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Conference Registrar  
Continuing and Professional Education  
Virginia Polytechnic Institute and State University  
702 University City Boulevard, Mail Code 0272  
Blacksburg, VA 24061

74<sup>th</sup> Annual Convention  
Virginia State Feed Association

February 12-13, 2020  
[www.cpe.vt.edu/vsfa](http://www.cpe.vt.edu/vsfa)

Virginia State Feed Association and Virginia Tech Department of Dairy Science and Beef present

*The latest in feed industry issues, animal nutrition research with emphasis on dairy cattle nutrition and improving nutrient management of the dairy farm.*

# 74<sup>th</sup> Annual Convention

# Virginia State Feed Association

## February 12-13, 2020

The Hotel Roanoke & Conference Center  
Roanoke, Virginia




Sponsored by:  
Virginia State Feed Association  
Virginia Tech Department of Dairy Science  
Virginia Cooperative Extension  
Virginia Tech Continuing and Professional Education

[www.cpe.vt.edu/vsfa](http://www.cpe.vt.edu/vsfa)

### > General Information

The Virginia State Feed Association and the Beef and Dairy Departments are pleased to announce their 2020 jointly sponsored convention. The convention features topics of interest to nutritionists, feed mill managers and progressive dairy and beef producers. Learn about animal nutrition, feed grain markets, transportation, feed and management strategies and an update on the Washington DC scene. There will also be a report from Virginia Tech by Dr. Alan Grant.

### > Conference Focus

- Global insights into milk, meat and commodity prices.
- Forecasts by nationally recognized speakers on issues affecting animal agriculture.
- Current strategies for improving dairy herd nutrition through improved ration formulation, feed management and dairy calf management.
- Presentations from nationally recognized experts in forage evaluation, animal behavior and feeding management.

### > Who Should Attend

- Feed industry personnel
- Nutritional consultants
- Dairy, beef, and equine producers
- Anyone working with farm crop and feeding decisions.

### > CE Credits

The American Registry of Professional Animal Scientists (ARPAS) will award 9 ARPAS CEUs for this course to ARPAS members. ARPAS members in attendance should apply for credit using the ARPAS website [arpas.org](http://arpas.org).

### > Location and Lodging

The program will be held at The Hotel Roanoke and Conference Center located at 110 Shenandoah Avenue in Roanoke Virginia. Lodging rooms are being held at the hotel at a special lodging rate of \$129 for single/double (plus taxes). Please make your reservations by January 24, 2020 by calling the hotel directly at (540) 985-5900 or toll free at (866) 594-4722. Be sure to mention the Virginia State Feed Association/2020 Block when making your reservations.

### > Directions

Driving from North or South I-81 Exit 143 (I-581S) to Exit 5. Cross Wells Avenue and continue to the main entrance of the hotel. From 220N (Martinsville), 220 becomes I-581N. Take exit 4E (Orange Avenue). Take first right at traffic light onto Williamson Road. After the third traffic light, turn right on Shenandoah Avenue. Take the first right to main entrance of the hotel. From 460W (Lynchburg), 460 becomes Orange Avenue. Turn left at the traffic light at Williamson Road and Orange Avenue. After the third traffic light, turn right on Shenandoah Avenue. Take the first right to main entrance of the hotel.

### > Registration

	Single Registration	Multiple Employee Registration
Two Days (includes membership dues and attendance to conference)	\$375	\$300 (per person)
One Day	\$150	\$150 (per person)
Producers	\$100	\$100
Student	\$0	\$0

### > Additional Information

For more information about the content of the course, please contact Mr. Bob Threewitts at (540) 908-7767, email: [vsfa@hotmail.com](mailto:vsfa@hotmail.com), or Dr. Gonzalo Ferreira at (540) 231-1965, email: [gonf@vt.edu](mailto:gonf@vt.edu). For more information about registration, call the Conference Registrar, Continuing and Professional Education at (540) 231-5182.

Please note: Each of the focus sessions on Thursday will highlight timely topics on each of the species.

