

# YOUR INVITATION TO ATTEND LANCASTER COUNTY DAIRY DAYS

At The Farm and Home Center - 1383 Arcadia Road  
Lancaster, PA



**TUESDAY, FEBRUARY 15, 2000**  
and  
**TUESDAY, FEBRUARY 29, 2000**

## DAIRY DAY SUPPORTERS

Aaron King  
Seeds/Fairview Fruit  
Farm  
Advanced Agri Solutions  
Agri-Nutrition Consulting,  
Inc.  
Agway, Inc.  
Amer. Raw Milk Prod.  
Pricing Assoc., Inc.  
Beiler Brothers /Breeding  
Concepts  
Brandt's Farm Supply,  
Inc./Surge  
Cargill Hybrid Seeds  
Cedar Crest Equipment  
Chr. Hansen BioSystems  
Consolidated Nutrition CC  
Ducks Unlimited  
Elanco Animal Health  
F.M. Brown's Sons, Inc.  
Farmers First Bank  
First Union Bank  
Fisher and Thompson, Inc.  
Frey Brothers Mfg.  
Fulton Bank - Ag Dept.  
Genex/CRI  
Hornzfus Insurance  
Agency  
Inter Vet

J.B. Zimmerman & Sons,  
Inc./Alfa Laval  
John Lichty Accountant  
Keystone Farm Credit,  
ACA  
Lancaster DHIA  
Land O'Lakes Inc.  
Lapp's Farm Equipment  
Monsanto - Protiva  
P.L. Rohrer & Bro., Inc.  
Penn Jersey Products,  
Inc.  
Pennfield Corp.  
PFB Farm Management  
Service  
Pfizer, Inc.  
Pharmacia & UpJohn  
Purina Mills, Inc.  
Schering-Plough Animal  
Health  
Schnupp Grain Roasting,  
Inc.  
Sire Power, Inc.  
Star Silo  
Va-NC Select Sires  
Waddell & Reed Financial  
Services  
White Oak Mills

## SPEAKERS

**Dr. Ken Baily**, milk  
marketing and dairy  
policies specialist, Penn  
State University.

**Charles Gardner, DVM,**  
MBA, Keystone Agway.

**Bradley J. Hilty**, owner and  
chief consultant, PLS  
Agri-Management  
Associates, Carlisle, PA

**Dan F. McFarland**, Extension  
Agricultural Engineer for  
south central PA

**Brian Reed, DVM,**  
Agricultural Veterinary  
Associates of Denver, Pa.

**Leon Ressler**, Lancaster  
County Extension Agent

**Bill Smith, VMD**, New Bolton  
Center of Veterinary  
Medicine, Kennett Square,  
PA

Conducted By

**PENNSTATE**



**COOPERATIVE EXTENSION  
OF LANCASTER COUNTY**

## LANCASTER COUNTY DAIRY DAYS AGENDA

### Tuesday, February 15

- 9:30 VISIT EXHIBITS  
REFRESHMENTS
- 9:45 MILK: IT DOES AN ECONOMY  
GOOD  
...Video
- 10:00 LOCATING WATER WITH  
INFRARED PHOTOGRAPHY  
- Where should I drill that new  
well?  
- Leon J. Ressler
- 10:15 TEN WAYS TO IMPROVE DAIRY  
PROFITS  
...Bradley J. Hilty
- 11:00 A LOOK AT OUR FUTURE IN  
DAIRY  
- The dairy situation in general  
- Dairy outlook for Penna.  
- How milk prices are determined  
... Ken Bailey  
- QUESTION THE EXPERTS
- 11:45 LUNCH (get tickets before 10:30)  
VISIT EXHIBITS
- 1:00 HARNESSING THE FORCES  
(video)
- 1:10 MANAGING VOLITILE  
MARKETS, COSTS AND  
DIASTERS  
... Bradley J. Hilty
- 1:55 ROBOTIC MILKERS  
- Do they really work?  
- Where might they fit in the U.S.?  
- Should I keep them in mind as I  
plan my dairy setup of the  
future?  
... Brian Reed  
QUESTION THE EXPERTS
- 2:30 VISIT EXHIBITS  
SAFE JOURNEY HOME

### Tuesday, February 29

- 9:30 VISIT EXHIBITS  
REFRESHMENTS
- 9:45 HARNESSING THE FORCES  
...Video
- 10:00 AGWAY'S HEIFER  
CONTRACTING PROJECTS  
- What are the projects all about?  
- What can we learn from them?  
... Charles Gardner
- 10:30 ACCELERATED GROWTH  
PROGRAMS FOR HEIFERS  
- What they are and how they  
work.  
- What we've observed in the field  
... Bill Smith
- 11:15 HOUSING FIT FOR HEIFERS  
- Meeting the heifer's needs  
- Meeting the producer's needs  
... Dan F. McFarland  
- QUESTION THE EXPERTS
- 12:00 - LUNCH (purchase tickets by  
10:30 a.m.)  
VISIT EXHIBITS
- 1:15 MILK: IT DOES AN ECONOMY  
GOOD  
...Video
- 1:30 HOUSING FOR TRANSITION  
COWS  
- Meeting the cow's needs  
... Dan F. McFarland
- 2:00 RAISING HEIFERS ON  
CONTRACT  
- Producer and grower concerns  
- Protocols, economics, contracts  
... Charles Gardner  
- QUESTION THE EXPERTS
- 2:30 - VISIT EXHIBITS  
SAFE JOURNEY HOME

