

EXPO '98 Schedule Released

Farmers wanting to adapt computers, precision agriculture and other technology to position their farms to prosper in the next millennium should register now for ACE Expo '98.

The Ag Computing and Electronics Expo is quickly becoming the premier ag technology event in the Mid-Atlantic. The third annual ACE Expo takes place from 8 a.m. to 5:30 p.m. Wednesday, Dec. 16, at the Lancaster Host Resort, Lancaster, Pa. The program includes:

* Information-packed seminars. Nearly 50 expert speakers, including experienced growers and ag specialists, tackle numerous topics in 40 sessions. Agriculturists from all fields of agriculture and ability levels will find sessions to help prepare them for business in the 21st century. Special tracks are tailored to precision agriculture, dairy, financial management and beginning computer users. Other

sessions cover the Internet, field crop recordkeeping and mapping, communications, nutrient management, electricity use, fruit, vegetables and livestock production.

*Hands-on workshops. Learn to navigate the latest software in the ACE Expo computer lab! Carriage House Consulting, Mount Joy, Pa., and the Advanced Technology Center, affiliated with Maryland Cooperative Extension, provide a computer lab for hands-on instruction (two people per computer). Carriage House Consulting's Microsoft-certified professionals will provide training in several popular programs: Windows 95/98, word processing, spreadsheets and databases.

To offset the computer cost, these workshops cost an additional \$25. Seating is limited (first come, first served basis), so make reservations as soon as possible!

* Keynote address on precision ag. After a hot lunch, muse about the future of precision agriculture with keynote speaker Doug Harford of Mazon, Ill. This respected management guru grows corn and soybeans on 1,800 acres, where he has experimented with everything from yield monitors to spray controllers to aerial infrared photography. His presentation is courtesy of DuPont Ag Products.

* A bigger and better trade show. Visit exhibits from companies specializing in ag software, hardware and interfacing equipment for barn, field and pickup. One-half hour between sessions means plenty of time to question vendors and comparison-shop! Refreshments will be available in the trade show room all day, courtesy of PNC Bank.

Confirmed exhibitors as of mid-October were Ag-Chem, Farm Credit Farm Management Service, Globalink/Pro Farmers of America,

HeatWatch/DDX, Holstein Association USA, Lancaster DHIA, Nutrient Solutions in Agriculture, Pennsylvania DHIA, Pennsylvania Farm Bureau and PLS Agri-Management Associates.

The Lancaster Host is located at 2300 Lincoln Highway East (Route 30), east of Lancaster. A block of rooms has been reserved. Make your reservations directly with the Host by calling (717) 299-5500. ACE Expo attendees get a special conference rate of \$72 for a single or double room.

Register for the expo by Oct. 31 and save \$20 off registration. After that, the price is \$79 a person. Bring your spouse and take advantage of another \$10 discount.

For more information, check the ACE Expo web site: <http://aceexpo.cas.psu.edu/>. Or call your local county extension office for a brochure.

1998 AG COMPUTING AND ELECTRONICS EXPO

(ACE EXPO '98)

Wednesday, Dec. 16, 1998
Lancaster Host Resort
Lancaster, Pa.

8:30 a.m. Registration and trade show open

9 a.m. **High-Tech Dairy Roundup**
Hopewell Room — Representatives from DDX Corporation (Heatwatch), Farm Works and Uniform Agri share their companies' latest technology solutions for dairy challenges

Site-Specific Farming: Is It Right for You?
Marietta Room — Ag Chem soil scientist Dr. Nyle Wollenhaupt translates the jargon and shows you what it takes to run the equipment, manage the information and make it pay

Comparing Farm Accounting Software
Cornwall Room — Which accounting package best fits your farm? Penn State Extension's John Rutherford compares various options to help you decide

Intro to Computing: What Have I Gotten Into?
Limerock Room — Laura Watts, Penn State Extension computing expert, makes sense of the jargon and helps beginners get on their way to computing ease

Smart Computer Shopping
New Holland Room — Penn State computer experts Albert Nakpil and Tom Weber tackle buying and leasing computers and related equipment (Repeated at 4:30)

Computerized Nutrient Management
Kinderhook Room — Several software programs will be compared by Leon Ressler, Penn State Extension. Also, Dr. Jim Glancey of University of Delaware reveals details on a variable-rate manure spreader

Tailoring Software to the Livestock Operation
Strasburg Room — WVU Extension farm management specialist Tom McConnell demonstrates spreadsheet applications designed to help determine break-even price, cost per unit of production, and enterprise analysis. Those attending will take home a diskette with several programs

Hands-On Workshop: Windows 95/98
Paradise Room — A beginner's course on navigating Windows. (Repeated at 10:30)

10:30 a.m. **Computerized Dairy Herd Management**
Hopewell Room — Producer panel tells how they use technology to impact the bottom line. Includes Dave and Sharon Bishop, Ensenada Farms, Doylestown, Pa.; Phoebe Bitler, Vista Grande Farm, Fleetwood, Pa.; Dennis Bowman, Big Spring Farm, Union Bridge, Md.; and Marilyn Hershey, Ar-Joy Farms, Cochranville, Pa.

