are owned and controlled by either a large university or a private corporation. We have a commitment and we care about our members.

How are we doing with our mission? We are signing up new members in record numbers. The average PA DHIA member averages 4,000 lbs. more milk per cow than non-DHIA members. Our

goal is to add 10,000 more cows. Why? Because that many cows properly managed with DHIA record could generate an additional \$5,000,000, above what they are doing now. That is a lot of additional money for these 150 new members. That is our mission! On the competitive front, we have 35 new herds from other states while we have lost five herds to other states. Our competitive prices give us the advantage, and that also is our mission.

Finally, PA DHIA cares about the dairy farm mebers. I read last week in the paper that the prices of milk dropped \$1.50 per hundred. I understand what that means to your cash flow. I have lived through that experience. I have walked in your shoes for nearly 24 years. During that period of my life, I did my own nutrition work, and I worked with my own vet on herd health. I could not imagine managing a herd without DHIA. Therefore, my personal mission is to provide a DHIA program that enhances your management needs, and that is managed as efficiently as you managing your herd.

We can summarize our entire mission statement with PA DHIA CARES!!

Average Farm Feed Costs For Handy Reference

To help farmers across the state to have handy reference of commodity input costs in their feeding operations for DHIA record sheets or to develop livestock feed cost data, here's this week's average costs of various ingredients as compiled from regional reports across the state of Pennsylvania. Remember these are averages so you will need to adjust your figures up or down according to your location and the quality of your crop.

Corn, No. 2y - 3.12 bu. 5.58 cwt.
Wheat, No. 2 - 3.30 bu. 5.50 cwt.
Barley, No. 3 - 1.83 bu. 3.92 cwt.
Oats, No. 2 - 1.62 bu. 5.04 cwt.
Soybeans, No. 1 - 6.87 bu. 11.47 cwt.
Ear Corn 84.41 ton 4.22 cwt.
Alfalfa Hay - 89.25 ton 4.46 cwt.
Mixed Hay - 90.50 ton 4.53 cwt.
Timothy Hay - 95.00 ton 4.75 cwt.

*Feed Cost Per Cow Per Year(\$)	
A: Grain	566
B: Hay	92
C: Silage	232
D: Pasture	17
*Total Feed Cost Per Cow Per Year(\$)	909
*Income Over Feed Costs Per Year(\$)	1,570
*Grain to Milk Ratio	1:2.5
*Feed Cost Per CWT Milk(\$)	4.85
Avg Level For 908 SCC Herds	350,251

*Member-generated figures

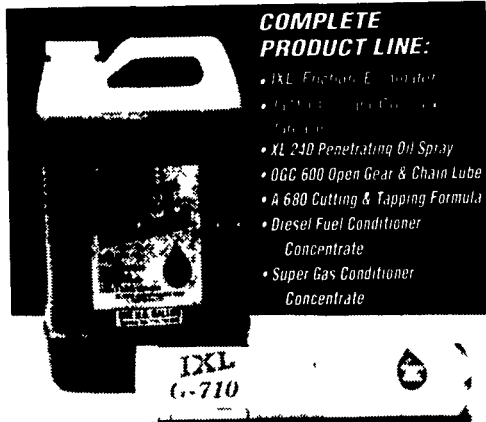


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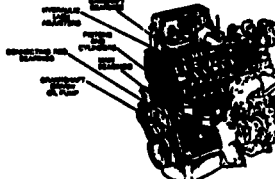
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CRITICAL LUBRICATION POINTS WHERE METAL-TO-METAL CONTACT CAN OCCUR



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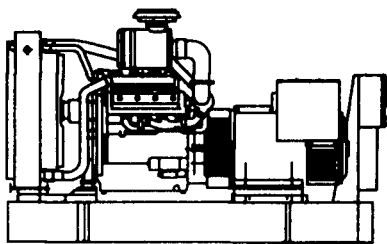
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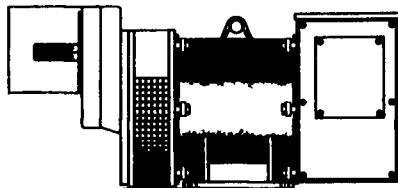
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