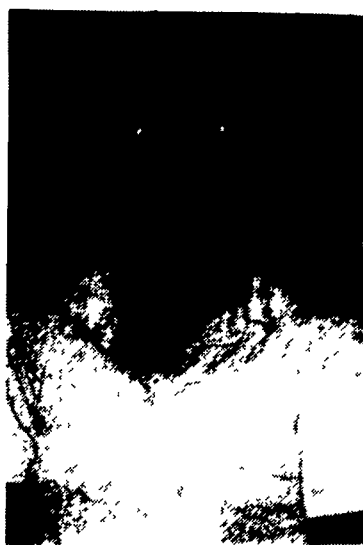




Richard Edwards, left, president of the Mid-East DHIC board, welcomes Dennis Remsburg as general manager. The lab facilities and headquarters are located in Hagerstown, Maryland.



Dawn Hall, lab technician, has been processing milk samples for 11 years.

(Continued from Page A1)  
Although he will remain active with the cattle auction business, and will still do the national sale in Utah, he will cut back on the volume of sales, and concentrate more on club sales, and assisting instead of actually managing



sales. He will be a representative of Mid East while at the sales. "We couldn't have found a better person for the job; Denny is a perfect fit," said Richard Edwards, President of the Board of Directors. Remsburg's appointment comes after a nationwide search. "Fortunately for us we had a gentleman right at our backdoor" who was exceptionally qualified for the job.

Approximately half the dairy herds in Mid East's membership area are on test currently. The numbers fluctuate, but the lab runs about fifty to fifty-five thousand samples per month. Eight hundred fifty-five herds, or around sixty-eight or sixty-nine thousand cows are enrolled, according to the last runs.

One of Denny's goals is to try to include more herds in the program. A good educational program is a good sales pitch, and Remsburg will be travelling some in the membership area in an effort to make people aware of what he sees as the benefits of being on test. "At this time, you need all the management tools you can have. If you're going to be an efficient manager, you need good information at a reasonable cost. As far as I'm concerned, this is good information." He will also make an effort to ensure the quality of the testing process is up to national standards.

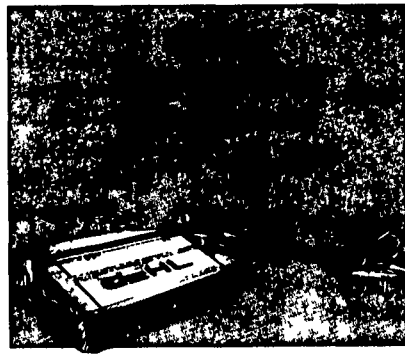
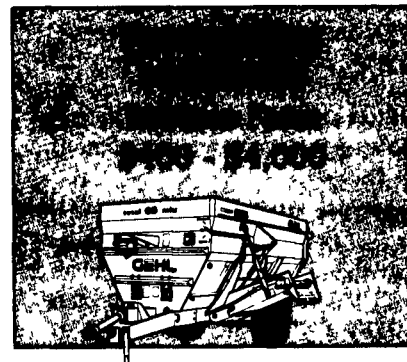
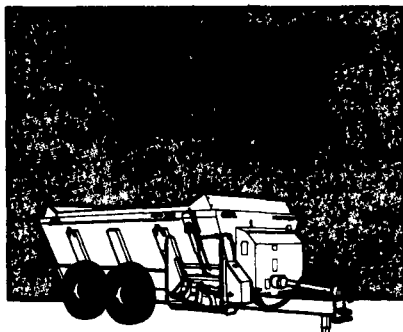
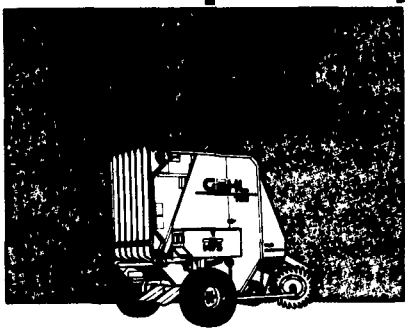
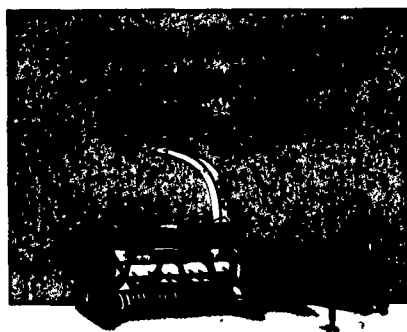
DHIC is a non-profit service organization. "We try to cover the costs of keeping the doors open," explains Mr. Edwards. "We're here to provide a service for the dairy farmers. We're not in it to make a profit." Its function is two-fold; it is both a laboratory for the actual testing of samples from the farm, and an umbrella organization for the affiliate members. Samples processed at the lab in Hagerstown are sent to either Raleigh or Provo, where the herd summary information is recorded, then forwarded to the farmer.

Officers of Mid-East DHIC are: Richard Edwards of the Eastern Shore, President, Joy Crothers representing Cecil and Harford counties, Vice President, Thomas D. Remsburg for Frederick and Montgomery counties, Treasurer, and A. Dennis "Denny" Remsburg, Secretary to the Board. The Board of Directors includes ten members from the member regions. There are also two representatives from the Extension Service: Dr. J. Lee Majeskie from University of Maryland, and Dr. George F.W. Haenlein from University of Delaware.

Denny Remsburg resides in Jefferson, MD with his wife Marsha. The couple have two children, Darren, 17, and Brenna, 15.

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