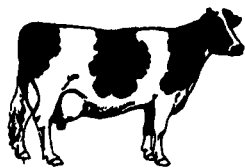
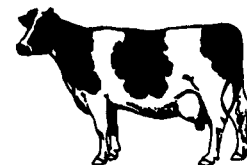


PENNFIELD DAIRY DAYS

The Family Dairy Farm



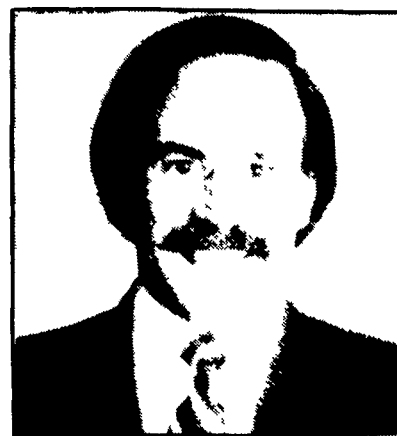
Profitable and Enjoyable



Featured Speakers



Timothy Snyder, Ph.D. PAS
Mgr., Dairy Nutrition,
Pennfield Corp.



Roger L. Saltman, DVM, PAS
Senior Technical Services Manager
Hoffmann - La Roche Inc.

Dr. Snyder grew up and worked on a central Pennsylvania dairy farm. He graduated from the Dairy Science Department at Delaware Valley College with emphasis on nutrition /management and went on for an advance degree at Va. Tech with emphasis on forage utilization. Dr. Snyder received his Ph D from the Dairy and Animal Science department at Penn State University in rumen function. During college he also worked on a dairy research farm and on a dairy farm in Germany.

Dr. Snyder was employed as a multicounty extension agent in North Carolina. There, he emphasized dairy and forage production.

He did extensive research and teaching in graduate school. He was previously employed in dairy/ruminant research and technical service for a farm supply cooperative for five years. He has been with Pennfield in dairy/ruminant research and technical service for the past 10 years.

Dr. Saltman was raised in southern California and came East to attend Princeton University. After college, he purchased a small farm with a partner and farmed in the Finger Lakes Region of upstate New York. Afterward, Dr. Saltman returned to school to take a veterinary degree at Cornell Veterinary School.

For six years, Dr. Saltman was in a multidisciplinary practice based in central New York. There, he specialized in production medicine, including ration formulation, nutritional consulting, and records analysis.

Dr. Saltman joined American Cyanamid in 1987 as part of the Bovine Somatotropin (BST) project. He became involved in research and animal industry education, new product development, and technical service consultation. After the sale of the Cyanamid feed additive business, Dr. Saltman became senior technical services manager with Hoffmann-La Roche.

Meeting Agenda

- 9:30 AM Milk, Coffee and Donuts
Visit Four Dairy Display Areas
- 10:00 AM Where Are the Profit Opportunities?
Don Mahlandt, Director of Dairy Sales
- 10:20 AM **Opportunity #1:**
Birth to 6 Mos. Dr. Saltman
- 10:40 AM **Opportunity #2:**
Pre-Fresh - Post Fresh Dr. Snyder
- 11:00 AM **Opportunity #3:**
Optimum Udder Health Dr. Saltman
- 11:20 AM **Opportunity #4:**
High Performance Feeding,
Forage and Grain Processing Dr. Snyder
- 11:40 AM Lunch - Visit Displays
- 1:00 PM **Opportunity #5:**
High Performance Feeding, Balancing
Proteins, Energy, Amino Acids Dr. Snyder
- 1:20 PM **Opportunity #6:**
Improving Reproduction Dr. Saltman
- 1:40 PM Questions & Answers - Door Prizes
- 2:00 PM Adjourn

1997 Dairy Meetings

- Monday
Jan. 20 Shadowbrook Inn Tunkhannock, PA
- Tuesday
Jan. 21 Lebanon Valley Expo Ctr. Lebanon, PA
- Wednesday
Jan. 22 McConnellsburg FireHall McConnellsburg, PA
- Thursday
Jan. 23 Yoder's Restaurant New Holland, PA
- Friday
Jan. 24 Berlin Fire Hall Berlin, PA
- Monday
Feb. 3 New York Region
Dibble's Inn Vernon, NY
- Tuesday
Feb. 4 Kauffman Center Greencastle, PA
- Wednesday
Feb. 5 Howard Johnson Rest. Millington, MD
- Thursday
Feb. 6 Plain & Fancy Rest. Bird-In-Hand, PA
- Friday
Feb. 7 Camelot Restaurant Milroy, PA

Ladies Welcome: The information presented at these meetings will be directed towards the FAMILY DAIRY FARM and its future. Since many wives play a key role in the Family Farm Operation, we would strongly urge both husband and wife to attend as the information presented will be for the "Management Team".



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pennfield feeds