

Pennsylvania DHIA Tenth Annual Meeting

STATE COLLEGE (Centre Co.) — Pennsylvania Dairy Herd Improvement Association (PA DHIA) held its annual meeting on February 19 and 20 at the Nittany Lion Inn in State College, Pennsylvania. Vice President Dale Hoover presided. President Norman Hershey welcomed the group and called the meeting to order.

The attendees enjoyed the first day with an educational program. The audience heard from Rick Smith, CEO of DairyLea, Inc., Dr. Linda Baker and Jim Boyer DRPC Manager for PA DHIA.

Rick Smith, CEO of DairyLea, Inc. congratulated PA DHIA on another year ending with a strong financial picture. He explained the history and structure of Dairy One and the workings of Project Eagle. Project Eagle is the bulk-buying project implemented. Mr. Smith explained "the project is working well for the large farms participating." Concluding he discussed the current industry picture. He foresees cooperatives continuing to talk about partnering and sometimes merging.

Dr. Linda Baker took the opportunity to discuss the most recent findings from Milk Urea Nitrogen and True Protein testing and research. She added that the same factors that effect MUN also affect milk protein. After explaining protein metabolism, she concluded with her "take home message" that milk crude protein concentrations are not appropriate to

evaluate protein feeding and the proportions of true protein in milk can be used very effectively to evaluate efficiency in diet formulation and nitrogen utilization.

Jim Boyer finished up the afternoon's educational program was. He used the occasion to inform the audience on how to make the Internet work for them. Jim discussed the pros and cons of new technologies on the market and he defined many terms such as ISP (Internet Service Provider). Concluding, Jim demonstrated the use of PA DHIA's web page. Members can access their records through the web page as well access information from other industry sources, to better manage their herds.

President's Report

President Norman Hershey opened the business meeting with his report. Hershey reported "the year recently completed was a very successful one with numerous goals achieved. Prime among them was a loan pay-off which a few short years ago stood at one and one-quarter million dollars. Members' equity improved . . . with a bottom line profit of well over \$180,000." He warned "we have had two back-to-back very profitable years but we need to remain alert and flexible to stay one step ahead of the competition and meet the changing needs of the farm management business."

He added PA DHIA continues to be a major player in the dairy

records business. The fact that 83 percent of the records produced by PA DHIA are usable by USDA for genetic evaluations puts the company in a very enviable position. This is the highest percentage of usable records of any of the Dairy Records Processing Centers in the U.S. With this and other qualities in mind, the decision was made to remain "the full service, independent DHIA in the Eastern United States with our own DRPC."

Ending, he thanked PA DHIA's staff for their hard work in the past year, saying "in order to meet the challenges of tomorrow, we need to remember the lessons of the past and then be willing to take bold steps today to ensure our continuing leadership role in the future."

Awards Banquet

The Awards Banquet was held to honor those with outstanding management performance and outstanding leadership ability in the industry. The award for the 1997 Lowest SCC Herd went to Art and Barb Rutledge. The top 1997 Herd Management Awards were received as follows:

Holstein: Jacob and Sally Tanis of Centre County

Guernsey: Rutter Brothers of York County and Lyle and Laureen Wright of Bradford County

Jersey: William Yoder of Somerset County

Mixed Breeds: John Bencotter BW of Susquehanna County

Goats: Douglas Newbold of Chester County.

Also honored, was Ed Brake of Franklin County. Ed was awarded the 1997 Clyde S. Robison Leadership Award.

Financial Report

Treasurer Mark Eby reported a very positive financial picture for the past year. Members' equity is up and debt is down. This year concluded two consecutive profitable years. This year's ending profit was \$182,670. The association has made a substantial reduction in its debts and a strong improvement on the balance sheet during the year.

Report On National DHIA

National DHIA board member Norman Hershey gave the report concerning National DHIA (NDHIA). He indicated changes will be made in NDHIA. One aspect is the elimination of the NDHIA legal fund and changes are being considered in the way DHIA affiliates will pay dues to the association. Hershey announced that NDHIA CEO Phil Dukas will step down after the NDHIA annual meeting.

Resolutions

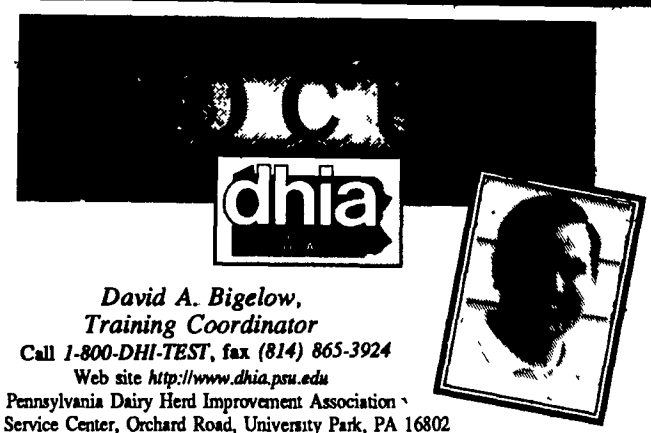
The following resolution was introduced by Scott Kriebel and was passed at the annual meeting.

Resolution From District 7

Be it resolved that all herds be listed for publication with DCR (data collection rating) regardless of the number of tests within a calendar year, but only herds with ten tests or more will be eligible for state sponsored awards.

Conclusion of the Meeting

The 10th annual meeting concluded with Jim Boyer demonstrating the new Heifer '98 software package and with George Cudoc explaining the benefits of using Milk Urea Nitrogen.



dhia

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Norman Hershey (right) congratulates Ed Brake, for receiving the Clyde S. Robison Leadership Award, with Mrs. Rhoda Brake looking on.



Art and Barb Rutledge receive the Lowest SCC Herd Award from Dave Slusser (left).



Sally and Jacob Tanis accept the 1997 first place Herd Management Award for Holstein breed from Dave Slusser, left.



William and Mary Jane Yoder accept the 1997 Herd Management Award for the Jersey breed from PA DHIA President Norman Hershey (right).



Leo Rutter (right) of Rutter Brothers, accepts the 1997 Herd Management Award for the Guernsey breed from PA DHIA General Manager Dave Slusser.