

**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 Introduces Technicians

**DAVID BIGELOW**  
Training Coordinator  
STATE COLLEGE (Centre Co.) — The Pennsylvania Dairy Herd Improvement Association is proud to present three of its technicians who serve on the association's Technician Advisory Committee.

The 10-member committee is instrumental in making suggestions and helping Pa.DHIA set policy.

Bob Edwards, an Indiana County resident, said he enjoys working for Pa.DHIA. Born and raised in the county, he decided to stay and work there.

Currently he is responsible for maintaining a circuit of 47 herds, which consists of 2,300 cows, in Indiana and parts of Westmoreland counties.

A graduate of Marion Center High School, Edwards has experience working with his father, a contractor. Part of their work included building pole barns for Agway. Edwards also had the opportunity to work for Agway in Marion center as a laborer.

Having an interest in agriculture, he was a member of his local FFA chapter, serving as president, and also as a county officer. Currently, he serves as a Cub Scout den leader. He is also a member of Marion Center Presbyterian Church.

In addition to serving on the Technician Advisory Committee, he is also a senior technician.

Being a senior technician involves promotion, training and substituting for those on vacations or off work for illness.

Edwards also completed the Westfalia Training School and has the training to teach other technicians how to tailor-make dairymen's same-day test reports.

Nancy Dana, of Utica, Pa., has been able to use her experience from many years working in various aspects of agriculture in her duties serving 41 herds in Mercer, Venango, and Crawford counties. There are 2,500 cows in her circuit.

Also a senior technician, and a graduate of the Westfalia Dairy Plan Training Seminar, she said that she enjoys working for Pa.DHIA because of the dairy farmers with whom she works. She said it is important to keep them first in mind at all times. Dana said that today's DHIA world needs cooperation.



Bob Edwards

A graduate of Franklin High School, she has a business degree from Clarion University of Pennsylvania and has participated in the Dale Carnegie Course.

She currently serves as a 4-H leader for the Venango County Livestock Club and just finished a term of office on the county extension board.

Her past work experience includes working for Talong Division of Textron, where she worked in the computer department for two years. She also worked for American Breeders Service for 12 years serving as a genetic mating specialist for 10 years and a district representative for two. During her employment she was named the 1989 ABS top evaluator in the Northeast, an award based on accuracy. She was also named a runner-up district representative of the year.

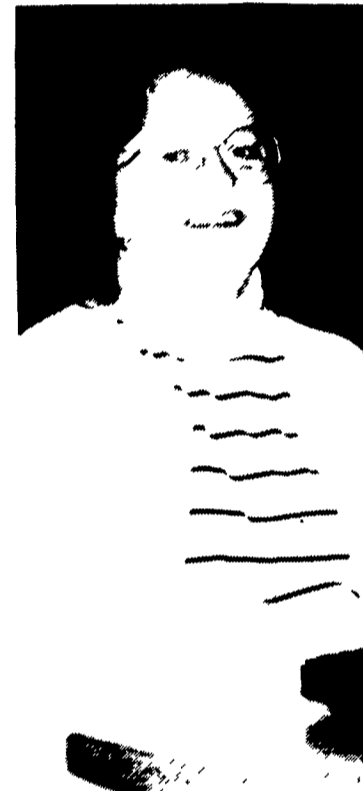
She and her husband Gale have a daughter Heather. Nancy said she and her daughter enjoy showing sheep at the county 4-H livestock show.

Carol Spatz, of Hamburg, has a 40-herd circuit with 2,400 cows in Berks County that keeps her busy. Raised on a dairy farm in Berks County, she has been a technician for 15 years and has served as a senior technician.

She is a graduate of Hamburg



Nancy Dana



Carol Spatz

Area High School and began testing for Pa.DHIA the same year she finished high school. She is an active member of Saint Michael's Church in Hamburg where she serves as a council person and helps with church activities.

Included in some of her career accomplishments is receiving the Merti Award several times.

Feel free to contact Pa.DHIA at 1-800-344-8378, if we can assist you in your dairy operation.

## Board Summary Report

**PA DHIA**  
**Dave Slusser**  
General Manager

The PA DHIA Board of Directors met June 28 in Mars, PA. President Lane Sollenberger called the meeting to order, and Secretary Neal McCulloch called roll. The minutes of the April 25, 26 Board Meeting were approved.

President Sollenberger announced his committee appointments: **Finance;** Dale Hoover, Chairman, Norman Hershey, John Castrogiovanni, Mark Eby, William Itle, Marian Butler. **Policy;** George Cudoc, Chairman, John Wilcox, Brooks Smith, John Brodzina, Frank Omer. **Retirement Trust;** Neal McCulloch, Chairman, Norman Hershey. **DRPC;** Steve Mowry, Chairman, Ralph Gilkinson. **Planning;** William Jackson, Chairman, Luke Rebeck, Ralph Gilkinson, Don Duncan, Steve Mowry. **Technician Training & Certification Advisory;** Neal McCulloch, Chairman, Marian Butler.

