

Corn/Soy Conference Set For Three Locations

NEWARK, Del. — When the 20th Annual Delmarva Corn and Soybean Technology Conference convenes on Feb. 10, 12 in Smyrna, Del.; Denton, Md.; and Pocomoke City, Md., it will not be business as usual.

Instead of a single meeting date, three meetings are scheduled throughout Delmarva in an effort to bring the conference closer to the farmer.

This year's sessions, which run from 9 a.m. through 3 p.m. with an hour break at lunch, will center on interactive discussions.

The primary theme is staying in business with a lesser focus on production agriculture. As a special feature, three farm families have been invited to share their experiences farming on Delmarva for several generations.

Gordon Johnson, University of Delaware Cooperative Extension agricultural agent for Kent County, said four roundtable discussions are planned for the morning and will be repeated in the afternoon.

"We want an interactive meeting this year so farmers can participate in the discussions as much as they wish," Johnson said.

The locations are:

- Northern Delmarva, Thursday, Feb. 10, Asbury United Methodist Church, Smyrna, Del.

- Central Delmarva, Friday, Feb. 11, Caroline County 4-H Park, Denton, Md.

- Southern Delmarva, Saturday, Feb. 12, Pocomoke High School, Pocomoke City, Md.

Roundtable I will be "The Changing Business of Farming: Strategies for Remaining Profitable."

"We have invited farmers, agribusinessmen, bankers and management specialists to sit on this roundtable," said Johnson. "Invited farmers will talk about strategies to remain profitable, followed by a general discussion on a range of short- and long-term challenges for farm businesses." Topic will include changes in agriculture, understanding the farm business; successful management strategies for farms and the importance of records, strategies for maximizing returns in farm businesses; money management and financing; and farmers as entrepreneurs.

For Roundtable II, "Grain Marketing Strategies: Enhancing your Bottom Line," Susan Schoenian from the University of Maryland, Wicomico County Extension office, will lead a discussion to identify successful marketing strategies for grain farmers. In addition to Schoenian, farmers will share their experiences with grain marketing in their operations. Other

participants will include marketing specialists from the Universities of Delaware and Maryland, and grain buyers representing different companies.

Roundtable III will center on production issues, particularly within the areas of biotechnology. For "Biotechnology in Agriculture: Food and Consumer Issues," participants will concentrate on the current debate on genetically-modified foods.

"We have invited guests from the university community; agribusiness, specifically sellers and buyers of biotech-derived products; the farm community and consumer groups," said Johnson. "These guests will share information and concerns about the science of biotechnology, the safety of biotech foods, consumer issues, ethical tissues, the industry point of view, consolidation of the biotech industry, education about biotechnology, world trade issues, exports and acceptance of biotech crops in the United States and around the world."

Roundtable IV will be "Managing Risk through Government Support Programs," which provides an overview on how producers can use government programs in their farm businesses as a tool to manage financial risk. In addition, there will be a discussion of help available for environmental practices. Guest speakers from the Farm Service Agency, the Natural Resource Conservation Service/Conservation Districts, Crop Insurance and other government agencies with programs will be on hand to talk about taking advantage of these opportunities. Included will be discussions of deficiency payments, crop loans, the Conservation Reserve Program, the Conservation Reserve Enhancement Program, the Environmental Quality Incentive Program, federal crop insurance, state cost share and other federal, state and local programs that might be of value to the farmer.

As in past years, the Delmarva Corn and Soybean Technology Conference is sponsored by Cooperative Extension at land-grant universities in Delaware, Maryland and Virginia and by agribusinesses serving the Delmarva area. There will be no commercial or educational exhibits this year.

Registration for the Corn and Soybean Conference will be \$5, which includes lunch. Those interested in attending should register in advance by calling the Cooperative Extension office in their county. Space is limited in each location, so register well in advance. Registration deadline is Monday, Feb. 7.

Keystone Farm Credit Offers Scholarship

LANCASTER (Lancaster Co.) — Keystone Farm Credit has announced the availability of two \$1,000 scholarships which will be awarded in 2000.

Applicants must be high school seniors who plan to attend a four-year college on a full-time basis and major in agriculture or agribusiness. Another requirement is the applicants parent(s) or guardian(s) must reside in Keystone's servicing territory, which includes the counties of Berks, Bucks, Carbon, Chester, Delaware, Dauphin, Lancaster,

Lebanon, Lehigh, Monroe, Montgomery, Northampton, Philadelphia Pike, and Schuylkill.

