

**Vermont Feed Dealers' Conference**  
**September 23, 2010**

- 8:45-9:00 **President's Welcome**
- 9:00-9:30 **New Developments at the UVM College of Agriculture**  
Dr. Tom Vogelmann, Dean of CALS
- 9:30-10:00 **Using Available USDA Dairy Insurance as a Floor for Income Over Feed Cost**  
Eugene Gantz, USDA Risk Management
- 10:00-11:00 **Managing Commodity Volatility**  
Gordy Elliott-FC Stone, International Assets Holding Corporation
- 11:00-12:00 **Feed Safety and Risk Management: How Congress Plans to Help You**  
Richard Sellers, American Feed Industry Association
- 12:00-12:45 **Lunch**  
Lt Governor Brian Dubie—invited
- 12:45-1:30 **Dairy Risk Management**  
Gordy Elliott-FC Stone, International Assets Holding Corporation
- 1:30-2:00 **Moving on in a New Economy**  
Gary Sipiorski, Vita Plus Corporation
- 2:00-3:00 **How Creditors Approach Production Risk**  
FSA, VEDA, Yankee Farm Credit and others. Facilitated by Gary Sipiorski
- 3:00-3:15 **Wrap up**



**Richard Sellers** is vice president of feed regulation and nutrition for the American Feed Industry Association. Sellers heads the Association's feed legislative and regulatory activities with Food & Drug Administration (FDA), Association of American Feed Control Officials (AAFCO) and the state feed control agencies. He serves as staff coordinator for the Feed Regulatory Committee, Aquaculture Committee and as technical advisor to the Nutrition Committee. Sellers earned a bachelor's degree in biology from the University of Memphis and a master's degree in animal science from the University of Arkansas. He is a registered professional animal scientist with the American Registry of Professional Animal Scientists (ARPAS).



**Eugene Gantz** owns and operates a small farm in his native Dauphin County PA. He has been associated with the crop insurance business for 47 years at the national and local levels with USDA and the private industry. He is currently employed by the Risk Management Agency of USDA working as an educator in 7 northeastern states, officed in Harrisburg, PA.

His passion is to help Northeastern U.S. producers to better utilize crop insurance-based risk management strategies and commodity marketing tools to better manage their risk exposures and as a foundation to increase profitability.

**The 2010 Annual Conferences of**

**Vermont Feed Dealers and Manufacturers Association & Vermont Dairy Industry Association**

**September 22 & 23, 2010**

**Doubletree Hotel  
1117 Williston Road  
Burlington, VT**



### **Gary Sipiorski**

On October 1, 2008 Gary joined the Vita Plus Corporation team, a 350 plus employee owned nutrition firm based in Madison, Wisconsin.

He was a local and state FFA officer from Denmark, Wisconsin and graduated from the University of Wisconsin at River Falls with a degree in Animal Science. Gary was in the feed industry for eighteen years working with feed dealers and consultants making over 1,000 calls on dairy farms a year.

Gary spent seventeen years with the Citizens State Bank of Loyal as an agricultural loan officer, President and CEO. He still serves on the Board of Directors; he also served as state and national director of the Independent Community Bankers of America and chair on the national agricultural committee. He chaired the WI Governor's Task Force on Growing Agriculture in Wisconsin. In January 2008 he was asked to be on the advisory committee on Agriculture and Industry for the Federal Reserve Bank of Chicago. He is a meeting advisor for the Professional Dairy Producers of Wisconsin and writes for Hoard's Dairyman and many other agricultural publications. Gary was a popular speaker at last year's conference and joins us again to focus on risk management.

### **Welcome**

To the annual conferences of the Vermont Feed Dealers and Manufacturers Association and Vermont Dairy Industry Association.

### **September 22, 2010**

8:30 am **Registration**

9:00 am Welcome

9:15 am **A Taste For Good Milk** - Pat Cleary, retired, St. Albans Cooperative

9:45 am Break

10:00 am **A Market For Good Milk (Products)** - Edward G. Pcolar, Vice President of Operations, Agri-Mark/Cabot

10:30 am **A Cooperative Approach to Animal Welfare** - Leon C. Graves, VP, DMS New England, Dairy Marketing Services

11:45 am **Keep Local Farms Update** - Diane Bothfeld, Vt Agency of Agriculture

noon Lunch

1:00 pm **A Good Price For Milk** - Robert D. Wellington, Senior Vice President, Agri-Mark

2:15 pm **A Local Approach to Safe Dairy Products** - Paul Kindstedt, Professor of Nutrition and Food Sciences, UVM

3:30 pm Break

3:45 pm **VDIA Annual Meeting**

4:30 pm Adjourn

5:30 p.m. **Dairy Industry Reception**

**REGISTRATION FORM FOR  
Vermont Feed Dealers  
and Manufacturers Association  
September 22 & 23, 2010**

Doubletree Hotel 1117 Williston Road, Burlington, VT

Name \_\_\_\_\_

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

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Registration, Reception, Luncheon &  
2010-2011 Membership Fee

**\$100.00** x = \_\_\_\_\_

Membership Fee Only

**\$25.00** x = \_\_\_\_\_

**TOTAL ENCLOSED**

\$ \_\_\_\_\_

Hotel Reservations are available at a  
special rate of \$139 until September 1,  
2010. Call 1-802-658-0250 or : [http://  
doubletree.hilton.com/en/dt/groups/  
personalized/BTVD/TDT-VFD-  
20100921/index.jhtml?WT.mc\\_id=POG](http://doubletree.hilton.com/en/dt/groups/personalized/BTVD/TDT-VFD-20100921/index.jhtml?WT.mc_id=POG)

Golf Fee **\$80.00**. Pre-registration re-  
quired contact information and details on  
the back.

**SEND CHECK AND FORM TO:**

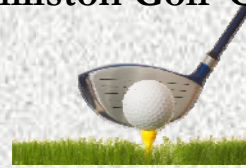
**VT Feed Dealers &  
Manufacturers Assoc.**

Peter Karnezos

230 Brickyard Rd

Colchester, VT 05446

**Join the VT Feed Dealers for  
golf on Wednesday at the  
Williston Golf Club**



**Fee is \$80.00 includes cart & tax**

**Make checks out to:**

Ackerman-Beardsley-Bennett, INC

c/o Travis Lehouiller

PO Box 556, Williston, VT 05495-0556

Prizes for 1<sup>st</sup> place Team

Longest Drive / Closest to Pin

Please RSVP by Sept 10th,

Travis Lehouiller at

[tlehouiller@abbinc.biz](mailto:tlehouiller@abbinc.biz)

Williston Golf Club

424 Golf Course Road

Williston, Vermont 05495

Phone - 802.878.3747

- NO DENIM PANTS ALLOWED AND ALL SHIRTS MUST HAVE COLLARS AND SLEEVES.
- Arrival time is 7:30 am. September 22, 2010 at Williston Golf Club.
- 8:00 AM - Tee times begin every ten minutes (Max of 28 golfers)
- \$80.00 per player includes 18 holes, cart, use of practice facility.
- Dress code enforced
- Lunch will be available in the dining room after golf (not included in \$80 rate)
- Club rentals are available for \$20 a set, please call 802.878.3747 to reserve a set.