

# Dairy MAP Workshops Set

LANCASTER (Lancaster Co.) — Dairy MAP is an educational program sponsored by Penn State, the Pennsylvania Department of Agriculture and numerous dairy industries throughout the state. The MAP in Dairy MAP stands for management and profitability.

Dairy MAP is a two-day workshop designed to help dairy farm families learn how to apply successful business management concepts to their farming operation. Emphasis is on helping families determine what they want to

accomplish with their lives and how the farm can help them do that.

They learn how to formulate personal and business mission statements that help give purpose and focus to all that they do. They learn how to write goals that support the farm's mission. Tactical management plans are developed that help the farm meet its established goals. To help make sure that all their talk and all their planning gets transformed into action and accomplishments, a control

system is developed to monitor the farm's progress on a regular basis and to designate corrective actions to be taken when the business is not on track.

What has been described is the basic Dairy MAP course, known as MFS (managing for success). Graduates of this basic MFS workshop are eligible to enroll in a variety of other Dairy MAP workshops, such as financial management and labor management, where they learn how to apply the basic management skills learned in MFS workshops to specific areas of farm management. All workshops are limited to 20 people.

Dates of upcoming MFS, labor and financial management workshops are listed below. For registration and for additional information, call the telephone number listed after each workshop.

Managing a farm requires teamwork. To encourage the farm's management team to attend the same workshop, the second person from the farm attends free. The registration fee is \$100. It covers workshop materials, lunch and local meeting expenses. To encourage their clients to attend, some local businesses are reimbursing 50-75% of their clients' registration fees.

**Extension Annual Meeting LANCASTER (Lancaster Co.)** — The Lancaster County Cooperative Extension annual meeting and social event will be held Thursday, Feb. 2 at the Lancaster Farm and Home Center.

Cost is \$3 and reservations can be made by contacting a cooperative extension board member or the cooperative extension office.

The evening schedule is as follows:

**Dairy Nutrition Workshop LANCASTER (Lancaster Co.)** — On Feb. 2, 9 and 16 a three-day Dairy Nutrition Workshop will be transmitted from Penn State via satellite to dozens of downlink sites throughout the Northeast.

One of the downlink locations is the Lancaster Farm and Home Center.

The workshops begin promptly at 9:45 a.m. and conclude at 3:15 p.m. Registration fee is \$30 per farm for materials plus an additional \$20 per person for lunches

and local meeting expenses.

Attendance will be limited, and reservations will be accepted on a first-come basis.

**DHIA Records Workshops** Workshops will be conducted to help farmers learn how to use their DHIA records for making informed herd management decisions.

Raleigh DHIA records will be discussed at the following times and places:

Pennsylvania DHIA records will be explained March 3 at 12:30 p.m. in the basement of the Lancaster Farm and Home Center.

Feb. 1 and 8—Dairy MAP MFS Workshop, Lancaster. Call (717) 394-6851.

Feb. 20 and 27—Dairy MAP Labor Management, Chester County. Call (610) 696-3500.

Mar. 3 and 10—Dairy MAP Finance Workshop, Berks County. Call (610) 746-1970.

Mar. 8 and 15—Dairy MAP MFS Workshop, Lancaster. Call (717) 394-6851.

6:15 p.m.—Social Hour and Snacks. A variety of snacks will be provided by various commodity groups.

7:15 p.m.—Welcome and Extension Highlights

7:35 p.m.—Business Meeting and Elections

8:15 p.m.—“4-H Exchange Trip to Poland” by Kim McLaughlin, Eric Wenger, Connie Rutt and Glenn Shirk

9:00 p.m.—Socializing

**February 3—Lancaster Farm and Home Center basement.**

12:30 p.m. Emphasis: advanced application of records. This advanced session will focus on: early indicators of trouble and successes, monitoring herd trends, setting herd performance goals and evaluating progress.

**February 10—White Horse Fire Hall, White Horse.**

12:30 p.m. Emphasis: understanding your records and how to use them.

**February 17—Bart Fire Hall, Georgetown.**

12:30 p.m. Emphasis: understanding your records and how to use them.

**February 24—Paul B. Stoltzfus farm, Rt. 23, east of Churchtown.**

12:30 p.m. Emphasis: understanding your records and how to use them.