Notification of the availability of the two \$1,000 scholarships was sent to public and private schools as well as vo-tech schools throughout the 15 counties listed above. Interested students should check with their guidance counselors to secure an application form.

Applications are also available at any of Keystone's offices or by calling Donna Dawson at (610) 268-3864, ext. 21. Submission deadline is Feb. 1.

Farm Bureau Foundation Raises \$10,000 For Ag Education

GLENMONT, N.Y. — New York Farm Bureau Foundation for Agricultural Education, Inc., an educational foundation of New York Farm Bureau, conducted a silent auction as well as a live auction at the bureau's state annual meeting in Albany. These two events, plus generous donations, combined were able to raise approximately \$10,000.

"The success of this event clearly displays the importance of ag education to the farming com-

munity," said Jeffery Kirby, New York Farm Bureau administrator. "We are very proud of our members' support for this worthy cause."

Each year at farm bureau's annual meeting, auctions are held to help fund a portion of the Foundation's projects for the upcoming year. Auction items for both the silent and live auctions were donated from various local businesses, farm bureau members, and county farm bureaus across the

state.

The Foundation's mission is to inform and educate all New Yorkers regarding agriculture and to increase understanding between the farm and nonfarm public. Former Commissioner of New York State's Department of Agriculture and Markets, Richard T. McGuire, is the Foundation's chair.

For more information on the foundation, contact Elizabeth Corron Dribusch at (518) 436-8495.

Dairy Quality Management Meeting Attracts Industry Leaders

MIDDLETOWN (Dauphin Co.) — A newly-formed Regional Dairy Quality Management Alliance (R-DQM-A) is emerging as an important factor in the dairy industry in states from Maine through Virginia and Ohio.

A three-day meeting was recently held at Penn State University. Ag industry, state government, academic and producer groups were all represented. This meeting is a follow-up to an organizational DQM get-together in March 1999 at Cornell University.

The Penn State gathering was a series of three meetings; each designed to make DQM a reality on farms in the region. On Oct. 25, 20 organizational leaders representing all participating states met to plan the development and implementation of DQM materials and

programs. More than 80 people attended a DQM workshop on Oct. 26. The group heard from government and industry groups about what markets and consumers want in dairy quality. They also learned about risk assessment and how it can enable a dairy producer to objectively evaluate procedures and practices that affect milk and meat quality, as well as process and environmental quality.

The third DQM meeting on Oct. 27 was an implementor training exercise. University and governmental personnel who will be conducting risk assessments and implementing quality management plans learned these techniques in the classroom and on-farm settings.

In participating states, some of the elements of a DQM program

will be implemented within the next 12 months, while development of additional DQM modules is continuing.

For more information on the Regional DQM Alliance, contact any of the following: Charles C. Elrod, Department of Animal Science, Cornell University, 272 Morrison Hall, Ithaca, NY 14853, (607) 255-4490; John Adams, National Milk Producers Federation, 2101 Wilson Blvd. Suite 400, Arlington, VA 22201, (703) 243-6111; or Donald H. Lein, Population Medicine and Diagnostics Services, Cornell University, 205 Diagnostic Lab, Ithaca, NY 14851, (607) 253-3900.

For more information on DQM in your state, contact your state department of agriculture or cooperative extension in your state.

Zetor Announces New Open-Station Models For The Super Series

HARRISBURG (Dauphin Co.) — Zetor Tractors has announced new open-station models for its Super Series line. Previously, only cab-type models were offered in the Super Series group.

Engine horsepower range is 66 to 78 in 2-wheel drive models and 59 to 78 in 4-wheel drive models.

Scheduled for availability in April 2000, all of the new models feature synchronized transmissions with 10F and 2R speeds, optional 10F/10R shuttle transmission, foldable ROPS, high-torque, fuel-efficient Zetor engines, with wet sleeve design, and a comfortable, flat platform.

The tractors include side-mounted shifting levers and deluxe seat, electrically-controlled FWD/Diff lock engagement, high-capacity, open-center hydraulic systems, heavy-duty 3-point hitches with telescoping links, standard air compressor, and wet disc brakes.

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