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**PDMP**PROFESSIONAL DAIRY  
MANAGERS OF PENNSYLVANIA

Toll Free: 877-326-5993

*March Dairy Tour signup begins***Vermont is destination for touring 'value added' dairies**By **SHERRY BUNTING**  
Special for Farmshine

BURLINGTON, Vt. — Vermont is home to 150,000 dairy cows and 617,000 acres of crop land, with about 380,000 of those acres managed by the state's 1100 dairy farms. Although dairy farm numbers and impact have declined since 2000, as in other northeastern states, dairy farming remains the most important sector of Vermont's agricultural economy—accounting for 85% of the state's gross farm income. In fact, dairy farms are a defining image here, and a cow even graces the official state seal.

Known for its cheeses, and a very successful "Cow-Power" initiative, Vermont is the destination for the 2010 Dairy Tour—hosted March 23 through 26 by the Professional Dairy Managers of Pennsylvania (PDMP) and the Penn State Dairy Alliance.

Over the years, PDMP has toured dairies in many states, from Florida to Colorado to Washington.

Sign-up has begun for this trip North in the spring to visit dairies that have extended their reach in the marketplace by taking advantage of "value-added" opportunities. From creameries to cow-power, tour goers will get a firsthand look at what Vermont dairies are doing to add value, produce products consumers want, and harness their dairies'

resources to capitalize on green energy.

As always, the tour will be an opportunity for learning together on the road. Producers who have attended tours in the past say some of the most valuable moments are the discussions on the bus between stops.

During the March 2010 tour, attendees will have much to talk about. The tour stops have been specially selected to showcase value-added opportunities in the dairy business.

With the dairy industry at a crossroads in terms of pricing and policy, the 2010 tour presents a unique opportunity for PDMP to meet with other stakeholders and discuss the industry's future.

On day one, tour attendees will have dinner with leaders from Dairy Farmers Working Together at the Cow Palace Steakhouse in Derby. On day two, the tour group will meet with special guests from the Holstein Association at the Wildflower Inn, Lyndonville. And on day three, before returning home, the tour will end with lunch at the Capitol Plaza, Montpelier, with Vermont's Secretary of Agriculture Roger Albee.

From now through December 31, PDMP members will have the first option for seats on the bus at a member rate of \$375, which includes meals and transportation on the bus between farm stops. Lodging is not included. Beginning January 1, 2010, the tour will be opened to non-members in the dairy industry at a cost of \$575.

For more information, call toll free at 877-326-5993, visit [www.pdmp.org](http://www.pdmp.org), or ask about the tour at the registration table during PDMP's upcoming Dairy Industry Issue Forum in Cumberland County on November 5.

## Dairy Tour To Vermont

### March 23 - 26, 2010



Hosted by:

Professional Dairy Managers of PA and  
Penn State Dairy Alliance,  
an initiative of Cooperative Extension



Registration will start in the fall. Only one bus is available. Until December 31, PDMP Members will have the first option on seats at the member rate of \$375. On January 1, 2010 the tour will be opened to others in the dairy industry and the non-member rate will be \$575 per person.  
(Fee includes bus transportation during the tour and all meals; hotel accommodations not included.)



### 2010 Dairy Tour Itinerary

#### Pennsylvania Dairy Producers On the Road and Learning Together

##### A Tour with an Emphasis on Value Added Opportunities

#### Tuesday, March 23 -- Arrive in Burlington, Vermont

(Transportation to and from Vermont is on your own - either drive or fly into Burlington International Airport)  
Evening Welcome Reception at the hotel

#### Wednesday, March 24 -- Dairy Tour Day #1

Green Mountain Dairy, Sheldon, Vermont  
Branon's West View Maples, Fairfield, Vermont (At the height of maple sugaring season.)  
Pleasant Valley Farm, Richford, Vermont  
Dinner at Cow Palace Steakhouse in Derby, Vermont with leaders from Dairy Farmers Working Together

#### Thursday, March 25 -- Dairy Tour Day #2

Cow Town Dairy, Derby, Vermont  
Maxwell's Neighborhood Farm, Coventry, Vermont  
Jasper Hill Creamery, Greensboro, Vermont  
Cabot Creamery Cabot, Vermont  
Dinner at Wildflower Inn, Lyndonville, Vermont with special guests from the Holstein Association

#### Friday, March 26 -- Dairy Tour Day #3 (Ending after Lunch)

Hatchland Dairy, North Haverhill, New Hampshire (just over the state line)  
Vermont Butter & Cheese, Websterville, Vermont  
Lunch at Capitol Plaza, Montpelier, Vermont with Secretary of Agriculture Roger Albee

#### REMINDER

### PDMP Dairy Industry Issue Forum

Thursday, November 5, 2009

West Pennsboro Fire Hall, Cumberland County, PA

### "Dairy's Place in the Global Market"

8:00 a.m. Registration  
8:30 a.m. Welcome  
8:35 a.m. PDMP Annual Membership Meeting and PDMP Silage Project Report

#### Featured Presentations

9:00 a.m. The Impact of World Trade on Domestic Marketing & Ingredients  
*Alan Reed, Sr. VP, U.S. Manufacturing & Ingredient Marketing, DMI*

9:45 a.m. The Role and Influence of the PA Milk Marketing Board (PMMB) on Pricing  
*John Howard, Staff Attorney, PMMB*

10:30 a.m. Retail Marketing and Pricing  
*Robert Schupper, Dairy Category Manager for Giant Food Stores*

11:30 a.m. Open Discussion with Speakers

11:45 a.m. Overview of Giant Distribution Center

Noon Lunch served at the Fire Hall

1:00 p.m. Audience will be dispersed at intervals for tour of Giant Distribution Center

Call 877.326.5993 to register or visit [www.pdmp.org](http://www.pdmp.org)

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