

## ◆ FARM CALENDAR ◆

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**Berks County Holstein annual meeting, Virginville Grange, Virginville, 7:30 p.m.**

**Lancaster Farmland Trust annual dinner meeting, Willow Valley Palm Court, Willow Street.**

**Dauphin County Cooperative Extension annual meeting, Ag and Natural Resources Center, Dauphin, 7 p.m.**

**Lebanon 4-H Dairy Banquet, United Christian Church Campground.**

**Saturday, November 4**

**Northeast Lamb Pools, Troy Sales Barn, grading 9 a.m., sale 3 p.m.**

**Pa. Emu Farmers' Association (PEFA) Incubating and Hatching Seminar, Centre County Vo-Tech School, Pleasant Gap, 1 p.m.-6 p.m.**

**Adams County 4-H Dairy Club Awards Banquet, Pine's Lutheran Church, New Chester, 7 p.m.**

**Berks County 4-H Livestock Banquet, Kutztown Grange Hall, 7 p.m.**

**Sunday, November 5**

**Monday, November 6**

**Wayne County Cooperative Extension dinner, Cordaro's Restaurant, Honesdale, 7:45 p.m.**

**Northampton County Extension**

**annual meeting, Extension Office, Nazareth, 7:30 p.m.**

**Solanco Young Farmers meeting, Corn Grain Management, Solanco High School.**

**Pa. Plastic Pesticide Container Recycling Program, Helena Chemical Company, Biglerville, 9 a.m.-11:30 a.m.**

**Pa. Plastic Pesticide Container Recycling Program, Adams County Nursery, Aspers, 12:30 p.m.-3 p.m.**

**Pa. Turfgrass Council Inc., Penn State Golf Turf Conference, University Park, thru Nov. 9.**

**Agromony Ag Service School, Holiday Inn, DuBois, 9 a.m.-3:30 p.m.**

**Wednesday, November 8**

**1995 National FFA Convention, Kansas City, Mo., thru Nov. 11.**

**DPC 26th Annual Conference, Holiday Inn Carrier Circle, East Syracuse, N.Y., thru Nov. 10.**

**Animal Housing Expo, Lebanon Fairgrounds, Lebanon, thru Nov. 9.**

**Notheast Greenhouse Seminar, Luzerne County Community College Center, Nanticoke, 9 a.m.-3 p.m.**

**Southeast Regional Christmas Tree Growers meeting, Morgan Auditorium, Schuylkill Haven, 7 p.m.**

**Agromony Ag Service School, Days Inn, Meadville, 9 a.m.-3:30 p.m.**

**Westmoreland County Farm-City Dinner, Mountain View Inn, Greensburg, 7 p.m.**

**Dairy Feed Industry Seminar, Ramada Hotel, Altoona, repeats Nov. 9 at Garden Gate Restaurant, Butler; Nov. 13, Lighthouse Restaurant, Chambersburg; Nov. 14, Harvest Drive Family Restaurant, Intercourse; and Nov. 15, Shadow Brook Inn and Resort, Tankhannock.**

**Dairy Feeding Workshop, C&N Bank, Troy, 10 a.m.-2 p.m.**

**Dairy Feed Industry Seminar, Garden Gate Restaurant, Butler, 9 a.m.**

**Mercer County Cooperative Extension meeting, Leslie N. Firth Learning Center, 7 p.m.**

**EAYFA monthly meeting, Ephrata High School, 7:30 p.m.**

**Chester County Cooperative Extension annual meeting, East Brandywine Fire Hall, Guthrieville, 6:30 p.m.**

**Commodity Futures and Options Seminar, Comfort Suites, Allentown, 7:30 p.m.**

**Tuesday, November 10**

**Wyoming County Sheep and Wool Producers Association annual meeting and roast lamb dinner, United Methodist Church, Centerville, 6 p.m.**

**York County Extension annual meeting, 4-H Center, Bair, 7 p.m.**

**Jefferson County annual meeting, Horntown Community Center, 7:30 p.m.**

**Wayne County annual meeting, Belmont Corners Fire Hall, Pleasant Mount, 7:45 p.m.**

**Bucks County Holstein Club and Bucks DHIA annual meeting, St. Matthew's Lutheran Church, Kellers Church, 7 p.m.**

**Warren County Dairy Herd**

## Penn State Educates PAADS-goers About Dairy-MAP

**HARRISBURG (Dauphin Co.)** — Help is available for dairy farmers seeking to improve profitability.

That's the message delivered by Penn State Cooperative Extension agents Timothy Beck, Roland Freund, and Galen Kopp, who explained the Dairy-MAP (Dairy Management and Profitability) program to participants at the Pennsylvania All-American Dairy Show, held at the State Farm Show Complex in Harrisburg this week.

