

# Atlantic Dairy Cooperative Convention Marks Successful Year

(Continued from Page A1)  
 ing expenses," said Robert M. Dever, chief executive officer of ADC.

Another highlight of the year was a major contract with Hershey Chocolate U.S.A. Atlantic is the supplier of milk for the manufacturing facility in Hershey.

"It will result in Atlantic doing somewhere between \$75 million

and \$100 million worth of combined raw milk and manufactured product business annually with Hershey," Dever said.

Named the 1994 Outstanding Young Cooperators are John and Julie Mayer of Taneytown, Md. The Mayers own Stoney Point Farm, which includes 279 acres and a mixed herd of 145 Holstein, Brown Swiss, and Jersey cattle.

The Holsteins average 20,204 pounds of milk and 711 pounds of fat. Colored breeds average 13,950 pounds of milk and 652 pounds of fat. Crops include corn, barley, alfalfa, timothy, clover, and pasture.

The couple have two children, Ashley, 8, and Sean, 4. They are members of the Holstein Association, Maryland State Holstein Association, Farm Bureau, and DHIA, where Julie serves on the board of directors. The couple are active members of the Taneytown Baptist Church and open their farm on weekends to boys from the Cedar Ridge Boys Home.

Althea Zanecosky, a registered

dietitian and nutrition media specialist for Dairy Council, received the Agricultural Communicator Award.

Through her work, Zanecosky provides dairy-related information to consumers, cooperative members, and industry employees. She appears regularly on television, radio, and for newspaper interviews. She works closely with ADC's public relations department to help field calls regarding bovine somatotropin and other dairy issues.

Although pleased with the cooperative's successful year, Robert McSparran, president of ADC, cautioned members that

now is not the time to relax.

"We still need to monitor and, to the extent we can, carefully manage the many aspects of doing business in an environment that is so highly regulated and competitive," he said.

The theme of the two-day convention centered on "Building for the Future." This focused on decisions and goals set by members and the board of directors, ways to develop new markets, and participation in the national organizations such as National Milk Producers Federation, and the National Council of Farmer Cooperatives to seek solutions to the domestic problems of the industry.



ADC names Althea Zanecosky, a registered dietitian and nutrition media specialist for Dairy Council, as the 1994 Agricultural Communicator.



Dairy princesses appearing at ADC's annual banquet with Dr. Lamartine Hood, dean of Penn State's College of Agriculture and master of ceremonies for the event, are, from left, Lorraine Emerson, Delaware Dairy Princess; Natalie Welch, Pennsylvania Dairy Princess; Holly Sutphin, New Jersey Dairy Princess; Kelly Jo Myers, York Dairy Princess; Angela Mummert, York Alternate Dairy Princess; and Shannon Semmel, Northampton-Lehigh Dairy Princess.

## Vermont DHIA Reports On Remote Printing

RALEIGH, NC. — Vermont DHIA and DRPC Raleigh conducted a remote printing pilot project from mid-August through mid-September.

During the project, processed DHI data included on the monthly report and herd summary were teleprocessed to the Vermont DHIA office for printing on their laser printer to be mailed from White River Junction. DRPC Raleigh continued to print all processed reports and mail them from Raleigh.

The purposes of the project were to: 1) determine the practicality and efficiency of printing reports at a remote site, 2) identify the difference in mailing times for the two types of reports, 3) survey herd owner response to black and white forms (from Vermont) versus color reports (from DRPC Raleigh), and 4) determine the relative costs of remote printing.

The reports printed in Vermont were received by DHI members 1 to 1.6 days sooner than reports printed in Raleigh. Herd owner response to the forms was mixed, but more than 80 percent agreed they liked the color reports better. Producers emphasized that they wanted the TPE (Total Program

Entry) reports left on the farm on test day and the "Hot Sheet" mailed directly from the lab, but could wait longer for the "traditional" DHI reports in color from Raleigh.

So is remote printing a dead issue for Vermont DHIA? "Absolutely not," according to Vermont DHIA Manager Bob Albrecht. He concluded that it is not cost effective to print all reports remotely because a much faster and more expensive laser printer is needed to handle the volume and two sided printing.

However, Vermont DHIA will continue printing some reports. Along with their lab SCC "Hot Sheet," they will download and print other time-sensitive data associated with the current test day. Getting these custom management reports to DHI members earlier makes remote printing a value added service rather than a replacement service.

Lancaster County DHIA in Pennsylvania plans to test downloading and printing several custom management reports beginning in late November according to manager, Jay Mylin. He said he is encouraged with Vermont's results and feels remote printing of time-sensitive data adds even more value to the DHI system. Other DHI Service Affiliates in the DRPC Raleigh service area are also considering a remote printing project.

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