Harvesting Field Info for Precision Ag
Marietta Room — What tools are needed? How accurate are yield monitors? How small should soil sample grids be? Penn State's Dr. David Wagner explains

Am I Making Money? Enterprise Analysis
Cornwall Room — Brad Hilty, PLS Agri-Management Associates, shows how to discern which crops or livestock are profit pumpers and which are profit drainers

Intro to the Internet: What do all those letters mean? — Limerock Room — Penn State's Laura Watts makes sense of the lingo and tells what you need to get surfing

Internet Surfing for Agriculture
New Holland Room — Tour ag- and business-related web pages with Pennsylvania Farm Bureau's Lorraine Potochney and Steve Snyder (Repeated at 1:30)

Year 2000 and Other Computing Troubles
Kinderhook Room — Pennsylvania Farm Bureau's Lonny Smith explains what you need to know and offers troubleshooting solutions

Farm Uses for E-mail, Cell Phones, Faxes and Pagers — Strasburg Room — Melvin Baile Jr., New Windsor, Md., discusses what he uses to keep in touch. Representatives from Cellular One reveal new farm uses for their technology

Hands-On Workshop: Windows 95/98
Paradise Room — A beginner's course on navigating Windows

11:45 a.m. Luncheon and ACE Expo '98 Keynote Address
Lancaster Showroom — Speaker Doug Harford, Illinois farmer, discusses

practical approaches to applying precision agriculture technology to enhance profitability on the farm. Courtesy of DuPont Ag Products

1:30 p.m. **Dairy Panel: How I Use the Internet**
Hopewell Room — Producers take to the "surf" for data transfer and research. Dairy-L, USDA genetic information, cow registrations, e-mail and test day production info. Includes Steve Hershey, Hershey Brothers Farm, Manheim, Pa.; Ralph Moyer, Mor-Dale Farms, Myerstown, Pa.

Precision Ag Information Overload?
Marietta Room — Dr. Carol Snyder of Farmers Software Association covers what software can turn all that information into an action plan

Reap Higher Yields from Your Bank
Cornwall Room — Keep your money working for you with products and services available for use with your personal computer. PNC Bank's Howard Kramer explains.

Out of the Shoebox! An Intro to Databases
Limerock Room — Penn State's Laura Watts helps you get organized and to use your records

Internet Surfing for Agriculture
New Holland Room — Tour ag- and business-related web pages with Pennsylvania Farm Bureau's Lorraine Potochney and Steve Snyder

Balancing Electrical Loads to Save Money
Kinderhook Room — Penn State ag engineer Dr. Dennis Buffington discusses optimizing energy use, including the importance of demand management. Also, a private company will discuss analyzing and monitoring electricity demand

High-Tech Fruit Production and Marketing
Strasburg Room — Learn how Scott Hughey, Mountain Brook Orchards, St. Thomas, Pa., and John Lott, Bear Mountain Orchards, Aspers, Pa., apply technology in their businesses

Hands-On Workshop: Advanced Windows 95/98
Paradise Room — Master these applications to get the most mileage for your money

3 p.m. **Finding Time in the Dairy**
Hopewell Room — Bill Prokop, N.Y. veterinarian and management consultant, tells how computers can help you make more of time and personnel

Precision Ag: From Computer to Field
Marietta Room — Company reps tell how their equipment controllers will allow you to vary rates of fertilizer, chemicals, lime or seed in the field

Use the Computer to Plot Your Financial Future
Cornwall Room — John Rinchart, Rinchart's Orchards, Dillsburg, Pa., and Mike Trout, Trout Brothers Dairy, Loysville, Pa., share how they use the computer in business planning

Introduction to Spreadsheets
Limerock Room — Penn State's Laura Watts walks beginners through using spreadsheets to analyze records.

Where Did My Files Go?
New Holland Room — Learn how to manage all those files and keep your computer desktop an orderly, usable place. Steve Snyder of Pennsylvania Farm Bureau shows you.

Pesticide Recordkeeping by Computer
Kinderhook Room — Dr. George Hamilton, Rutgers University entomologist, compares software packages to tackle this task.

Computerizing the Nursery or Greenhouse
Strasburg Room — Speakers to be announced.

Hands-On Workshop: Word Processing
Paradise Room — Learn to do newsletters and mail merging.

4:30 p.m. **Dairy Herd Management Software Alternatives**
Hopewell Room — Decide what package best suits your operation as Penn State Extension agent John Rutherford compares options from several companies.

Precision Farmer Panel Discussion
Marietta Room — Keynote Doug Harford joins Jonathar Quinn, Warwick, Md., and other Mid-Atlantic farmers to discuss what they've learned in applying precision farming and where they're headed with technology.

Computerizing Payroll and Labor Management
Cornwall Room — Jay Partner of PFB's MSC Business Services, tackles payroll issues. Bill Prokop, N.Y. veterinarian and management consultant,