

# Dairy Stakeholders Set Conference

GRANTVILLE (Dauphin Co.) — Pennsylvania Dairy Stakeholders has scheduled its 2000 conference here at the Holiday Inn Dec. 13-14.

N. Alan Bair, director of dairy industry relations for Penn State, noted the theme for the confer-

ence is "moving Pennsylvania's dairy industry into the future."

Bair indicated about 180 producers and agri-industry representatives attended last year's program.

Producers and other representatives enjoy the format of the

program. "They like the broadness across the whole scope of the industry," Bair said.

The Stakeholders conference emphasizes not just the producers, but dairying "from cows to consumer," he said. The conference doesn't try to segregate the

producers from the processors, but works to look at the concerns that unite them.

The conference, with an array of topics, "always brings all of the leaders of the whole industry together to look to the future to try to solve some common problems across the whole industry,"

Bair noted.

Program highlights include marketing opportunities, improving competitiveness, applying Wall Street business ideas to the dairy, utilizing specialization, developing products that sell, meeting consumer demands, and other topics.

## Robb Meinen Joins Swine Extension Team

**Kenneth Kephart  
Penn State  
Swine Specialist**

Robert Meinen joined the staff of the Penn State Department of Dairy and Animal Science recently as a senior extension associate. He will be working with Ken Kephart and Bob Mikesell in the overall swine extension effort.

In addition, Meinen will be helping to deliver environmental education programs for all livestock producers throughout the state.

Until June 30, Robb managed Wide Awake Farms, a 1,400-sow operation in Bedford County.

## Polaris Dealership Changes Ownership

ELIZABETHTOWN (Lancaster Co.) — On Oct. 9, Hernley's Farm Equipment, Inc. became the newest Polaris ATV, snowmobile and ranger dealer in Lancaster County.

Hernley's purchased the business from J & H Cycle Accessories, Inc. of Mount Joy.

Jason and Harry McClenaghan, former owners, began their business in 1983, offering motorcycle repairs and accessories. In 1987, they became a full service Polaris ATV and snowmobile dealer serving the central Pennsylvania area. With the retirement of Harry McClenaghan, it became necessary to make this business change to allow the business to continue to grow. Jason and Lynn McClenaghan will be joining the Hernley team to assist with Polaris parts, sales and service.

Duane and Sylvia Hernley began their farm equipment business in 1986. They are a full service Agco dealer in Elizabethtown. They have been avid ATV and snowmobile owners for years. Because these two types of products are closely related, this was a natural mix.

Hernley's offers a full line of Polaris ATV, snowmobile, and ranger parts, garments, and accessories. They are a Polaris Master Service Dealer, offering full-service and warranty repairs by appointment.

**2000 CONFERENCE**

**Moving  
PA's  
Dairy  
Industry**

**Pennsylvania  
Dairy  
Stakeholders**

December  
13<sup>th</sup> - 14<sup>th</sup>, 2000

Holiday Inn  
Grantville, PA

**Hotel Information:**

A block of rooms is being held at the Holiday Inn, Grantville, PA (Hershey Exit #28 off I-81) until November 28, 2000

Please call (717) 469-0661 to make your reservations, or send an email to [info@stayholiday.com](mailto:info@stayholiday.com). Indicate that you are attending the PA Dairy Stakeholders Conference to receive our special rate of \$67

Complimentary transportation is available from Harrisburg Airport - call the Holiday Inn to make your arrangements

**PA Dairy Stakeholders  
Mission:**  
Facilitate the viability and expansion of the dairy industry in Pennsylvania.

Dawn Reese, Conference Registrar  
777 West Harrisburg Pike  
Middletown, PA 17057

Phone: 717-948-6609  
Fax: 717-948-6611  
Email: [dmr25@psu.edu](mailto:dmr25@psu.edu)

