



Attend the Dairy Summit and Learn

1/21/2012 10:00 AM



Key Principles to Success in Dairy

Dr. Bruce Jones, University of Wisconsin, Wednesday, Feb. 8, 9:15-10:30 a.m.

Dr. Bruce Jones, agricultural and applied economics professor at the University of Wisconsin-Madison, will kick off the summit with a discussion on the “Key Principles for Success in Dairy Today and in the Future.” Jones specializes in agricultural finance, farm financial management and government farm programs. He will offer his perspective on what it takes to succeed in dairy today and 10 years from now.

The New Zealand Grazing Model Alive & Well in the U.S.

John Niezen, Georgia, Wednesday, Feb. 8, 10:30 a.m.-noon

Greenstone Grazing is a management-intensive grazing dairy in Georgia. John Niezen manages the 650-700 cows on 300 irrigated and 70 non-irrigated acres using the New Zealand model of intensive pasture grazing. John will describe the day-to-day operations of the farm, production level and the challenges faced with establishing this type of dairy operation. He will also outline the dairy’s current thinking on ways to refine and improve performance.

A Global Marketplace, Dairy Policy and Your Mailbox Price

Gigi Vita, Fonterra, Wednesday, Feb. 8, 4:25-5:45 p.m.

With exports driving the milk price, what happens globally has a significant effect on the mailbox price dairy producers receive. What happens at the federal level can also affect both the mailbox price and dairy export opportunities. Gigi Vita from Fonterra will share her perspective on “A Global Marketplace, Dairy Policy and Your Mailbox Price.” Vita is the president and COO of the North America division of Fonterra, the world’s leading exporter of dairy products, responsible for more than a third of international dairy trade.

The Late Night Show: Ethanol: Friend or Foe

Wednesday, Feb. 8, 7:30-8:30 p.m.

With ethanol production helping to drive corn and other grain prices higher, many people question whether ethanol is actually helping the agriculture industry or hurting it because of the higher feed costs being driven by higher commodity prices. Hear three different perspectives on the issue.

A Dairy Farm Showcase:

Hanehan Dairy Farms, New York

Cliff Hanehan, Thursday, Feb. 9, 8-9:15 a.m.

Clifford Hanehan, along with his brothers, Charles, and David, own and operate Hanehan Family Dairy, LLC. The 700 cow dairy is located in Stillwater, N.Y. The farm crops 600 acres of corn and 500 acres of alfalfa and grass. The dairy recently expanded with a satellite farm located in Sydney, N.Y. This farm, managed by the next generation, also milks 700 head with a land base of 1,100 acres.

An Industry Showcase: Cargill Meat Solutions

Drew Wilkins, Cargill Meat Solutions, Thursday, Feb. 9, 9:15-10:15 a.m.

Cargill Meat Solutions Corporation is a leading processor and distributor of fresh beef, pork and turkey, plus cooked and marinated meats. Representing more than a dozen major brands that are sold in both retail and food service channels, Cargill Meat Solutions is committed to providing great-tasting meat to our customers and consumers around the world. Drew Wilkins, cattle procurement manager from Cargill Regional Beef in Wyalusing, will showcase their business, including a discussion around how animal care affects the quality of their product and some things dairy producers can learn from his perspective of the industry.

A Panel Discussion: Using Alternative Energy

Jim Harbach, George Hurst and Jerry Bingold, Thursday, Feb. 9, 11 a.m.-12:30 p.m.

Many producers are exploring ways that alternative energy can improve their bottom line, and there are numerous ways to incorporate ways into your operation. Jerry Bingold from the Innovation Center for U.S. Dairy will share what they are doing with national level initiatives. Jim Harbach, Schrack Dairy, Loganton, and George Hurst, Oregon Dairy Farm, Lititz, will share their experiences with methane digestion and other various sources of alternative energy.

Staying the Course

Dick Beardsley, Dick Beardsley Foundation, Thursday, Feb. 9, 1:30-3 p.m.

Dick's best selling book, "Staying the Course," recounts the stunning race that made Dick Beardsley a celebrity and the difficult years that followed, including his recovery from a near-fatal farm accident, his subsequent addiction to painkillers, and a very public arrest for forging prescriptions. His story of overcoming extreme obstacles speaks to anyone who loves competition, who has survived catastrophe, or who has pursued a seemingly impossible goal.

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