



# NEWS

## Pa. Holstein Association Offers Early Membership Discount

STATE COLLEGE (Centre Co.) — The new Pennsylvania Holstein Association membership year changed Oct. 1, and members who have not renewed should do so by Nov. 1 to enjoy a discount.

According to a news release, all current members of PHA were recently mailed a renewal application. Those without application forms can contact the association at (814) 234-0364, or write to the Pa. Holstein Association, 839 Benner Pike, State College, PA 16801.

The annual membership is \$25. Each member who also is a member of National Holstein receives a \$6 savings for each registration of a calf under three months old, a subscription to the organizations periodical Pennsylvania Holstein Profiles, a subscription to Farm-hine newspaper, and participation in educational, promotional and service programs.

There are local, district and state level events such as barn meetings, tours, picnics, annual meetings, shows, sales (domestic and international) and a strong youth program, second to none.

The association also has a strong marketing program and has been acting as an agent to market thousands of registered Holsteins all over the world. It also owns and operates a farm at Middletown, near the Harrisburg Airport and major routes, that serves as a staging area for cattle to be sold or held for export.

According to the news release, "Possibly the most important benefit of all is the fact you can share your thoughts and concerns with other Holstein dairymen. You don't have to have a barn full of registered cows to take part and enjoy the fellowship that comes with being a member of Pennsylvania Holstein Association."

Again, if you're just printing components off a printer in the lab you can't offer that kind of complete, convenient service," Hayes said.

MUN analysis is also available in electronic form through Pa. DHIA's ARIS program, and on Pennsylvania DHIA's electronic lab bulletin board. For LER herds, or herds using a DII compliant program (such as Westfalia's Dairyplan, or de Leval's Herd-Master Galaxy) the DRPC also offers an option to make lab results, including MUN, available on diskette in a form that can be brought directly into a herd owner's on-farm computer.

"Unlike most other DHIA labs, we aren't just a front end that feeds numbers into a processing center hundreds or thousands of miles away," said Dixie Burris, Pa. DHIA's lab manager.

"Because Pa. DHIA controls and owns its own processing center, we've historically had a much tighter integration between our lab and DRPC," Burris said. "And if you look at our track record of innovations, that close working relationship has always paid big dividends to our farmers, who get the benefits of new laboratory technology first."

Pennsylvania DHIA introduced MUN testing the first of October. The service, including the new report, is available on a first come, first served basis to DHIA members for an additional charge of 15 cents per cow.

Nonmembers can also make use of the new service.

Interested dairymen should ask their Pa. DHIA technicians for more information, or call the DHIA service center at 1-800-DHI-TEST.

**dhia**

David A. Bigelow,  
Training Coordinator

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

**JAMES BOYER**  
DRPC Manager

Pennsylvania DHIA's DRPC has become the first dairy records processing center in the nation to provide reports for Milk Urea Nitrogen (MUN) testing.

"While other DHIA labs have offered MUN testing for several months, none of them are providing MUN testing as an integral part of their DHIA program," said Joe Hayes, the project leader responsible for the implementation of MUN in Pennsylvania's DRPC.

Hayes, a former Clinton County dairy farmer who has worked for Pennsylvania DHIA for the last quarter century, is no stranger to innovations in the computer industry.

He was involved in the conversion that brought the first computerized laboratory in the nation to Pennsylvania during the 1970's.

Hayes was the project manager for the program which made Pennsylvania DHIA the first and only processing center in the country to provide both protein and non-fat milk solids analysis through its DRPC.

And Hayes was an important contributor to the project that gave Pennsylvania the first lab in the country that replaced large, expensive computers in its DHIA lab with networked PC's.

"An important part of MUN testing is the analysis done by a vet practitioner or feed dealer in consultation with the herd owner," Hayes said. "Our MUN report is an effort to support that process."

"The other DHIA's that are testing for MUN right now don't really offer any analysis, because they're basically just lists that are printed off the lab machines that don't go through the Processing Center," he said. "As a result they simply don't have access to the kind of data we do to cross tabulate MUN results against lactation number, days in milk, herd grouping, and so on."

"We offer a MUN report that looks, acts and feels like the Herd Summary that our farmers are already comfortable with. A stand-alone DHIA lab can't produce that kind of information."

"For individual animals, we also show the MUN results right on the monthly report along with all of the cow's other vital stats."

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