1999 Mid-Atlantic Dairy Management Conference

"Systematic Approach to Dairying in the Next Millennium"

Agenda: Day 1 - February 24, 1999

10:00 AM **Registration and Trade Show**

1:00 PM **Welcome and Setting the Stage**
(Session Chair – Randy Lyle, Purina Mills, Inc.)

Welcome and Opening Remarks
Terry Etherton, Penn State University

Changes in Dairy Farming, 1949-1999
Steve Larson, Hoard's Dairyman

The Final Permit – A Decision Case
Bill Heald, Penn State University

2:20 PM **Break**

2:40 PM **Announcements**

2:45 PM **Business Viability Session**
(Session Chair - Lisa Holden, Penn State)

The Dairy Business as a Living Company
Dewayne Dill, Dairy Strategies, LLC

Growing the Dairy Business
Joe Conlin, University of Minnesota

Those People Who Care
Gary Snider, Farm Credit of WNY, ACA

Growth Requires Change
Tom Frey, Frey Dairy, Inc.

4:45 PM **Trade Show and Reception**

6:00 PM **Dinner**

7:25 PM **Announcements**

7:30 PM **Specialization Session**
(Session Chair – Mike Westendorf, Rutgers)

Managing Contract Heifers
A Western U.S. Perspective
Roger Cady, Washington State University

Contract Heifer Production in the
Mid-Atlantic Region
Art Logan, Logan Acres Farm, OH

Custom Forage Harvesting and Sales
Keith Snoddy, Wasuka Farms, OH

Exhibitors • Exhibitors • Exhibitors •