

**PENNSYLVANIA DAIRYMEN'S ASSOCIATION ANNUAL BANQUET**

The Pennsylvania Dairymen's Association will hold its annual banquet on Monday evening, January 12, 1998 at the Harrisburg Sheraton East. The Sheraton is located just off the Union Deposit Exit of I-83.

The Board of Directors would like to invite you to attend this traditional Farm Show Week Dinner. A milk punch reception will begin at 6:00 p.m. with dinner to follow at 6:30 p.m. The 1998 Charles E. Cowan Award, the Extension Service Award, and the PA Distinguished Dairy Women Award recipients will be honored.

The main speaker for the evening will be Mr. William R. Perry, vice-president of Government and Member Relations of Milk Marketing, Inc. He was raised on a hog and cash grain farm in Sandusky County, Ohio. He has been organizational director with the Ohio Farm Bureau Federation and director of field services for the Maryland Farm Bureau. A Milk Marketing, Inc. employee since 1982, he is responsible for MMI in national, state and regional legislative affairs. He manages MMI's Political Action Committee, and oversees the members' communication and administers MMI's Member Benefits Program. Mr. Perry has received the Pennsylvania Council of Cooperatives' Master Education Award, and has received numerous communications awards from National Milk Producers Federation.

Dinner reservations and payment must be received by Tuesday, January 6, 1998. Mail the reservation form below to Pennsylvania Dairymen's Association, 440 Plaza Drive, Palmyra, PA 17078, or call (717)838-3283. Ticket price is \$17.

**PENNSYLVANIA DAIRYMEN'S ASSOCIATION ANNUAL BANQUET**

Monday, January 12, 1998

Harrisburg Sheraton East

Milk punch reception 6:00 p.m.

Dinner 6:30 p.m.

.....BANQUET TICKET RESERVATION FORM.....

Ticket orders must be received no later than Tuesday, January 9, 1998.

Name/Organization \_\_\_\_\_

No. of tickets \_\_\_\_\_ @ \$17 = \_\_\_\_\_

Return Ticket Reservation Form with check payable to:  
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**Dairy Farm Management Schools Set**

LANCASTER (Lancaster Co.) - Dairy farming is a very complex business, one that requires a lot of skill and knowledge, a lot of capital and a lot of commitment from the family. Three two-day schools on the basics of managing a dairy farm business will be conducted to help farm families understand the personal and business side of the dairy business so that it can be managed as a profitable business for the betterment of the family.

The first of these two-day schools will be held 10 a.m. on Fridays, Jan. 2 and Jan. 9 at the Lancaster Farm and Home Center, Lancaster. Reservations are requested and can be made by calling the Lancaster County Cooperative Extension office, (717)394-6851. Husbands and wives and business partners are encouraged to attend as a team. Cost is \$10 per farm and lunch is on your own.

These two-day schools are designed for families that are getting started in dairy farming and for families who are already in farming but want to sharpen their business management and herd management skills. These dairy management schools will

focus on:

- Calculating profit margins needed per farm, per cow, and per cwt. of milk that are needed to support the family farm.
  - Setting realistic goals for the farm business and for the dairy herd.
  - Start-up considerations.
  - Investing capital wisely for greatest returns.
  - Controlling debt and operating costs.
  - Building and maintaining a productive and profitable dairy herd, a strong income base.
  - Operating in the profit zone.
  - Advantages and disadvantages of various styles and sizes of business.
  - Key points of her management, including milk production and quality, herd health, reproduction, herd replacements, feeding and nutrition, forage quality, and housing and cow comfort.
  - Ways to monitor progress of the dairy.
- The other two schools are Jan. 15 and 22 at the Stephen S. Stoltzfus farm, 901 Peters Road, New Holland, and March 12 and 19 at the Lancaster Farm and Home Center.

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