### Financial Reports

Ted Brown, Director of Finance and Personnel gave the financial reports for March and April and went over the preliminary budget for the 1995-96 fiscal year. After the Finance Committee reviews next year's budget, and makes recommendations on field service pay and benefits, the committee will recommend a 1995-96 budget for approval at the August Board Meeting.

### Staff Reports

Dean Amick reported on the very good meetings that have recently been held with the field technicians. The Technicians Advisory Committee meeting with Dean Amick, Ted Brown, Dave Slusser, David Bigelow, and the Region Managers met to discuss problems with pay, bonus, and benefits and discuss solutions. The meeting was positive and productive. Also, the Technicians Summer Conference was the most positive and productive in PA DHIA history. Technicians received training and inspiration in marketing and sales. All field Technicians are meeting bi-monthly with their Region Managers for additional training.

Dixie Burris reported that the "Focus" distribution in the farm reports will begin next week and that news releases and advertising are occurring in Pennsylvania, Ohio, Delaware, West Virginia and Maryland. The PA DHIA Booth manned by staff has appeared at the National Holstein Convention, and will appear at Ag Progress Days. She also attended the Summer Technician Conference, Agri Forum and PA Dairy Futures Committee.

Jim Boyer gave the DRPC division report. Jim attended the Summer Technicians Conference where he led a panel discussion on

Laptop computer use. The panel was made up of field technicians and was a productive part of the conference. Jim also reported that Randy Mayes was moved from Field Technician to Help Desk. Jim is developing an update to Dairy Plan for the Technician's computers. He stated the results of the Veterinarian and Nutritionist Conferences favored MUN testing. Calf identification from the Jersey Cattle Club was being worked on and progress is being made in PC processing, billing, and payroll.

Ted Brown reported that Pension fund investments were up and on allowing our employees to join a credit union.

Dave Slusser asked for a uniform recognition program for this year's local annual meetings. He suggested the following as recommendations by staff for all counties; Herd Certificates for 500 lbs. and higher in fat and protein, Cow Certificates for lifetime production of 100,000 lbs. and 25,000 lbs. increments for milk or 4,000 lbs. of fat or protein and 1,000 lbs. increments. Rolling Herd Average Ribbons for protein only, certificates in Herd Management Award in the county for 20 or more official herds enrolled will be recognized for first three positions with 10 tests for the most recent cow year and have at least 10 cow years. Rolling Herd Average Certificates for high protein herd and Lowest SCC herd. (All information available from start of the cow testing year (October 1) to the end (September 30) will be used). State would also print programs upon request, and that no plaques or trophies be provided by State. The Local Annual Meeting Recognition Program sponsored by the State will be reviewed by the Planning Committee and a recommendation will be made at the State Board meeting in August.

The policy on members and non-members using the DHIA trucks to transport soil and mastitis samples was reviewed. The policy manual update has been completed, copies will be updated by next board meeting.

### MUN Testing

The board voted to lease a Foss 4000 machine for the purpose of testing our members Milk for Milk Urea Nitrogen (MUN).

### Industry Talks

Dave Slusser reported on talks that he had with Dairy Industry Leaders, and with Russell C. Redding, Deputy Secretary of Marketing, Promotion and Program Services of the Pennsylvania Department of Agriculture. The center of the discussion concerned the future of PA dairy farms and what these farmers as well as their farm organizations have to do to cope.

The meeting was adjourned at 4:00 p.m.

## Pa. Ayrshire Association To Hold Field Day

**CONNOQUENESSING** (Butler Co.) — Homestead Acres Ayrshires, owned by Harold and Barbara Rader and family in Connoquenessing, Butler County, is serving as host of the 1995 Pennsylvania Ayrshire Field Day, set to be held 9:30 a.m., July 29.

The family affair event is to include dairy judging for juniors, women and men, with prizes awarded in all three groups; while that is ongoing, dairy princess are to oversee children's activities such as a coloring contest, playing in a sawdust pile, playing hide-n-seek, etc.

At 11:30 a.m., an "Anything Goes Auction" is set to be held with proceeds going to support the 1997 National Ayrshire Youth Convention, which the Pa. Ayrshire Youth are to serve as host.

Any type of item is needed and

would be appreciated. Everyone is encouraged to bring something to contribute toward the youth fundraising event.

At noon, a pig roast is to commence, followed by a short business meeting and awards presentation for the adults, while the youth may participate in a "Junior Olympics" designed to test their skills at identifying feeds combined with other games.

Entertainment is to be provided by Cindy Speck, a ventriloquist with puppets from Zelienople.

Commercial displays, exhibition booths, homemade handi-

crafts and door prizes also are planned.

The Homestead Acres family includes Harold and Barbara Rader and their children, Elaina, John, Sharon, Jr. and Louanne, Lona and Steve Peters, and the Rader's parents, Clinton and Evelyn Rader.

The farm is located at 114 Connoquenessing School Road, off of Rt.68 about halfway between the towns of Butler and Evans City. At a brick schoolhouse, turn east onto Connoquenessing School Road, and the farm is less than a mile. Watch for signs. For more information, call (412) 789-7413.

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