Direct Marketing Conference Set For February

NEWARK, Del. - The 1987 Mid-Auantic Direct Marketing Conference is scheduled for Thursday through Saturday, Feb. 12 through 14, at the Radisson Hotel, Wilmington.

Open to all persons interested in direct-to-the-consumer marketing, the conference program will center around merchandising

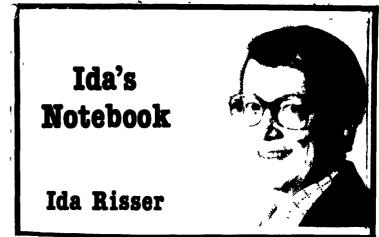
practices for many assorted products including wines, baked goods, mushrooms and mums. An all-day tour of the American Mushroom Institute in Kennett Square, Phillips Mushroom Farm and Longwood Gardens will close the conference on Saturday.

Registration for hotel rooms must be made by Jan. 19. The

deadline for conference registration, including dinner and tour options, is Feb. 5.

For further information regarding the conference, contact Carl German, Extension Crops Marketing Specialist, Townsend Hall, University of Delaware, Newark, DE 19717-1303, or call German at (302) 451-2511.





January is the time to make new year's resolutions to improve ourselves. This is not something that I usually do as I think any day in the year is fine for a new resolution.

If I want to lose ten pounds, all I need to do is make up my mind and do it. Awhile back I decided to lose 20 pounds and so I did. But it did mean being continually hungry and so now I try to never overeat or else I eat less for a day or two afterward.

Making up your mind to do something is half the battle. The other day I headed for the attic to put away empty Christmas boxes and decided it was time to sweep the place. The weather was fine for working up there since it was neither too hot nor too cold. Now there wasn't that much floor to sweep as it is quite full. My parents left some things up there and former tenants left other items

stored there along with my things.

The assortment is endless as it includes wicker baby carriages, bags of cork that were in a mattress and a torn hammock among pieces of furniture. There are bags of old clothes such as we used to sell to a "ragman. But nowadays there is no sale for such things and no one comes to inquire about them as they formerly did.

Each year I try to share a few antiques with my children. After all, they will eventually get them and I might as well have the pleasure of seeing their reaction to 'cup plates'' of Sandwich Glass or heavy, blue telephone insulators. These last are not only decorative but make good paperweights as well.

After the rush of the holidays, all I want to do is relax and start on braiding my seventh rug. Instead of a round one I think that I'll try an oval one this time.



NON-ELECTRIC REFRIGERATOR



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Lancaster Farming, Saturday, January 3, 1987-85