

# Decisions

*For The Real Beginning Of The 21st Century*

- 8:00 a.m.** Registration Desk Opens
- 8:30 a.m.** Opening Remarks
- 8:45 a.m.** Bob Utterback
  - The Economic & Political Environment
  - Federal Farm Policy
  - Fundamental Factors Affecting Agriculture
- 10:00 a.m.** Refreshment Break
- 10:30 a.m.** Bob Utterback
  - Developing A Marketing Plan - 2001 with the Crop Revenue Profiler
  - Development of A Marketing Position
  - Trends, Volatility, Cash Flow, Emotions
- 12:00 p.m.** Lunch

- 1:00 p.m.** Paul Knight
  - Weather and world agricultural output
- 1:45 p.m.** Pennsylvania Corn Growers
  - Dan Wolf, Pennsylvania Corn Growers, president
- 2:00 p.m.** Refreshment Break
- 2:30 p.m.** Bob Utterback
  - Outlook & Marketing Strategy
    - Corn
    - Beans
    - Wheat
    - Livestock
  - Review Of Marketing Products
    - Internet
    - Print
    - Full Service Broker
    - K.I.S.S. Program

## Why It's Worth Your Time and Money To Attend.

### Here Are A Few Reasons

**WEATHER:** Paul Knight is the most respected meteorologist we know! He will be addressing La Nina, the complexities of long range weather forecasting and the implications for crop production.

**PUBLIC POLICY:** Local, State and Federal governments have demonstrated their eagerness to affect farm production. The Pennsylvania Corn Growers will give us their perspective on this influence.

**MARKETS & MARKETING:** Many people would like to think there is a secret formula to making marketing decisions, but it does not exist! Successful marketing requires time and patience. The longer and harder you work at it, the better you will become.

January 23, 2001  
**Days Inn & Conference Center**  
 Routes 309 & 22 • Allentown, PA

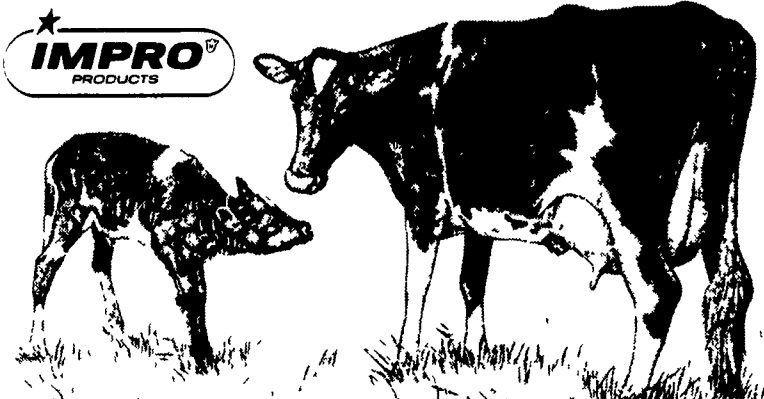
You may register by completing the form below and mail with your check to: Lehigh County Cooperative Extension, 4184 Dorney Park Road, Allentown, PA 18104 (make check payable to Lehigh County Extension Special Account).

\$40.00 X number attending = \_\_\_\_\_

Call 610-391-9840 if you require additional information.

Space is limited. Registration is being accepted on a first-come, first-served basis. No confirmation will be sent. The registration fee covers refreshments, lunch and handout materials.

Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 E-mail: \_\_\_\_\_



**Give Your Cows a Helping Hand...**  
 Try IMPRO, the all natural product designed to help boost your cows immune system!