"Profitability, and not production, is the key to successful dairy farming," said Freund, of the Cumberland County Extension Office. "Dairy-MAP is designed to facilitate the learning of busi-

ness management skills for farmers and agribusiness firms."

Dairy-MAP involves two-day instruction workshops or "modules" designed to address specific dairy management issues.

The first module, "Managing for Success," focuses on the establishment and monitoring of goals. Using the acronym "SMART," participants are taught that goals should be specific, measurable, attainable, rewarding, result oriented, and timed.

The second module, "Managing Finance," addresses the financial management of a dairy business, and the third module, "Labor Resource Management," analyzes the efficient use of human resources in a dairy operation.

Dairy-MAP recognizes that management is a total process, including planning, organizing, staffing, controlling and directing.

"A dairy farmer must work in several roles - manager, technician, laborer, and more," Freund said. "Dairy-MAP helps farmers to look at themselves, their businesses, and the industry as a whole."

Dairy-MAP workshops are available to dairy farmers statewide through Penn State Cooperative Extension offices. For more information on Dairy-MAP, or for a schedule of workshops, contact your local County Extension Office.

**Improvement Association and Holstein Club annual meeting, Lander Fire Hall, 8 p.m.**

**Agromony Ag Service School, Arena Restaurant, Bedford, 9 a.m.-3:30 p.m.**

**Saturday, November 11**

**Veterans Day**  
**Nittany Lion Fall Classic Sale, Ag Arena, State College, 11 a.m.**  
**North American Rhea Association Mini-Seminar and board meeting, Lancaster.**

**Mushroom Production Workshop, WMREC, Keedysville, Md., 9 a.m.-3:30 p.m.**

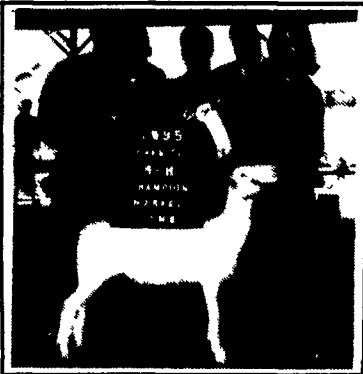
**Sunday, November 12**

**Penn-Jersey Equipment Dealers Association Dealer Convention, Champion, thru Nov. 15.**

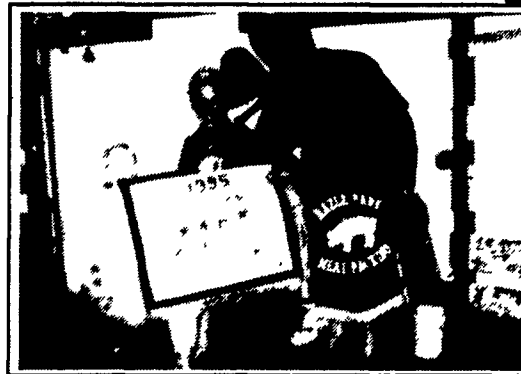
## THANK YOU TO 1995 BERKS COUNTY 4-H LIVESTOCK BUYERS



**Grand Champion Market Steer**  
The Annex Florist



**Grand Champion Market Lamb**  
Lebanon Valley National Bank



**Grand Champion Market Hog**  
Hazle Park Meat Packing, Inc.

Reserve Champion Steer - Meridian Bank  
Reserve Champion Lamb - Pioneer Grange  
Reserve Champion Market Hog - Meridian Bank

### BUYERS

Albright's Feed Mill  
Berks County Sheep & Wool Growers  
Bernville Quality Fuels, Inc.  
Binkley & Hurst Bros., Inc.  
Carlos R. Leffler, Inc.  
Columbian Cutlery  
Core States/Hamilton Bank  
Evelyn Duckett  
Fernwood Auction Company  
First National Bank of Fredericksburg  
First National Bank of Leesport  
Marvin Frantz  
John Fry, Auctioneer  
Fogelsville Auction Center  
Hydro Kirby Fertilizer  
Keystone Farm Credit, ACA

Gary Kurtz  
Norman Kurtz and Son  
Grimes Airport  
Hatfield Quality Meats  
Hazle Park Meat Packing  
Krall Hostetter  
John F. Lengle, Inc.  
K&K Cattle Company  
Kutztown Grange  
Lebanon Valley National Bank  
Leesport Farmers Market  
Betty Levan  
Meadow Bend Farm  
Meridian Bank  
Mountain View Supply  
New Holland Ford

Pennsylvania National Bank  
Perry Acres  
Peters Brothers Meat Market  
Pioneer Grange  
R&R Sheep and Cattle Company  
Rhoads Brothers Trucking  
Rolling Shade Polled Herefords  
Strausser Insurance Agency, Inc.  
The Annex Florist  
Wayne Feeds  
Wayne Wessner Grains  
Benjamin Weist  
John Weist  
Zettlemoyer Auction Company