## Wednesday, February 12, 2020

8:00 a.m. - 5:00 p.m.	Registration	12:30 p.m. - 2:00 p.m.	Luncheon
9:00 a.m. - 9:05 a.m.	Welcome <b>Roger Scaletti</b> , Alltech	2:00 p.m. - 2:05 p.m.	Welcome <b>Katie Reames</b> -CFC
9:05 a.m. - 9:45 a.m.	<b>Simon Cohen</b> , Vice President of M-Tech Systems	2:05 p.m. - 2:45 p.m.	Report from the Beltway <b>Randy Gordon</b> -NGFA
9:45 a.m. - 10:30 a.m.	Transportation issues	2:45 p.m. - 3:30 p.m.	Millennials <b>Megan Seibel</b>
10:30 a.m. - 11:00 a.m.	Break	3:30 p.m. - 4:30 p.m.	Commodity Update <b>Robert Harper</b> -Virginia Farm Bureau
11:00 a.m. - 11:45 a.m.	State of VT <b>Dean Alan Grant</b>	4:30 - 6:00 p.m.	Reception/Trade Show
11:45 a.m. - 12:30 p.m.	Graduate grant update <b>William Singer</b>		

## Thursday, February 13, 2020

### > Beef College

9:00 a.m. - 9:05 a.m.	Welcome <b>Bain Wilson</b> Virginia Tech
9:05 - 9:45 a.m.	<b>Dr. Roger Scaletti</b> Technical Services and Support, Alltech <b>Nutrition Terms and Definitions Used in the Beef Industry</b>
9:45 - 10:30 a.m.	<b>Kevin Spurlin</b> Senior Extension Agent, Virginia Cooperative Extension <b>Hidden Opportunities for Managing Beef Cow Nutrition</b>
10:30 - 11:00 a.m.	BREAK
11:00 - 11:45 a.m.	<b>Dr. Tara Felix</b> Beef Extension Specialist, Department of Animal Science, Pennsylvania State University <b>Feeding Dairy Beef Profitably</b>
11:45 a.m. - 12:30 p.m.	<b>Ty Davis</b> Ph. D. Student, Department of Animal and Poultry Sciences, Virginia Tech <b>Influence of Nutrition on the Fertility of Beef Females</b>
12:30 - 1:30 p.m.	LUNCH
1:30 - 2:15 p.m.	<b>Dr. Scott Bowdridge</b> Associate Professor, Division of Animal and Nutritional Sciences, West Virginia University <b>Nutritional Considerations When Dealing with Parasitism in Ruminants</b>
2:15 - 3:00 p.m.	<b>Chuck Zumbaugh</b> Ph.D. Student, Department of Animal and Poultry Sciences, Virginia Tech <b>Incorporating Corn Coproducts in Pasture Supplementation Programs</b>

## Thursday, February 13, 2020

### > Dairy Cow College

9:00 a.m. - 9:05 a.m.	Welcome <b>Gonzalo Ferreira</b>
9:05 - 9:45 a.m.	<b>Dr. Matias Aguerr</b> Clemson University <b>Forages and Pastures in the Southern Region</b>
9:45 - 10:30 a.m.	<b>Dr. Rick Grant</b> Miner Institute <b>Forage Particle Size and Fiber Digestibility for Maximum Cow Performance</b>
10:30 - 11:00 a.m.	BREAK
11:00 - 11:45 a.m.	<b>Dr. Ray Nebel</b> Select Sires <b>The Impact of Nutrition in Reproduction</b>
11:45 a.m. - 12:30 p.m.	<b>Felix Soriano</b> APN Consulting <b>Assessing and Troubleshooting Feeding Practices on Dairy Farming Systems</b>
12:30 - 1:30 p.m.	LUNCH
1:30 - 2:15 p.m.	<b>Dr. Ken Kalsheur</b> USDA DFRC <b>Alternative Forages for Lactating Dairy Cows</b>
2:15 - 3:00 p.m.	<b>Adam Lock</b>



### > VSFA Membership Dues

VSFA membership dues may be paid with conference fees. However, VSFA membership is not required to attend this conference.