**Dairy Farmers!**  
 You are invited to attend one of the following IMPRO meetings.

- \* **Tuesday Jan. 16, 2001 9:30 AM**  
 Yoders Restaurant  
 14 S. Tower Rd. New Holland
- \* **Wednesday Jan. 17, 2001 9:30 AM**  
 Miller's Natural Foods (Farm)  
 2888 Miller Lane  
 Bird-in-Hand
- \* **Thursday Jan. 18, 2001 9:30 AM**  
 Bart Township Fire Hall  
 Georgetown, Pa. Rte. 896


Speaker:  
**Dr. Richard Holliday DVM,**  
**Impro Products Inc.**

Lunch will be served at 12:00 Noon.  
**Reservations required!**

**AARON GROFF & SON**  
 103 Clearview Drive,  
 Ephrata, PA 17522  
**(717) 354-4631 (800) 468-4909**



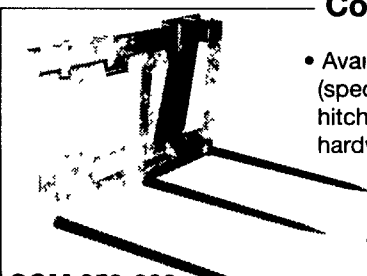
## MILK. IT DOES A BODY GOOD.™



### Heavy Duty Bale Movers

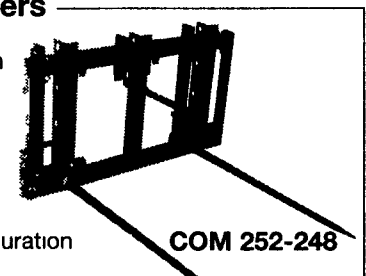
Finished with a zinc rich under coat & polyester top coat.  
 With Kverneland Forged Steel Spears • Electrically Heat Treated  
 These spears are stronger & allow easier bale penetration.

**COM 253-338**

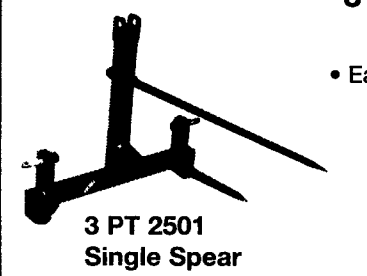


- Available with either quick attach (specify make or model) or 3PT hitch/loader boom mounting hardware
- 2500 lb. capacity
- Easily change spear configuration
- Designed to move either round or square bales

**COM 252-248**

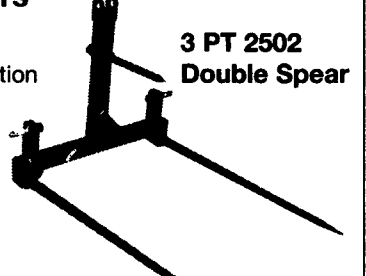


**3 PT 2501 Single Spear**

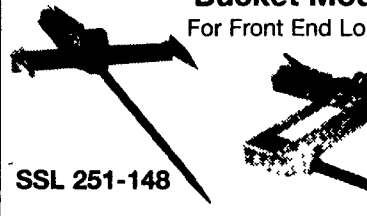


- Easily change spear configuration
- 1500 lb capacity

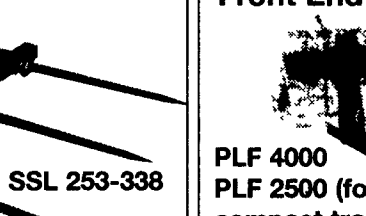
**3 PT 2502 Double Spear**



**Bucket Mounts**  
 For Front End Loaders

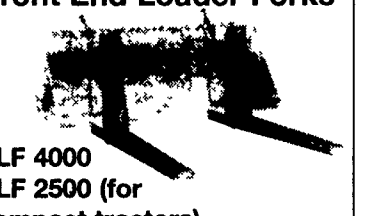


SSL 251-148



SSL 253-338

**Front End Loader Forks**



PLF 4000  
 PLF 2500 (for compact tractors)

**Paul B. Zimmerman, Inc.**  
 295 Woodcorner Road • Lititz, PA 17543  
**717/738-7365**  
 1 mile west of Ephrata

Call or write for additional information and the name of your nearest dealer.

Hours:  
 Mon - Fri: 7-5