



**DHIA**

*Dixie L. Burris,*  
Membership Development

Call 1-800-DHI-TEST for information.  
Pennsylvania Dairy Herd Improvement Association  
DHIA Service Center, Orchard Road, University Park, PA 16802

## Pa.DHIA To Hold 7th Corporate Meeting

STATE COLLEGE (Centre Co.) — The Pennsylvania Dairy Herd Improvement Association has made changes throughout the past year, and this year is no different.

Instead of the typical two-day annual meeting of the Pa.DHIA, this year's program is to consist of a one-day corporate meeting, from 7:30 a.m. to 3 p.m., Friday, March 10, at the Penn State Days Inn, in State College.

If overnight accommodations are requested in the registration, meeting delegates and attendees can arrive the evening of Thursday, March 9, and attend a 7 p.m. session designed to orient county committee members on local committee responsibilities, and state and national obligations.

The day starts with the annual association awards breakfast, and continues through with the corporate meeting.

While the annual meeting is designed to serve as a forum between the association board of directors and county delegates, all members are invited to attend the

meeting, and overnight accommodations can be made available if registrations are received by Pa.DHIA by March 1.

A number of issues affecting Pa.DHIA specifically, and the industry more broadly are to be addressed and discussed during the day.

A featured speaker is to be Bob Turner, representative from Westfalia Corp., to discuss where Westfalia is going in the future with software. The Pa.DHIA currently promotes the use of Dairy Plan, a software program for dairy producers that can help them become more aware of the health of their farm operation and manage it appropriately.

There is no charge to county delegates to attend the meeting, to stay overnight, or for the associated meals.

However, other costs, such as transportation and telephone charges are to be borne by the delegates. For accompanying spouses, the delegate, are responsible to pay for the spouse's meals and the price difference for overnight



From the left, New Jersey dairyman Martin Little stands in front of his farm with Susan Baird, his Pa.DHIA technician.

## DHIA Welcomes Baird As Technician

**DAVID BIGELOW**  
Pa.DHIA Training Coordinator  
UNIVERSITY PARK (Centre Co.) — Pa. DHIA is glad to have Sue Baird as their DHIA technician serving the New Jersey dairymen.

Sue was born in Morristown on June 13, 1970, and raised in Parsippany, N.J., where she attended the Littleton Elementary School and went on to junior high school at Brooklawn, N.J., and proceeded to Parsippany Hills High School,

accommodations.

To register, fill out a registration form and send a check payable to "PA DHIA" to Pa.DHIA, Orchard Road, University Park, PA 16801. Make the letter to the attention of Dixie Burris.

For more information, call 1-800-344-8378.

from ninth through her 12th grade year.

In 1988, Sue enrolled at the State University of New York (SUNY), located in Cobleskill, N.Y., majoring in agricultural business.

It was at this point in Sue's life that she said she "... dived head first into agriculture."

In 1990, she graduated from SUNY and attended Penn State University majoring in agricultural economics, graduating from PSU in 1992.

Sue also has experience in the beef business. After graduation from Penn State University, she volunteered her time in assisting in the everyday care of show animals on a beef farm in New Jersey.

Over the past several years, Sue

has been involved in a number of organizations, such as the Cobleskill Dairy Club, National Agri-Marketing Association, Penn State Dairy Science Club, and the Block and Bridle Club. She is also a member of the Parsippany Presbyterian Church.

Prior to working for Pa. DHIA, she was employed at the International Trade Zone, in Mt. Olive, N.J.

She currently resides in Great Meadows, N.J., with her father and sister.

Sue started working for Pa.DHIA on June 10, 1994, on a part-time basis. The Sussex County area was her main responsibility, which consisted of 12 herds. With the resignation of another

(Turn to Page A25)

## 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 2/04/95 and 2/11/95

Number of Herds Processed	946
Number of Cows Processed	56,370
Number of Cows Per Herd	59.5
Milk Per Cow (Lbs)	18,587
%-Fat	3.69
Fat Per Cow (Lbs)	687
%-Protein	3.20
Protein Per Cow (Lbs)	596
Average Days in Milk Per Cow	319
*Value for CWT Milk(\$)	13.12
*Value for CWT Grain(\$)	8.17
*Value for CWT Hay(\$)	4.26
*Value for CWT Silage(\$)	1.58
*Value for Pasture Per Day(\$)	.27
*Value for Milk Per Cow Per Year(\$)	2,440
*Feed Consumed Per Cow Per Year(Lbs)	
A: Grain	7,013
B: Hay	2,139
C: Silage	15,373
D: Day Pasture	71
*Feed Cost Per Cow Per Year(\$)	
A: Grain	573
B: Hay	91
C: Silage	243
D: Pasture	19
*Total Feed Cost Per Cow Per Year(\$)	928
*Income Over Feed Costs Per Year(\$)	1,512
*Grain to Milk Ratio	1:2.6
*Feed Cost Per CWT Milk(\$)	4.99
Avg Level For 865 SCC Herds	327,586

\*Member-generated figures

### Pa. Dairy Herd Improvement Association 7th Annual Corporate Meeting

#### Registration Form

(Deadline for registration is March 1)

COUNTY: \_\_\_\_\_

I am a (check one):

County Delegate \_\_\_\_\_ Non-Delegate \_\_\_\_\_ County Agent \_\_\_\_\_

NAME \_\_\_\_\_

SPOUSE'S NAME (if attending) \_\_\_\_\_

ADDRESS \_\_\_\_\_ PHONE \_\_\_\_\_

\_\_\_\_\_ Yes, reserve a sleeping room for me for March 9, or \_\_\_\_\_ No, I will not need a sleeping room.

\_\_\_\_\_ I am interested in attending a 7 p.m., March 9 session on "Orientation for County Committee" included topics are committee's responsibilities, and state and national obligations

#### Charges, Fees

County Delegate..... NO CHARGE

Delegate's Spouse..... \$31 \_\_\_\_\_

Non-Delegate..... \$65 per single \_\_\_\_\_

\$75 per double \_\_\_\_\_

I would like \_\_\_\_\_ tickets at \$20 each to attend the Spouse's Program \_\_\_\_\_

I would like \_\_\_\_\_ Meals (for spouses and non-delegates) at \$21 each. \_\_\_\_\_

Total \_\_\_\_\_

SEND YOUR FORM WITH CHECKS PAYABLE TO:  
PA DHIA  
Orchard Road  
University Park, PA 16801  
Attn: Dixie L. Burris