

Northeast DHIA Reports Progress At Annual Meeting

ITHACA, N.Y. — The 7th Annual Meeting for Northeast DHIA delegates was held recently in Cortland, New York. Overall, delegates seemed positive and enthusiastic. Northeast DHIA recognized the accomplishments of the Cooperative over the past year and is looking forward to expanding their service area as well as marketing several new products as 1995 begins.

General Manager Nelvin Empet gave his report beginning with a review of the mission statement:

To improve the dairy herd by providing high quality dairy herd information systems and laboratory services for the dairy industry.

The focus for Northeast DHIA is on improving the dairy herd. High quality will be the guide. The use of information systems will be the method of managing the herd for improvement. Laboratory services will be part of providing the information. Noteworthy are those things missing from the statement. No mention is made of traditional Official records although they are part of the system on many member herds. Nor is there a geographic limitation on the service area in the new competitive environment for DHIA's.

During the past year Northeast DHIA realized a number of accomplishments. The top 10 include:

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10. The Check Mark Milk Laboratory continued to grow with the addition of a bacteriology lab for industry work.

9. The unbundled fee system was implemented and expanded into the Flex Quote system to add competitive flexibility in meeting members needs.

8. A competitive mindset for Field Services is developing as the service area for Northeast DHIA is expanded into Pennsylvania and Vermont.

7. The business unit structure for operations sets clearer expectations for management.

6. Financially, the Cooperative remains strong with adequate reserves for needed capital investments.

5. Dairy Management Technologies sales of Dairy Comp 305 software and Afikim herd management systems are on target. The ability to import directly from Israel has reduced costs to make the Afikim product even more

competitive.

4. The Forage Lab remains strong with another high volume year of over 88,000 samples at high quality levels for accuracy and timeliness.

3. A strategic plan was developed and adopted by the Board of Directors.

2. The Day-One System is now the standard way to collect information on the farm and to provide reports on sample day.

1. High quality products and services remain the hallmark of Northeast DHIA.

An international perspective was brought to the meeting by keynote speaker Doug Batchelor from National Milk Records in England. He outlined their plans for a unified system of records using the microcomputer.

One of the highlights of this year's meeting was Arden Nelson, DVM who spoke on the value of testing for Milk Urea Nitrogen, MUN: The next important milk component.

For the past year the Northeast

DHIA milk lab has been testing a machine that will give results for MUN. Nelson is enthusiastic about having another tool available for "consulting the cows". He sees MUN as an important component in evaluating protein levels in the ration since high protein can be flagged through MUN analysis.

Northeast DHIA plans to begin selling the Milk Urea Nitrogen testing service within the next several months.

Scout

A second highlight of this year's Annual Meeting was the introduction of Scout. Scout is a new herd management software package from Northeast DHIA that provides an affordable alternative to Dairy Comp 305. It is a powerful, menu driven program designed to be quick and easy to use. It requires absolutely no computer or keyboard skills. Scout also interfaces with DHIA processing centers so Scout users can automatically download milk-weights and component information after test day.

Five Bulls To Test

TUNKHANNOCK (Wyoming Co.) — Five young Holstein bulls bred in Pennsylvania have been acquired by a cooperative artificial insemination business.

Caernarvon Mt. Evert-ET 2240092, sired by Bis-May S-E-L Mountain-ET* TL was bred by Star Limited of Morgantown.

His dam, Caernarvon Cleitus Juliet-ET, sired by Bis-May Tradition Cleitus* TL, is classified EX-90. She has PTA's of +2652M, +105F, +75P, and +\$312. She has a record at 3-9 in 365 days of 34,220m, 3.7%, 1270f, 3.0% 1026p.

Shey-Land Liberty Cory 2243273, sired by Heinz Liberty-ET*TL was bred by Paul, Mark and George Darling and Paul Sheypuk of Nicholson.

