

Trade Groups Endorse Foreign Agricultural Market Development

Representatives from trade groups and farm organizations, meeting with U S Department of Agriculture personnel in Washington, June 27-28, gave enthusiastic approval to the current programs to develop foreign markets for U S farm products.

These industry organizations, many of them cooperators with the Department's Foreign Agricultural Service on market development activities under Title I of Public Law 480, agreed that the meeting was especially worthwhile in its exchange of ideas on how improvements can be made toward increasing foreign sales of U S farm products for dollars.

Under Public Law 480, sales of U S farm products can be made for foreign currencies. Part of these currencies is then allocated to finance market development activities abroad by U S agricultural producers and trade organizations.

Under this program 71 market development projects are being carried out in 24 countries in cooperation with trade groups in these countries. Foreign currencies obligated or allotted for financing these projects now total about \$72 million, including general operating costs and trade fair activities. Contributions totaling several million dollars are also being made to these operations by United States and foreign trade groups.

Assistant Secretary of Agriculture Earl L. Butz, speaking at the meeting, said, "I congratulate you on your efforts to expand exports of food and fiber abroad. You are contributing to higher standards of living in foreign countries. The programs you are conducting are the 'acid test' as we strive to increase dollar sales abroad. We are all concerned because today 41 per cent of our total agricultural exports is moving under Government programs. Through your efforts we hope commercial sales for dollars will be increased."

Industry spokesmen reviewed their programs and activities being conducted abroad to promote the sale and use of specific U S farm commodities. These activities include surveys, printing and distribution of promotional literature and displays, advertising, market-promotion exhibits at international trade fairs, and two-way visits of foreign and U S commodity specialists, largely done in cooperation with foreign trade groups.

Gwynn Garnett, Administrator of the Foreign Agricultural Service, emphasized that these foreign market developments must never be considered as primarily government programs. "Rather", he said, "they are cooperative efforts by U S private industry and the Government to increase foreign commercial sales of U S farm products. I am convinced that there are greater market opportunities abroad for our farm products than we are yet equipped to take advantage of."

Trade groups and organizations represented at the two-day meeting included Cotton Council International, National Cotton Seed Dealer's Assn., American Soybean Assn., Soybean Council of America, Inc., National Milk Producers Federation, Dairy Society International, Carnation Company, General Milk Co., Milk Industries Foundation.

Institute of American Poultry Industries, California Prune Advisory Board, California Raisin Advisory Board, Florida Citrus Canners Assn., California-Arizona Citrus Industry, Pacific Northwest Pea Grower and Dealers Assn., National Potato Council, Florida Citrus Mutual, National Bean Council, California Prune and Apricot Growers Assn., California Prune Adm. Comm.

Farmers' Hybrid Popcorn Growers Assn., Division of Wheat Development, Department of Agriculture & Inspection, Nebraska Wheat Commission, Millers' National Federation, U S. Rice Ex-

port Development Assn., Oregon Wheat Commission, American Corn Millers, Washington Assn. of Wheat Growers, National Grain Trade Council, Oregon Seed Growers' League, Kansas Wheat Commission, California Barley Growers' Assn., Nebraska Wheat Growers' Assn., Oregon Wheat Growers League.

American Meat Institute, National Renderers Assn., The Holstein-Friesian Assn. of America, Leaf Tobacco Exporters Assn., Inc., Tobacco Associates, Inc., Burley and Dark Leaf Tobacco Export Assoc., Inc.

National Assn of Food Chains, Kansas State College, U S Chamber of Commerce, National Assn of Farmers Cooperatives, American Farm Bureau Federation.

It cost Pennsylvania taxpayers only 15 cents a square mile for the State Department of Agriculture to conduct aerial and ground work to eradicate Oak Wilt disease, lowest cost in the nation.

Registered Jersey Has High 305 Day Record in Red Rose DHIA in May

A registered Jersey owned by Jesse Osborne & Son, R1 Peach Bottom turned in the highest 305 day record in the Red Rose Dairy Herd Improvement Assn. for the month of May. She produced 9,151 pounds of milk and 578.4 pounds of butterfat.

Two herds tied for first place in the monthly butterfat averages. The herd of John C. Metzler, R 1, Christiana produced an average of 1,493 pounds of milk and 57.5 pounds of butterfat.

The Harry H. Ranck, R1 Ronks, herd produced 1,523 pounds of milk while averaging 57.5 pounds of butterfat.

The high monthly producing cow was a registered Holstein owned by J. Richard Keller, R1 Manheim. She produced 2,616 pounds of milk and 112.5 pounds of butterfat.

The second high 305 day lactation average was produced by a registered Holstein owned by George A. Rutt, R1 Stevens. Her record was 13,038 pounds of milk and 578.4 pounds of butterfat.

The second high monthly aver-

age was made by a registered Holstein owned by Everett & Louise Benjamin, R2 Holtwood. Her record is 2,213 pounds of milk and 110.7 pounds of butterfat.

Here are the top 10 cows for the month.

Herd	Milk	Fat
J. Richard Keller	2,616	112.5
Everett & Louise Benjamin	2,213	110.7
C. Richard Landis	2,790	108.8
John P. Stumpf	2,158	107.9
John H. Hershey	2,620	107.4

Job Stoltzfus	2,480	106.6
John C. Metzler	2,598	106.5
Mary B. Stoltzfus	1,897	104.3

Benjamin & Trimble	2,313	101.8
R. John Yost	2,517	100.9

Here are the top 10 herds in butterfat production.

Herd	Milk	Fat
John C. Metzler	1,493	57.5
Harry H. Ranck	1,523	57.5
Job Stoltzfus	1,463	56.5
Marvin A. Eshleman	1,666	56.4
A. W. Wickenheiser	1,504	56.4
J. Rohrer Witmer	1,013	56.0
Raymond F. Witmer	1,065	55.1
Allen K. Risser	1,382	53.6
Hither Hills Farm	1,070	53.3
Elam P. Bollinger	1,405	52.7

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—Sparks Bros. Farms, RR, Greenfield, Ind.

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—Wilton B. Dey & Son, Hightstown, N.J.

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