



# B2B FARM TOUR

*June 7, 2018*

On this Business to Business bus tour, dairy producers will visit three different animal ag farm businesses to talk cost of production, direct marketing and other strategies to control their destiny.

Spend the day with other dairy producers seeing and discussing business strategies that can help improve the bottom line.

- **Share ideas**
- **Learn from other farm operators**
- **Build your peer network**
- **See what others do for success**
- **Visit other types of farm enterprises**

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PROFESSIONAL DAIRY MANAGERS OF PENNSYLVANIA  
174 Crestview Drive, Bellefonte, PA 16823



# B2B Tour

*June 7, 2018*

**BearDance Farm**  
*Raising and Marketing Beef  
Bedford County, PA*

**Vale Wood Dairy**  
*Bottling and Marketing Own Milk  
Cambria County, PA*

**LHF Enterprises**  
*Contracted to Finish Hogs  
Bedford County, PA*

Three diverse  
operations sharing  
business strategies for  
success

Great ideas and different perspectives  
can come from all kinds of different

Join us to see how on the

PDMP was founded by a group of progressive dairymen who believe that rather than just learning from your own experiences, it can be far more efficient to learn from someone else's.

There is no better way to get ideas on how to increase your profit than to get off your own farm and onto someone else's to see how they are finding success; even if they are not in the same species as you.

So jump on the PDMP bus on June 7th and see how three different farm operations have approached diversification, cost of production, and consumer markets to grow a profitable business.

Our chartered bus will depart from Bedford in the morning and return you to your car at the end of the day. We will have lunch at Vale Wood Dairy before going on to our third and final tour stop.

Reserve your space on the tour by returning a completed registration or registering online at pdmp.org. We will confirm your reservation and provide instructions about when and where to meet the bus within five business days of receiving your registration and payment.

Space is limited and reserved on a first come-first served basis.

2018 PDMP Members Have 1st Option to Reserve Seats Until May 10th

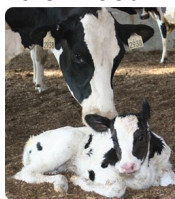
Registration will remain open until the last seat on bus is filled.

Three different farm operations focused on managing their cost of production and their place in the market.

**BearDance Farms** (Bedford Co), Paul Slayton breeds some of Pennsylvania's premier beef cattle. With a practical business plan and a clear understanding of his profit points, Paul is bullish on leverage data to breed for improved calving and birth weights and ultimately contribute to what the customers are demanding. Past recipients of PCA's Environmental Stewardship Award, the Slaytons have been committed to conservation practices for soil, water and forest since they began their Bedford County operation in 1995.



**Vale Wood Farms** (Cambria Co), With five generations of progressive thinking, the 5 acres deeded in 1841 to Swiss Immigrant John Itle has grown to a 500 acre, 200 cow dairy farm business that bottles and delivers milk directly to consumers. Controlling their own destiny by directly marketing their own milk, with some from their neighbors, the Itle family business is a case study in understanding your market, cost of production and quality focus.



**LHF Enterprises** (Bedford Co), Last year, the Egolf family diversified their Lincoln Highway Farms and secured their market by entering into the contract swine business. With new permit requirements, private and public loans to build a 4,800 hog barn and determination to modernize their business strategy, LHF Enterprises has moved toward a more transparent and dependable cost and return model.



REGISTER FOR THE BUSINESS TO BUSINESS  
FARM TOUR AND LEARN MORE!

PDMP Business to Business Tour June 7, 2018

Registration Form: To register, complete and return the form below. Attach additional registrations if necessary. Seats reserved on a first come-first served basis.

2018 PDMP Member Farms Have First Option to Reserve Seats

Farm or Business/Organization Name \_\_\_\_\_

Registrant's Name (give name as it should appear on name badge) \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_ Cell Phone \_\_\_\_\_

Email (Confirmations are only sent by email) \_\_\_\_\_

Additional Registrant (give name as it should appear on name badge) \_\_\_\_\_

Non-members may register for any remaining seats after May 10

\_\_\_\_\_ # from a PDMP Member Farm at \$50 each = \$ \_\_\_\_\_

\_\_\_\_\_ # from a Non-PDMP Member at \$100 each = \$ \_\_\_\_\_

Total Payment Due for Registration \$ \_\_\_\_\_

Payment required to secure your space.

Confirmation of your reservation with time and location of bus departure will be emailed within 5 business days after this form and payment is received.

Method of Payment:

Enclosed is a check for my registration fee

I would like to pay by credit card

Credit Card Information: Visa  Master Card  AMX

Name on Card: \_\_\_\_\_

Account No: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Mail or Fax Completed Registration Form:

Mail form with check payable to PDMP to PDMP Registration Office  
174 Crestview Drive, Bellefonte, PA 16823.

Or Fax or Email Registration Form with credit card payment information to:

PDMP Registration Office Fax: 814-355-2452

Email: registration@pdmp.org

(Our Fed. ID: 23-3066186)