His dam, Shey-land Blakstar Cathy-ET*TL, sired by To-Mar Blackstar*TL, is classified VG-86. She has PTA's of +2477M, + 78F, +75P, and +\$285. She has a record at 2-2 in 305 days of 25,579m, 3.7%, 950f, 3.2% 823p.

Caernarvon Licorice-ET, sired by Heinz Liberty-ET*TL was bred by Andrew D. Stoltzfus of Morgantown.

His dam, Caernarvon Leadman Janea-ET, sired by Rothrock Tradition Leadman* TL, is classified VG-86. She has PTA's of +2833M, +99F, +88P, and + \$336. She has a record at 2-2 in 305 days of 25,086m, 3.4%, 864f, 3.2% 797p.

Medovue Victor-ET 2246989, sired by Kinglea Leader*RC*TL was bred by John and Vicki King of Warfordsburg.

His dam, Coldsprings Mark Versene*TL, sired by Walkway Chief Mark*TL, is classified VG-88. She has PTA's of +2307M, +94F, +76P, and +\$289. She has a record at 2-8 in 305 days of 24,970m, 3.9%, 966f, 3.3% 817p.

Medovue Adrian-Red 2252844, sired by Kinglea Leader*RC*TL was also bred by John & Vicki King.

His dam, GlenToctin Adriene-Red-ET, sired by LWS Centra-Red-Twin*TL, is classified VG-85. She has PTA's of +1937M, +57F, +56P, and +\$216. She has a record at 1-11 in 305 days of 20,100m, 3.9%, 777f, 3.2% 642p.

The bulls were acquired by Sire Power Inc. under its young sire proving program called, "GOLD."

Approved GOLD herds with daughters from these bulls qualify for incentives. For further information on the GOLD sire development program, contact Sire Power representative, or the Sire Department at Sire Power Headquarters, Tunkhannock, PA; phone (717) 836-3168.

Attention Tobacco Farmers

Bob Oldham Tobacco Co.

has opened a receiving office in Quarryville. It is located beside Ross' Feed & Grain Co. at 27 N. Church St.

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First In The United States

JEFF REEDY EARNS MASTER TECHNICIAN CERTIFICATION

Jeff Reedy of Lebanon is the first person in the United States to earn Master Technician certification from the Robert Bosch Corporation of Chicago, Illinois.

The certification document was presented to Reedy recently (Aug. 29) at the International Convention of Associated Diesel Specialists in Dearborn, Michigan. Al Krenz, Bosch North American service manager, made the presentation.

Reedy also is the first technician to be elected to the Bosch Diesel Service Dealer council of which there are only ten members in the United States.

Since 1979, Reedy has been employed as manager of Central Pennsylvania Pump Company, 2701 Cumberland St., Lebanon, of which Donald W. Leshner Jr. is president. The company has four full-time and two part-time employees. Central Pennsylvania Pump Company handles a full line of diesel fuel injection products for all makes of diesel engines and generators.

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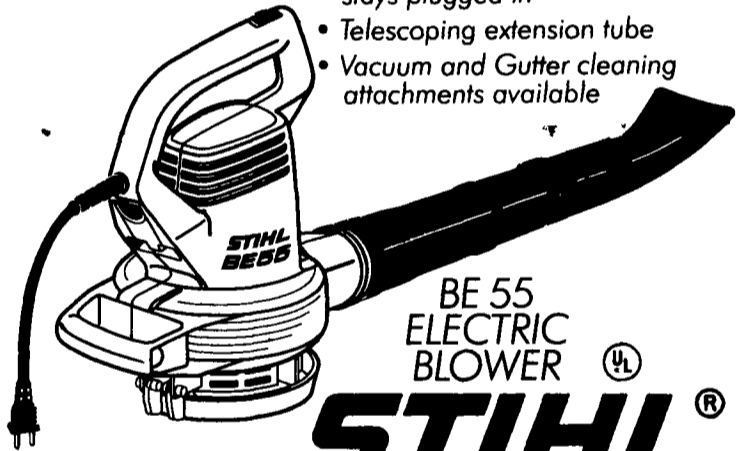
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