



From our desk...to yours.....

2008 is in the process of being packed away, another year passed. Like many of you I am busy with bookwork getting ready for taxes. I have learned through the years it is simpler to keep a tax diary for the accountant. Any purchases besides supplies is recorded for easy access. Although Quickbooks is a wonderful program there always seem to be additional questions from the accountant. My memory seems to be challenged more than ever, why make it hard on myself!

As always we are looking forward to our winter meetings. At this time we have one scheduled for February 12. For those of you whom have attended through the years you may remember Gary Sipiorski. He spoke a few years back on finances. Gary has been involved in agricultural banking for many years. Gary joined the Vita Plus team in the fall of 2008. We feel very fortunate to have him speak in what is a difficult economic time. Something different this year is our joint collaboration with NorthStar Cooperative, Inc and Antel BioSystems. NorthStar/Antel Bio has secured Jeff Ziegler, Genomic Manager for Select Sires and he will be presenting Genomic...Improving Genetic Accuracy Utilizing DNA. Watch for a more detailed invitation later this month.

Drop Ship -

Due to changes with Pfizer our drop ship program has to make some changes. Small orders are now subject to a \$2.00 labeling fee, Pfizer products only. Unfortunately I cannot send unlabeled product and have you label them yourselves. Our larger distributor (orders over \$330) ***has not*** implemented this additional fee. The fee of course cuts into you margin of savings, but with other products ordered it may still be feasible to place small orders. The main products affected will be Excenel, Excede, Naxcel, A180 and Draxxin. I will pass on updates as needed.

We would like to wish everyone a Happy New Year!

Helen