**Pennsylvania  
Dairy  
Stakeholders**

### 2000 Program Highlights

<b>December 13<sup>th</sup> - Wednesday</b>		5:45	Social and Dinner
10:30 - 11:30	Registration in Lobby	7:30	Evening Session
11:30	Luncheon Buffet		<i>Looking into our Future</i> Rick Smith, Chief Executive Officer Dairylea Cooperative, Inc.
12:30	Opening Session		PA Dairymen's Association Annual Awards
<i>The Competition Has Low Inputs &amp; High Production</i> Ed Wilgenburg, Wilgenburg Dairies Bakersfield, CA (expanded to 3000+ cows 2 years ago)			
<i>PA's Marketing Opportunities - This is a good dairy state!</i> Ken Bailey, Penn State University			
<i>Improving Competitiveness - Are costs or revenues the real challenge?</i> Don Ault, Vice President, Sparks Companies, Inc (SCI - World Leader in Global Agricultural and Food Industry Research and Consulting)			
<b>Session 1 - Panel "We Can Compete"</b>			
<i>Getting Results with Economic Planning</i> Phil Kulp, Kulp Family Dairy, LLC Martinsburg, PA			
<i>Applying Wall Street Business Concepts to the Dairy</i> Ed Wilgenburg, Wilgenburg Dairies Bakersfield, CA			
<i>The Leading Edge</i> Chuck Turner, Jr. - Turner Dairy Farms, Inc.			
<b>Session 2 - Panel "We are Progressive"</b>			
<i>Details are the Key to Progressive Expansion</i> David Pool, Fantasyland Holsteins Robesonia, PA			
<i>Utilizing Specialization to Generate Farm Profits</i> Dr. Jerry Bertoldo - Agway, Inc.		12:00	Adjourn
<i>Finding Your Niche</i> John Pierce, Rosenberger's Dairies, Inc.			
			<b>Pennsylvania Dairy Stakeholders</b>

**Advance Registration Deadline: November 30<sup>th</sup> Cost \$85.00 (includes admission to all sessions, meals & breaks)**

Name(s): \_\_\_\_\_ Business Name: \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ email \_\_\_\_\_ fax \_\_\_\_\_

Please indicate which meals you plan to attend: Luncheon  Reception/Dinner  Breakfast

Please make checks payable to: PA Dairy Stakeholders and mail with registration form to:

**Pennsylvania  
Dairy  
Stakeholders**  
Dawn Reese, Conference Registrar  
777 West Harrisburg Pike  
Middletown, PA 17057

Confirmation will be sent.

## Pa. Junior Jersey Members To Travel To Louisville

LIBERTY (Tioga Co.) — Members of the Pennsylvania Junior Jersey Association are ready to pack their bags and head to Louisville, Ky. to take part in this year's North American International Livestock Exposition.

On Nov. 5, selected junior members will represent Pennsylvania in the All-American Junior Jersey Show, competing with other Jersey juniors from across the country. Members were cho-

sen to be part of the state herd based upon their performance at the Pennsylvania Junior Dairy Show in Harrisburg in September.

Showing her junior calf will be Jennifer Bechtal, Martinsburg. Aaron Horst, Chambersburg, will compete with his intermediate calf. In the junior yearling class, Andrea Hixson, Scottsdale, and Stephanie Carson, Coal Center, will represent the junior delega-

tion. Kimberly Kosa, Ulysses, will show her intermediate yearling. Nathaniel Rassau, Sarver, will exhibit his senior yearling in milk in the competition.

Two junior 2-year-olds will be part of the state herd. One will be shown by Samantha Pagano, Charleroi, and the other by Kimberly Sue Barker, Ulysses. Showing senior 2-year-olds are Erica Lloyd, Pottstown, and Michael Saylor, Mt. Wolf.

Stephanie Carson, Coal Center, will show a junior 3-year-old

along with Daniel Newcomb, Ulysses. Jacob Chyle, Pleasant Mount, will exhibit his senior 3-year-old at the show. Brian Kromer, Easton, will show his animal in the aged cow class.

While in Kentucky, youth will also have the opportunity to attend the National Youth Awards Banquet and watch the National Jersey Jug Futurity. At the exposition center, participants can also see top-quality consignments sell at the National Jersey Sale.

"This is an excellent experi-

ence for the youth and is something they remember for years to come. It is a thrill to see so many great cows at the top show in the country for Jerseys," said PJCA secretary David Norman.

The trip is made possible through the sponsorship of the Pa. Jersey Cattle Association and by donations from businesses and individuals. Any contributions can be forwarded to the association c/o David Norman, Secretary, RR 1 Box 30, Liberty, PA 16930.