



dhia

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DHIA Service Center, Orchard Road, University Park, PA 16802

Annual Report

David C. Slusser
General Manager

The members and employees of PA DHIA are to be congratulated for giving our cooperative another profitable year. This was achieved by hard work and constant vigilance on cost control. In view of these efficient efforts, our Cooperation continues to maintain the highest degree of accuracy in useable records going the USDA-AFPL. No DHIA in America takes accuracy more seriously than PA DHIA, whether it be milk weights, butterfat, crude protein, true protein, SCC, MUN, records processing, or field service.

Our consultant service continues to grow in regards to farm visits and educational meetings. Several hundred dairymen have attended our meetings conducted by PA DHIA staff on *How our Cows Talk to Us Through DHIA Records*, regarding the use of MUN information, and on *Barn Owl 2000*. No other DHIA in America supports their members with such intense educational programs and farm visits as PA DHIA. Each member who tests for MUN for three months is eligible for one farm visit by George Cudoc, our Consulting Dairyman.

Our Records Processing Center has achieved two major milestones this year. One is *Barn Owl 2000*. This dairy herd management software is a Windows 95, 98, or NT program that is state-of-the-art software for today's herd managers. It is composed of three programs in one—heifer management, herd management, and lab analysis. You can download your herd information by Internet from our Laboratory and/or Processing Center, and view your information in the form that you want. The second accomplishment of our Processing Center is PC (personal computer) processing. On January 3, 2000 we switched from our IBM Mainframe to a PC, replacing a \$500,000 machine with a \$20,000 PC. Our new PC program will revolutionize dairy records processing and make

mainframe computers obsolete. We plan to market our PC program throughout the world.

Internationally, PA DHIA has been awarded an Emerging Markets contract for a Pilot

Project in Poland. Our international program is designed to market our processing software, Barn Owl, Dairy Herd Management Services (farmer to farmer), and when Heifer Net is complete, dairy genetics.

The 12th Annual Meeting

Dixie Burns

Laboratory Services
Membership Development
STATE COLLEGE (Centre Co.)
—The 12th Annual Meeting for Pennsylvania Dairy Herd Improvement will be held at Days Inn Penn State, 240 South Pugh Street, State College, on February 22, 2000.

The Business Meeting will begin at 3:30 p.m. followed by a social half-hour with the Awards Banquet at 6:30 p.m. John Rogers will be our Master of Ceremonies for this year's banquet and the State Dairy Princess will be one of our featured speakers.

This year the highlights for the Awards Banquet will be the Clyde Robinson Award and Herd Management Recognition for 1st, 2nd and 3rd place awards for Holstein, Guernsey, Jersey, Mixed Breed, Ayrshire, Brown Swiss, and Goats. The lowest somatic cell county herd will also be recognized.

We would like to invite all interested parties to this year's Annual Meeting. First place Award Winners and County Delegates are free. Please call with your reservations to Libby or Dixie at 800-344-8378 by February 16th.

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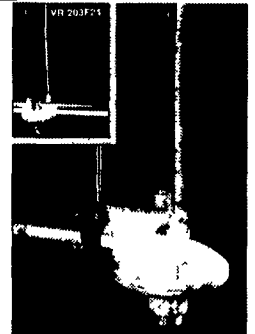
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