

## Pa.DHIA Field Staff Meets, Reviews More Immediate Goals

STATE COLLEGE (Centre Co.) — The field staff of the Pennsylvania Dairy Herd Improvement Association (Pa.DHIA) met July 17 and 18 in State College to discuss current issues and plan events.

Dean Amick, director of field operations, started the meeting by initiating discussion on the importance of keeping all bulk tank comparisons within set parameters. All region managers said they agreed to aggressively pursue this matter.

The importance of each herd receiving the correct number of tests per year and being tested on a regular basis was stressed. The ability for a dairyman to manage his operation depends greatly on being on a regular test schedule. Each region manager is to monitor this situation also more aggressively.

Also discussed was the ability to keep herds tested when a technician quits or takes vacation time. The consensus of the group was to give the opportunity of making up the deficit in service to technicians within the area of demand.

Amick gave a report on the availability and success rate of the

current Innovative Programs options. The Innovative Programs allows any dairy farmer to basically tailor virtually any testing program that best suits the needs of his dairy operation.

Discussion was pursued on the subject of the Technician Advisory Committee and the Senior Technicians program. A meeting is to be held Sept. 12 that is to include the Advisory Committee. Also scheduled, on Oct. 31, those serving as senior technicians are to meet with field staff to review a set agenda as well as exchange ideas on different subjects affecting Pa.DHIA.

In other business, the field staff made schedule arrangements to participate in the Empire State Days to be held in New York on August 8, 9 and 10. It was decided that field staff would be present to discuss current programs and give information.

A schedule was also worked out to accommodate each field staff member, so that Pa.DHIA would also be present at the Penn State Ag Progress Days, scheduled to be held at Rockspring August 15-17. It is planned that staff will have literature on current testing programs

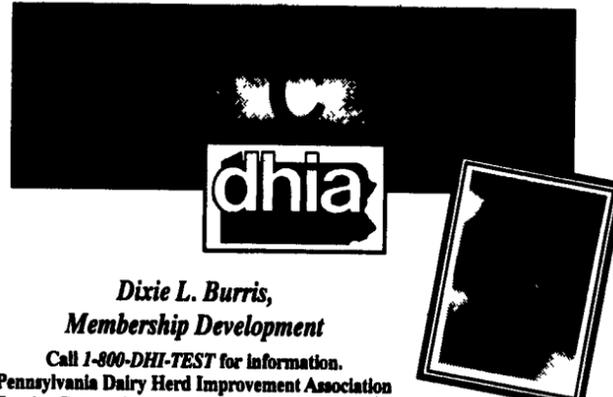
to distribute as well as being available to answer questions.

Each region manager is also to attempt to set up booths at all major fairs and dairy days activities within their region. This is to allow members of Pa.DHIA to be able to ask questions directly and also to view different programs available.

Of other topics covered, it was reported that the Pa.DHIA Mobile Meter Van is currently making progress in calibrating the technician's meters throughout the state. This procedure goes hand-in-hand with the rules of quality certification.

Jim Boyer, manager of the Dairy Records Processing Center, gave a report on changes that will be made in the system. An update will be made available in the near future.

David Bigelow, training coordinator, gave a report on the summer conference. He said he felt that the emphasis placed on sales and motivation was well received by technicians. According to the evaluations given out to each technician, the sales and motivational theme will long be remembered, Bigelow



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said.

Bigelow also asked region managers to confirm fall conference dates and locations so arrangements can be properly made.

The fall conference is set to allow time for the yearly exam, as well as for more education on the new Nutrient Program. It was decided that Pa.DHIA should build on the program presented at the summer conference.

Bigelow also reported that he is preparing a lesson program to pre-

sent to technicians as well as agri-business people. The lesson program is to involve workshops on records set to be held through the state to educate people on Pa.DHIA records.

During the meeting it was also decided that Bigelow should contact each county agent to ask for their participation and ideas for county winter workshops.

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### FIELD DEMONSTRATIONS:

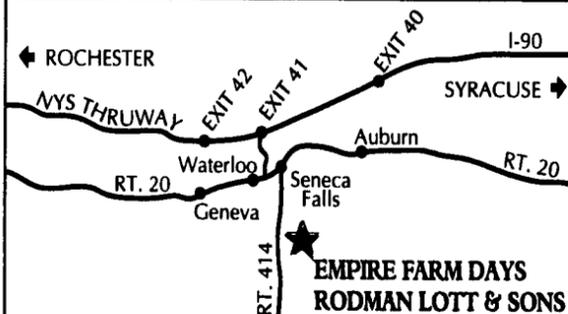
Tillage: 10 am • Mowing: 10:45 am

Total Mixed Ration: 12:30 pm • Hay: 2:00 pm

### DAIRY PRODUCER SEMINARS

Holstein World Magazine and Empire Farm Days will be hosting management seminars for Dairy men each day of the show. Topics will include Animal Health, A.I., Financial Planning, Nutrition, Expansion, Foot Warts, and Grazing. These seminars are part of an overall Dairy Expansion Plan for the show!

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