The 1994 DHIA testing year officially ended on September 30, 1994 and the annual banquet and meeting is fast approaching. If you are not presently in one of the DHIA programs, you should give serious thought to enrolling. At a time when profits on dairy farms are slim, farmers question spending money on a milk testing program. However, the fact is, during times of financial pressure, DHIA can be a valuable tool toward determining which cows are making you money and which ones should be culled.

Chester County DHIA Board of Directors, after evaluating all options available and with the approval of the membership, conditionally merged with PA DHIA in May. The main overriding factor for this decision was to save Chester County dairy farmers money while continuing to provide quality service. The new rates, particularly for owner/sampler herds, are considerably lower. Standard 2X DHIA rates have stayed about the same, while AM/PM herds have realized some cost savings. Chester County has always had a low participation rate in the owner/sampler program because the rates were too high—that is not true today. Removing one or two of

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those big eat/no milk cows or a high somatic count cow that is costing you your quality bonus can pay for the testing program. If one of these complete testing programs fits your operation, now is the time to sign up. Contact one of the following Chester County DHIA technicians:

Patty Becker 717-355-9262 Dean Cheeks 610-932-9180 Wendy Harris 717-442-9648 Gerald Miller 610-932-9047

Robert Poole 610-932-9047 Now that is not the end of the options available from DHIA today. PA DHIA recognizes that standard programs are not needed by all farmers. On-farm computers and consulting services are supplying milk weights, breeding records and other information in the 1990s. Therefore, low cost testing programs have been developed to supply the "missing link" in other commercial management systems. Herd managers can have samples tested for either butterfat, protein or somatic cell count; or for all three, depending on current needs. This data may be useful as an addition to your current management system or

may be used infrequently to pinpoint problem areas. Some potential uses include...

- SCC testing may pinpoint problem cows causing high bulktank counts or loss of quality bonus.
- Butterfat & protein testing may determine which cows in your herd are not producing to their ability.
- Periodic SCC testing may be used to monitor the effectiveness of mastitis and dry treatments.

Contractual arrangements for testing as many samples as desired must be made prior to the actual testing of samples. Contact the Division of Field Services at 1-800-DHI-**TEST** to make these arrangements.

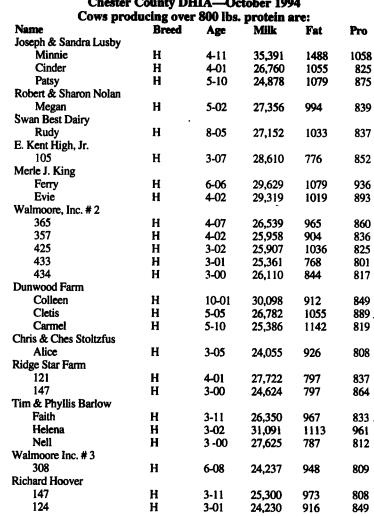
Another excellent alternative PA DHIA program is PRIME. It was designed for producers who want management records with a minimum of effort and cost and where the full range services (DHI, AM/PM & DHIR) are complicated or expensive. Choices within the PRIME program include...

- Weigh & sample each cow each month, one milking or two.
- Just weigh milk with no sam-
- · Take samples every month, every other month or even just four times a year.
- · Charges are on the animals on the sheet the day of sampling.
- The report contains whatever information you request—SCC, reproductive, feeding recommendations and/or herd average. If this

type of DHIA program appeals to you, call one of the Chester County

technicians listed above or dial 1-800-DHI-TEST.

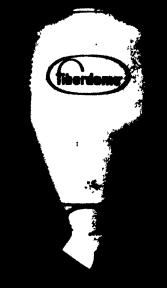
Chester County DHIA—October 1994

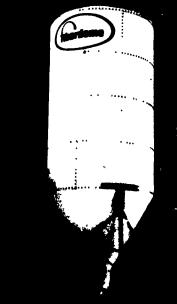


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