

Call 1-800-DHI-7257 for information. Pennsylvania Dairy Herd Improvement Association, DHIA Service Center, Orchard Road, University Park, PA 16802

Staff Sets Agenda For Spring Meetings

DAVID BIGELOW
Training Coordinator
STATE COLLEGE (Centre Co.)—Recently the Pa. DHIA field staff met to set the agenda for the upcoming spring technician conferences. It was decided that the agenda would consist of learning and discussing the records or finished product that goes back to the dairymen.

The conferences will all begin at 10 a.m. and end at 4 p.m.

Starting with introductions of technicians, guests and staff, the program will immediately go into

the interpretation of the reports.

Herd Summary I and II, along with the reproductive report, will be interpreted by David Bigelow, training coordinator. The milk urea nitrogen and somatic cell reports will be interpreted by the region manager.

Dean Amick, director of field

operations, will be responsible for the round table discussion. The round table discussion allows the technicians to ask questions and receive information from the field staff.

Pa. DHIA holds 14 conferences in different parts of the state in the spring and fall. The summer conference will be held at Grantville on June 14-15, 1996. This conference is a two-day event.

These educational events, along with the region manager holding a mini-meeting bi-monthly, gives the field staff the opportunity to continually update the technicians on any new changes.

Feel free to contact PA DHIA at 1-800-344-8378, if we can assist with your dairy operation.

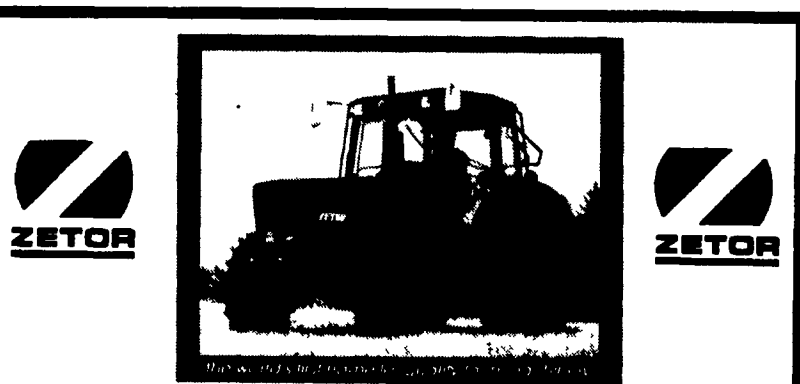
Pa.DHIA Spring Conference

MARCH

22, Friday — At Millerstown Fire Hall, located off Rt.22/322 at Millerstown Exit. For Cumberland, Juniata, Perry, Dauphin, and Snyder counties.

25, Monday — At Hoss's Steak and Sea House in Exton, located a half mile south of the Pa. Turnpike along Rt.100. For Bucks, Chester, Lancaster and Montgomery counties.

26, Tuesday — At Blue Mountain Family Restaurant, located off of 178 at Exit 8. For Lebanon, Berks and Schuylkill counties.



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27, Wednesday — At General Lee's Family Restaurant, located along Rt.30 West, before Gettysburg Battlefield. For Adams, Franklin and York counties.

28, Thursday — At Hoss's Steak and Sea House, along Rt. 22, in Huntingdon. For Huntingdon, Fulton and Mifflin counties.

29, Friday — At The Ranch House, along Old Rt. 220, south of Claysburg. For Blair, Bedford and Cambria counties.

APRIL

1, Monday — At Candlelight Restaurant in Donegal, located at Exit 9 off of the Pa. Turnpike. For Washington, Fayette, Westmoreland, Somerset, and Indiana counties.

2, Tuesday — At the All American Truckstop in Milton, located off of 180 at Exit 32. For Union, Lycoming, Montour, Northumberland, Columbia, and Luzerne counties.

3, Wednesday — At Sinbad's, located along Rt.6 in Wysox. For Bradford and Sullivan counties.

4, Thursday — At Mountainview Restaurant, along Rt.106 in Clifford. For Lackawanna, Susquehanna, Wayne, and Wyoming counties and New Jersey.

5, Friday — At the Bonanza in Mansfield, located off of Rt. 15 at the Mansfield Exit. For Potter and Tioga counties.

10, Wednesday — At the Dutch Treat in Spartansburg, along Rt. 77. For Crawford, Erie, and Warren counties and New York.

11, Thursday — At Howard Johnson's in Mercer, located off of 180 at Exit 2. For Mercer, Butler, Venango, Lawrence, Beaver and Armstrong counties.

12, Friday — At Days Inn in Clearfield, located off of 180 at Exit 19. For Clearfield, Elk, Centre, Clinton, Jefferson, and McKean counties.



10TH ANNIVERSARY YEAR

PARADISE, PA MARKET REPORT 1/31/96

**CLEAN-UP
TOBACCO
SALE:
Feb. 14th**

Ideal Leaf	24%
Lanc. Leaf	42%
Winstead	3%
Warehouse	9%
South Boat Leaf	22%
179,000Lbs. Sold	
\$1.38/Lb. to \$1.42/Lb.	
Outgrade \$1.25 - \$1.30	

**RECEIVING
DATES**

2/13-7 to 4 • 2/14 - 7 to Sale

LIFE OF A TOBACCO WAREHOUSEMAN 'In LANCASTER ONLY'

We like to see farmers bring their tobacco to warehouse to be sold. We don't mind, but it is tough when farmers put minimums on their tobacco. 30¢ over market sometimes mistakes are made - minimums are not recorded. Paradise has given out over \$10,000.00 in mistakes where the farmer says he gave minimum to somebody but we can't find that 'somebody'.

We try to make rules to limit sale to three (3) sales before skid charge but we never obey it. Some farmers had tobacco at Paradise from 2 to 10 sales before ever making a decision. We've put great expense in selling your tobacco more than one (1) time this year. The first two weeks were full of expense. Currently, a lot of farmers accuse us for not sticking together for higher prices. It is not really the warehouse responsibility - but the farmer and the buyers' tobacco companies to decide what the market is! Since only 50% tobacco is through auction market, not every buyer is going to be happy. If more tobacco went through auction market, more buyers are forced to auction and there would be an open market. Right now, auction market must act like a receiving station at night to get our farmers what other farmers get. When tobacco sold private, you do not force buyers to expose their true market price to the public. Everything is under the table. We are only a place to market your tobacco. We try our very best to work in the best interest of the farmer. Out of 1200 customers, we get a thank you from a handful **ONLY!**

Should Paradise Tobacco stay in business? In a year when farmers should be happy, when taking home bigger checks than ever, it seemed impossible to please anybody. When tobacco prices are going up, farmers do not sell, when tobacco prices come down, everybody brings in and puts on last week's price as minimum. No matter what price of tobacco is, farmers usually want 5¢ more.

Upon waiting for the 5¢ more, the tobacco buying companies lower the price and you still want 5¢ more. You lose 20¢ by waiting for an extra 5¢. **WHY?**

There is a group of farmers every year who bring tobacco in frequently, sell it at the market, no complaints, and probably end up with better average than that group of farmers that waits with all his tobacco to try to reach a high.

Can't we find a happy medium? Somewhere? Why, in a good market like we had this year, does a farmer sidetrack the market maker - the tobacco auction house?

Mitch White

**PARADISE TOBACCO
SALES**

Mitch White-Sale Mgr. •
Mitch Ashby-Auct.
AU002616-R

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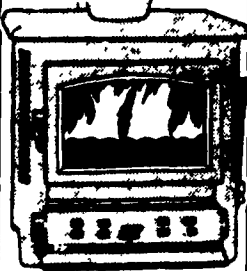
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