



**For Immediate Release**  
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## **JULY DART MEETINGS ADDRESS RISK MANAGEMENT, 2008 PERFORMANCE**

*Meetings to be Held at Four Dairy Pennsylvania Dairy Farms*

**HARRISBURG** – Dairy sales and service representatives are reminded to attend the July round of Dairy Advocacy and Resource Team, or DART, meetings to be held on four Pennsylvania dairy farms.

Hosted by the Pennsylvania Dairy Task Force and the Center for Dairy Excellence, the July DART meetings will provide information on the LGM for Dairy insurance program, a review of the 2008 Pennsylvania dairy farm business performance and a panel discussion on the “do’s and don’ts” for making farm calls from the dairy producer’s perspective.

The meetings are scheduled, with lunch provided, and details include:

- **Blair/Bedford Area:** Tuesday, July 21, noon – 4 p.m., at the Kulp Family Dairy, LLC, 1691 Millerstown Road, Martinsburg, PA 16662, Blair County. *The meeting will convene at the Morrison Cove Memorial Park, 201 S. Walnut St., Martinsburg, and will move to the Kulp Farm after lunch.*
- **Lancaster Area:** Wednesday, July 22, noon – 4 p.m., at the Riverview Farm, The Nissley family, 214 Prospect Road, Mount Joy, PA 17552, Lancaster County.
- **Williamsport Area:** Tuesday, July 28, noon – 4 p.m., at the Charles Ulmer Farm, 3923 Rt. 973 East, Cogan Station, PA17728, Lycoming County.
- **Northwest PA Area:** Wednesday, July 29, noon – 4 p.m., at the John Ligo Farm, 2100 Scrubgrass Road, Grove City, PA 16127, Mercer County.

“DART meetings are a tremendous opportunity for folks to gather information from producers about their expectations of sales and service representatives visiting their farm,” said John Frey, executive director of the Center for Dairy Excellence. “We can learn from each other to better serve the farmers who are our clients and customers.”



Alan Zepp, risk management specialist with the Center for Dairy Excellence, will lead the discussion about LGM for Dairy and other risk management options available to dairy producers. Mike Evanish and his staff at MSC Business Services will discuss the 2008 dairy business performance.

“It’s important for sales and service representatives to understand the logistics of the LGM for Dairy program and how it can benefit producers in times of low milk prices,” Zepp said.

Any dairy professionals directly involved with Pennsylvania producers are encouraged to attend a meeting. The meetings qualify for continuing education credits from the American Registry of Professional Animal Scientists and in veterinary medicine.

For more information or to register, visit [www.centerfordairyexcellence.org](http://www.centerfordairyexcellence.org). Click on “Industry Rep.” and then on “Register for DART meetings.” Reservations can also be made with Cerrita Reed at [c-creed@state.pa.us](mailto:c-creed@state.pa.us) or 717-346-0849.

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*The Center for Dairy Excellence is an initiative of the Department of Agriculture and was launched in January 2004 by Governor Edward G. Rendell. Bringing together people from more than 40 different dairy organizations in Pennsylvania, the Center’s mission is to enhance the profitability of the dairy industry by empowering people, creating partnerships, and increasing the availability and use of resources. Learn more about the Center at [www.centerfordairyexcellence.org](http://www.centerfordairyexcellence.org).*