

A Seminar and trade show for Dairy Producers and Related Industries

- Thursday, December 13, 2001
- Holiday Inn, St. Cloud, Minnesota
- Free Parking
- A block of rooms are reserved at the Holiday Inn until December 1st for \$64.95 +tax. Call (320) 253-9000 for reservations.

**\$25.00 Registration includes:**

- Program Proceedings
- Noon Buffet Lunch
- Entry to all sessions
- Milk, Coffee and Rolls During Breaks



Minnesota Forage & Grassland Council



Guest Speakers at Dairy Expo 2001:

**Secretary James E. Harsdorf**

Wisconsin Department of Agriculture, Trade and Consumer Protection

James E. Harsdorf was appointed in March 2001 by Governor Scott McCallum to serve as the Secretary of the Department of Agriculture, Trade and Consumer Protection. Harsdorf has been a dairy farmer since 1970 and still operates his farm in Beldenville, Wisconsin with the help of his wife Lanette and his four children.

Harsdorf is very involved with his community having served on the Board of Hastings Co-op Creamery, and the Board of the Professional Dairy Producers of Wisconsin. He is a Farm Bureau member, Holstein Association member, WCCO Radio Ag. advisory member and a Pierce County 4H dairy coach.

**Hank Wagner**

Dairy Producer from Oconto Falls, Wisconsin

Wagner Farms is a fourth generation dairy farm that Hank and Pam purchased in 1987. Through staged growth it has grown from 65 cows to 450 cows that have allowed them to achieve their family and business goals, including valued family time with their two young children. Hank and Pam's dads are counted among their valuable employees. Their philosophy is that employees are not just workers but a valuable part of the management teams and are treated like a part of the family. Hank was instrumental in organizing the Professional Dairy Producers of Wisconsin and still serves on their board.

UNIVERSITY OF MINNESOTA  
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**Minnesota Dairy Expo & 27th Annual Minnesota Forage Conference**

*Thursday, December 13, 2001  
Holiday Inn  
St. Cloud, MN*

*Join us at the Biggest Dairy Event in Minnesota.*

Plan on attending this unique collaboration between the Dairy Expo and the Minnesota Forage and Grassland Council

Tel: (320) 255-6169

# Dairy Expo 2001 Holiday Inn

**9:30-10:00**      **Registration**

**10:00-11:00**      **Dairy: Being Part of a Growth Industry**  
Jim Harsdorf, Wisconsin Secretary of Agriculture

**11:00-11:15**      **Break**

**11:15-12:00**      **Creating Your Future In the Dairy Industry**  
Hank Wagner, Dairy Producer from Oconto Falls, Wisconsin

**12:00-12:15**      **MFGC-Promoting Quality Forage**  
Marcia Endres, President of Minnesota Forage and Grassland Council

**12:15-12:30**      **Programs to Help Dairy Producers in Minnesota**  
Bob Lefebvre, Minnesota Milk Producers

**12:30-1:30**      Lunch and view exhibits

*Site 1*

**1:30-2:30**      **Making Profitable Decisions on Dairies**  
Dr. John Fetrow, DVM, MBA, University of Minnesota

**2:30-3:30**      **Minnesota's Dairy Industry: Different Challenges, Common Ground**  
Moderator: Dr. John Fetrow DVM, MBA, University of Minnesota;  
Jake Scherer, Traditional Dairy Producer; Donnay Bros, Niche Adapted Dairy Producer  
Bob Hennen, Large Scale Dairy Producer

*Site 2*

**1:30-3:30**      **Demystifying Milk Marketing**  
Dr. Margo Rudstrum, University of Minnesota; Jeff Kohl, Commodity Trader,  
Capital Trading Associates, Mankato, MN

*Site 3*

**1:30-2:30**      **A New Look at Cow Comfort—Studying Cow Behavior with Time Lapse Video**  
Dr. Neil Anderson, DVM, Extension Veterinarian, Ontario Ministry of Agriculture

**2:30-3:30**      **A New Look at Cow Comfort—Studying Cow Behavior with Time Lapse Video**  
Dr. Neil Anderson, DVM, Extension Veterinarian, Ontario Ministry of Agriculture

*Site 4*

**1:30-2:30**      **Minnesota Forage and Grassland Council Sponsored Breakout  
Contracting Forages: Grower and Dairy Manager Perspectives**  
Moderator: Dan Martens  
Jim Cihak, Raises and Harvests Forage for Dairy Producers  
Mark or Roger Bechtold, Dairy Producer  
Dr. Steve Wignes, Ashley Creek Dairy & their forage producer Gene and Brian Miller

**2:30-3:30**      **Corn Silage Quality—Is there a Good Way to Evaluate it?**  
Dr. Marcia Endres and Dr. Jim Linn, University of Minnesota

## Who Should attend?

Dairy producers, advisors, managers, educators,  
and any other dairy professional who has a  
vested interest in the dairy industry.

### REGISTRATION

**\$ 25.00 Registration Includes:**

**Program Proceedings**

**Noon Buffet Luncheon**

**Entry to all sessions**

**Milk, Coffee and Rolls During Breaks**

### PROGRAM PLANNING

**University of Minnesota Extension Service**

*Jim Salfer, Lee Gross, Dan Martens*

**Melrose Farm Business Management**

*Barry Bjornson*

**St. Cloud Farm Business Management**

*Howard Pennertz, Brad Burklund*

**AgStar Financial Services**

*Russ Keller*

**Bremer Bank**

*Troy Cameron*

**Form-A-Feed**

*Darren Theisse*

**Total Agri-Business Services, Inc.**

*James Kastanek*

**Minnesota Forage & Grassland council**

*Paul Peterson, Dick Nelson, Mark Lefebvre*

### REGISTRATION & HOSPITALITY SPONSORS

Bremer Bank, St. Cloud & Rice

AgStar Financial Services

St. Cloud Area Chamber of Commerce Ag

Wells Fargo Bank, Minnesota

Please be sure and thank these people and  
sponsors for their extra time and efforts  
regarding the Dairy Expo.

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