LANCASTER (Lancaster Co.) - The Lancaster County Cattle Feeder's Day is scheduled for Tuesday, Feb. 1, at the Farm and Home Center, Lancaster.

The theme for this year's event is "Cattle Feeding — From Start to Finish." Featured speakers this year will be Tom Brink, director of Market Research for Cattle-Fax of Denver, Colorado and David Porter Price, a feedlot consultant from Las Cruces, New Mexico.

Mr. Brink joined the Cattle-Fax staff in 1988 and is responsible for supervising research efforts and

analysis of cattle supply/demand trends. He was educated in agricultural economics and reproductive physiology at Kansas State University. Brink is to address "The Future of Feedlot Profitability."

Dr. Price is a ruminant nutritionist with degrees from New Mexico State, Texas A & M, and Oregon State universities. Since 1982, his feedlot and range cattle consulting business has taken him across the USA, into Canada, Mexico, and countries overseas. At Cattle Feeder's Day, Price is to

offer "Insight on Feedlot Rations" and "Tips for Starting Cattle on Feed."

Additional topics and speakers are to be Penn State Ruminant Nutritionist Dr. Harold Harpster presenting "Options for Changing Cost of Gain," and his co-worker Dr. Bill Henning, Extension meats specialist, explaining the workings of the "USDA Grading System."

Reggie Reynolds, executive secretary of the Virginia Cattleman's Association is to offer advice on "Purchasing Quality

Feeders" an important step to success, and Dave Ivan, Pennsylvania Beef Council executive director is to discuss, "Your Checkoff Doilars at Work."

Anyone interested in cattle feeding is invited to attend. No reservations are necessary. Lunch tickets may be purchased at the door until 11:30 a.m.

In addition to the formal program there will be an opportunity to inspect commercial exhibits and visit other cattlemen. The event will begin at 8:30 a.m. with exhibit visitation and the program starts promptly at 9:30 a.m.

This meeting conducted by the Penn State Cooperative Extension concludes at 3 p.m. with a question and answer session. Our sponsors for this year's event are Dauphin Deposit Bank, Hamilton Bank, Keystone Farm Credit, and the Pennsylvania Beef Council.

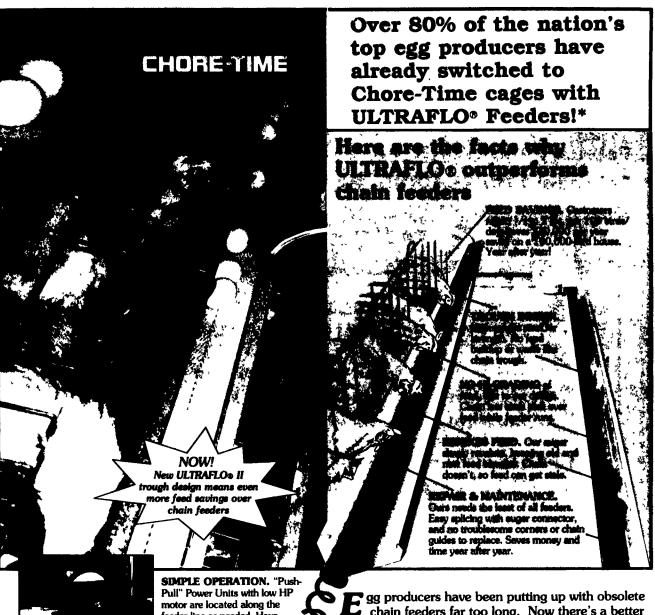
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Mid East UDIA **Plans Spending** Info Meetings

COLUMBIS, Ohio — Dairy farmers in Ohio, western Pennsylvania, and parts of West Virginia will spend \$6.8 million for advertising and promotion in 1994.

Mid East United Dairy Industry Association, which is funded by these dairy producers, is to hold seven regional information meetings and luncheons to discuss with producers and other interested people how the programs are designed to impact dairy product consumption.

Mid East UDIA General Manager Scott Higgins and marketing and nutrition education staff are scheduled to discuss how the association identifies consumer trends and develops programs to position dairy products as fitting in with people current demands.

Among the topics to be addressed are: • How Mid East UDIA works with state and regional promotion groups and the National Dairy Board to coordinate cost-efficient programs;

· Efforts that combat misinformation about dairy products;

· Programs that teach children to make healthy eating decisions at home and at school; and

· Training that allows supermarket and restaurant managers to realize the profit potential of selling real dairy products as opposed to imitations.

In addition, Mid East UDIA also is to hold informal showcases to feature resources that can enable local dairy promoters to conduct successful activities to promote dairy products.

Guests may visit "stations" to learn about education activities for consumers of all ages, free incentive items and advertising materials, and newsletters and publications that feature promotion tips and in-depth "how-to" articles.

The schedule for the information meetings and promotion expos is:

Monday, Feb. 21 — Grave Creek Mound State Park, Moundsville, WVa.

Tuesday, Feb. 22 - Travel Host Inn, Marietta, Ohio.

Thursday, Feb. 24 — The Barn Restaurant, Smithville, Ohio. Tuesday, March 1 — Days Inn, Meadville,

Wednesday, March 2 — Sheraton Inn, Greensburg, Pa.

Tuesday, March 8 — Holiday Inn, Wapakoneta, Ohio,

Thursday, April 21 - Ohio State Fairgrounds, Columbus, Ohio.

All of the dairy promotion expos will begin at 10 a.m., followed by the luncheons and information meetings at noon.

During the April 21 meeting, in conjunction with the Ohio Spring Dairy Spectacular, lunch will be served at 11 a.m. There is no charge to attend the meetings or the meals.

Mid East UDIA encourages all dairy farmers, cooperative extension personnel, processors, m'k haulers, and others interested in or affected by dairy promotion to attend the expos and meetings.

Reservations for the information meetings and luncheons should be made at least seven days prior to each meeting by calling Mid East UDIA, 1-800-292-MILK (6455).

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