# Pork Forum Set

SALISBURY, Md. — The 1995 Delmarva Pork Forum will be held on Saturday, Feb. 25 at the Richard A. Henson Center on the campus of the University of Maryland Eastern Shore (UMES) in Princess Anne, Md.

The annual event is being sponsored by the Cooperative Extension Services in Maryland and Delaware. Registration and the trade show begin at 8 am. The program concludes at 4 pm.

There will be an open house at the UMES Swine Research and Education Facility and Maryland Central Test Station at the conclusion of the educational program.

The Pork Forum will consist of four educational sessions that are suitable for large commercial producers as well as part-time producers. These include health issues facing the swine industry, marketing hogs produced on the Delmarva Peninsula, nutritional considerations for the pork producer, and the sustainability of

swine production.

Speakers will include swine specialists from Virginia, Pennsylvania, and Maryland. Several veterinarians are also slated for the program.

The registration deadline for the Pork Forum is Feb. 16. The \$10 per person registration fee covers educational materials and lunch. Checks should be made payable to the Wicomico EAC and be mailed to Dr. Mark Estienne, Department of Agriculture, University of Maryland Eastern Shore, Princess Anne, MD 21853.

In today's rapidly changing swine industry, it is becoming more and more difficult for many pork producers to remain competitive. All swine producers from Maryland, Delaware, Virginia and surrounding states are encouraged to attend the 1995 Pork Forum. For additional information or a copy of the program agenda, contact Dr. Estienne at (410) 651-6194.

# Tioga County Dairy Day — Udderly Busy

WELLSBORO (Tioga Co.) — What will dairy farmers need to operate their complex operations in the next five years?

The Dairy Day topics are selected to help make your business more profitable, whether it is feeding, milking or financial information and changes that are needed.

Dairy Day will occur on Jan. 31 at the Tioga County Fairgrounds from 10 a.m. to 3 p.m. The exhibitors will be open at 9:30 a.m.

Speakers and topics for the day are:

- Dr. Larry Hutchinson, Penn State veterinarian — \*Dairy Cattle Worming, Technology and Practice; \*Herd Vaccinations, Is my Herd Protected?

- Milton Hallberg, Penn State agricultural economist — \*NAFTA, GATT, and PA Agriculture.

- Eric Kolver, New Zealand and Penn State researcher — \*New Zealand Dairying and PA Pasture Management Plus; \*1995 Crop Insurance, What's new and How it works; \*Freestall Barn design and Freestall Bedding plus more.

Cost is \$2 per person. Call the extension office (717)-724-9120, for reservations.

## Binkley & Hurst Bros. Open House Offers Special Topics of Ag. Community Interest! THIS IS YOUR INVITATION

**EVENT:** BINKLEY & HURST BROS. INC. ANNUAL CUSTOMER APPRECIATION DAY & OPEN HOUSE  
**TIME:** 7:00 AM - 5:00 PM  
**DATE:** Tuesday, January 31, 1995  
**PLACE:** Dealership Location 133 Rothsville Station Road, Lititz, PA

**AGENDA:** 7:00 AM Coffee & Doughnuts  
 Visit Equipment Displays & Parts Department



10:00 AM - SEMINAR I  
**SPEAKER:** Don Robinson  
**TOPIC:** How to Keep the Public Off Your Back & The Government Off Your Farm

10:45 AM - SEMINAR II  
**SPEAKER:** Carl Just - Gehl Co. Myerstown Plant Manager  
**TOPIC:** What's New in Hay, Forage and Materials Handling

11:30 LUNCH - Visit Displays  
 1:00 PM - SEMINAR III  
**SPEAKER:** Dennis Hahn - Case IH Product Specialist  
**TOPIC:** Products of Excellence

1:45 PM - SEMINAR IV  
**SPEAKER:** Corp. Ralph E. Striebig - PA State Police  
**TOPIC:** WHAT'S THE LAW??  
 Information of vital importance to you concerning legal weights, farm truck licensing, under-age drivers, equipment transportation widths, special hauling permits, etc.



Once again we are privileged to host our Annual Customer Appreciation Day here at Binkley & Hurst Bros. As in the past we have endeavored to plan an event that will be both informative and entertaining. Issues of interest to our clients are being addressed in our seminars. Parts specials are in effect. A pork bar-b-que lunch will be served. Bring a friend and plan to spend the day.

**BINKLEY & HURST BROS. INC.** 133 Rothsville Station Rd. Lititz, PA 17543 (717) 626-4705

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