

New York Dairy Princess Pageant, ADADC Meeting Set

SYRACUSE, N.Y. — The American Dairy Association and Dairy Council, Inc. (ADADC) announces the 34th Annual New York State Dairy Princess Pageant to be held on Tuesday, February 18, at Four Points Hotel by Sheraton, Liverpool, NY and its annual business meeting to be held on Wednesday, February 19. Banquet tickets are \$15 per person and must be reserved by Friday, February 7.

Festivities begin on Tuesday with a flavored milk bar at 5:30 p.m., featuring a variety of unusual milk drinks, such as kiwi, raspberry, English toffee, and macadamia nut. During the banquet at 6 p.m., 35 county dairy princesses will be honored, who will compete to be the 1997-98 New York State Dairy Princess (currently Kelly West of Wyoming County). An ADADC 1996 Program Presentation will highlight the "Got Milk?" advertising campaign and the promotional contributions of the consumer promotions, nutrition education and communications work groups. On Wednesday, an ADADC Business Meeting begins at 8 a.m. The agenda includes financial advertising and program updates.

The pageant culminates two days of judging for the contestants. The judges will be looking for the young women who most effectively promote milk and dairy products, based on a personal interview, an impromptu and prepared adult speech, elementary school presentation, and informal interaction with others. Though only one state princess and two alternates will be selected as state representatives for the dairy industry, promotion is a team effort and all county dairy princesses

and their courts are important in increasing milk and dairy product consumption.

In addition to the three state representatives who will receive awards of \$1200, \$700 and \$600 respectively, the three top speech presentation winners will receive \$150 and the three best scrapbook winners will receive \$75. "Miss Congeniality" will be selected from the contestants and recognized as the dairy princess who demonstrates the most friendliness and cooperative spirit of competition.

Two college students will receive the ADADC Memorial Scholarship and Leo Briggs Memorial Scholarship. Both \$500 scholarships are based on grade point average, extracurricular activities, future plans, and a 400-word essay discussing the applicant's commitment to a career in the dairy industry.

The Robert S. Turner Promoter of the Year Award will be presented to the county that has done an outstanding job promoting milk and dairy products. Selection is based on the number and types of promotional activities conducted by the 1995-96 county dairy princesses and their courts.

Finally, two Golden Cow Awards will be presented to adult county dairy promotion committee members. They will be recognized for outstanding service and dedication to local dairy promotion in New York State.

Banquet tickets are \$15 per person and must be reserved by Friday, February 7. Complete the reservation form and mail to: Deborah Mathers, American Dairy Association and Dairy Council, Inc., 219 South West Street, Suite 100, Syracuse, NY 13202-1205 or phone (315) 472-9143.

Four Points Hotel by Sheraton is located directly across from exit 37 of the New York State Thruway. From Route 81 North or South, take exit 25-Seventh North Street. Go to the end of the ramp and take a right. The hotel will be straight ahead at the "T" (one mile).

Support your county dairy princess. See who will serve as the next New York State Dairy Princess and learn how ADADC is increasing milk and dairy product consumption. Make your reservations today!

ADADC is an advertising and promotion organization representing dairy farmers in New York, New Jersey and Pennsylvania.

Cooperative Meets

(Continued from Page A37)

Clyde Rutherford reported that DairyLea markets 5 billion pounds of milk with 2,700 dairy farms. He said that a week ago, there were more people in the Superdome watching the Superbowl "than there are dairy farmers in the U.S."

The cooperative members are enjoying a better milk check for a combination of reasons: better price, lower input costs, and forward contracting. A downside to making money in dairying has been the exorbitant feed costs.

Earl Dehney, milk sanitarian with the cooperative, said that the cooperative received a 91 overall score in 1996 from the U.S. Public Health Rating. "We appreciate your efforts to keep the standards high," he told the producers.

Top 10 Producers were named. They are Brubaker Farms (Luke, Mike, and Tony), 9,435,174 pounds milk; John Landis, 7,323,898 pounds; Kenneth Zurin, 5,834,011 pounds; Star Rock

YORK (York Co.) — Penn State Cooperative Extension in York County will offer a computerized farm record keeping course for Windows-based computers on Monday, Feb. 3, and Monday, Feb. 10, from 10 a.m. to 3 p.m. at the York County Extension Office.

The workshop series is intended to familiarize the farm manager and/or his designated record keeper with a farm financial record keeping system that uses low-cost, flexible computer software.

Participants will be asked to bring their computers to the workshops.

The reasons for computerized farm record keeping are:

- Software is now very economical and readily available.

- Software is time-proven, easy to learn, and adaptable to any farm enterprise.

- Software is flexible and adaptable to simple or complex record keeping systems.

- The "Family Farm Chart of Accounts" developed by Dr. Larry Jenkins, farm management specialist from Penn State University, will help farm managers utilize the full potential of low-cost computerized record keeping systems.

The course outline includes setting up accounts and categories, printing financial reports, and customizing categories and accounts for each farm operation.

Accounting concepts will be demonstrated using Microsoft Money software. Participants must provide their own copy of the software for the workshop.

The course will be instructed by Dr. Larry Jenkins, Penn State agricultural economist. Enrollment for the course is limited to 12 farms on a first-come, first-serve basis because of individual instruction. Cost for the course is \$7/farm operation to cover the cost of lunch.

To register for the workshops, call Penn State Cooperative Extension at (717) 840-7408.

Steve Stoltzfus, Bill Blank, Reuben Z. Beiler, Leroy H. Hoover, Emanuel Stoltzfus, Elvin Brubaker, and Brian C. Walker.

Two directors to serve three-year terms were elected. One is Michael L. Brubaker, Mount Joy, in partnership with father Luke and brother Tony. They milk 400 cows, raise all heifer replacements, and farm 800 acres. They also raise broilers and hogs. Michael has a bachelor's degree in ag business from Penn State.

Another director, re-elected to the position, was Dale R. Hershey, Kinzers. Dale farms with wife Deb and daughters Monica, Taylor, and son Regan. They operate Wood-Springs Holsteins, which includes 65 registered stock, 65 young stock and registered bulls. Hershey is past treasurer of the Lancaster County Holstein Association.

Reservation Form

1997 New York State Dairy Princess Pageant and ADADC Annual Meeting

Name _____ Phone: _____

Address: _____

Please reserve _____ ticket(s) for the banquet at \$15.00 per person (Checks payable to ADADC)
(Tickets will be mailed prior to banquet)

_____ I will attend the ADADC Annual Meeting at 8:00 a.m. on Wednesday, February 19

Return by Friday, February 7, 1997 to

Deborah Mathers, American Dairy Association and Dairy Council, Inc.
219 South West Street, Suite 100, Syracuse, NY 13202-1205

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1997 ZRT 800	\$8,500	\$7,000

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ATTENTION TOBACCO FARMERS

We will be receiving tobacco Monday, Feb. 3, Wed., Feb. 5 & Fri. Feb. 7, 1997 from 8 am til noon. Call for an appointment.

Dennis will be in the office every day this week - that being 2/3/97 thru 2/7/97. We would like each farmer that is under contract, that is not finished delivering tobacco, to contact us so we can determine how much tobacco is left to come in. Please call us to set up an appointment for delivery.

Clark Stauffer

(717) 733-8921 - Home

(717) 575-0622 - Mobile

717-354-8177 Office

Dennis Hess

(717) 627-4075 - Home

(717) 575-0113 - Mobile

Mac Bailey