### > Refund and Cancellation Policy

Payment of registration fees is required prior to program attendance. Registration will be processed when payment is received.

#### Refund and Cancellation Policy:

Refund and Cancellation Policy: Refund requests must be received 14 calendar days prior to the program start date. A \$50 administrative fee will be deducted from all refunds. Requests should be sent by email or by initiating a drop request through the student portal in our online registration system. As an alternative to a refund, you may send a substitute at no additional cost. Please contact us at 540-231-5182 or e-mail cpeinfo@vt.edu to request a substitution. Please note: refunds will not be issued for no-shows or for cancellations received on or after the program start date.

In the unlikely event that this program is cancelled or postponed due to insufficient enrollments or unforeseen circumstances, the university will fully refund registration fees but cannot be held responsible for any other expenses, including cancellation or change charges assessed by airlines, hotels, travel agencies, or other organizations.

Virginia Tech does not discriminate against employees, students, or applicants on the basis of age, color, disability, sex (including pregnancy), gender, gender identity, gender expression, genetic information, national origin, political affiliation, race, religion, sexual orientation, or veteran status, or otherwise discriminate against employees or applicants who inquire about, discuss, or disclose their compensation or the compensation of other employees or applicants, or on any other basis protected by law.

For inquiries regarding non-discrimination policies, contact the Office for Equity and Accessibility at 540-231-2010 or Virginia Tech, North End Center, Suite 2300 (0318), 300 Turner St. NW, Blacksburg, VA 24061.

## > Registration

### 74<sup>th</sup> Annual Virginia State Feed Association Convention

February 12-13, 2020 · The Hotel Roanoke and Conference Center · Roanoke, Virginia

Please print or type—complete a separate form for each participant

Name	Title	
Organization	*Org.'s FID#	
Mailing Address		
City	State	Zip
Daytime Phone No.	Fax No.	
Email	Signature	

Preferred Method of Communication: (for administrative purposes)

Email  Mail  Fax  Phone: Preferred contact time \_\_\_\_\_

Virginia Tech's Continuing and Professional Education may contact you for marketing purposes using the following methods. (select all that apply)

Email  Mail  Fax  Phone  The school may not contact me.

Registration fee:  \$150 One Day Single Registration Fee  
 \$375 Two Day Single Registration Fee  
 \$150 One Day Multiple Employee Registration Fee (per person)  
 \$300 Two Day Multiple Employee Registration Fee (per person)  
 \$100 Producer  
 \$0 Student

Do you have any medically necessary (or vegetarian) dietary needs? If so, please indicate:

What is your company/affiliation? \_\_\_\_\_

**Method of payment:** Payment of registration fees is required prior to program attendance. Registration will be processed when payment is received.

To pay a fee by a VT department via HokieMart, you must select "VT CPE registration fee" as your vendor and attach this completed form.

Check enclosed (Make payable to: Treasurer, Virginia Tech CE)  
**Checks must be drawn on U.S. bank in U.S. dollars.**  
*(There will be a \$50 processing fee for all returned checks.)*

Credit Card\*:  Visa  MC  AmEx  Discover  
*(Credit Card payment may be mailed, faxed, or given to registrar over the phone. No credit card information will be processed by voice mail or email.)*

\*Please note: charges will appear on your statement as "VT CONTINUING AND PROF EDUCATION".

Cardholder name

Cardholder signature

Date

Card No.

Exp. Date

Return with payment by **February 1, 2020** (no staples, tape, or paper clips, please) to:

Conference Registrar  
 Continuing and Professional Education  
 Virginia Tech, Mail Code 0272  
 702 University City Blvd.  
 Blacksburg, VA 24061

phone: 540/231-5182  
 fax: 540/231-3306 (for credit card registrations only)

*\*Necessary to process a refund payable to any company, agency or government.*

*The information you provide is subject to the Freedom of Information Act guidelines.*

Office Use	Entered	AMT: _____
		CC/CHK#: _____
		DATE: _____

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