

**● Bargaining Power**  
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changes arising out of specialization, concentration of buying in the hands of fewer purchasers, volume buying on specification, increased direct marketing, and the more general use of contracts in production and marketing call for new approaches and a greater emphasis on the bargaining type of organization."

"A key aspect of the AAMA's program involves the negotiation of advance contracts," Shuman said.

"The thing that is new is an increased emphasis on efforts to organize and coordinate contracting activities. This may involve anything from information to contract analysis to the actual negotiation of contracts," he pointed out.

"Sales have been negotiated by state associations for producers of both apples and tomatoes." And "Attention has also been given to a wide range of other commodities including asparagus, broccoli, cucumbers, lima beans, snap beans, timber, toad, feeder cattle, apricots, potatoes, soybeans, swine, and peaches.

"Studies are now under way to determine Farm Bureau's role in the marketing of broilers, potatoes, dry beans, wool, livestock, soft red winter wheat, and dairy products.

"The AAMA approach to bargaining is not based on threats or compulsion," the Farm Bureau president said.

"It is an effort to develop a sound program for long-term gains. It is designed to use

and improve the market system. Farm Bureau marketing associations are not seeking to push prices to unrealistic levels. They are seeking to perform a service and to help growers determine, earn, and obtain the full market value of their products."

"We have made progress in building a better understanding of our market-bargaining concept through this approach," Shuman said.

"However," he added, "processor resistance to negotiations with a bargaining association is still very strong."

"There appears to be a need for legislation to make it an unfair trade practice for a processor to discriminate against a member of a marketing association. Such legislation has been introduced in Congress and we are hopeful that the appropriate committees will hold hearings in the near future," he said.

**● Farm Calendar**

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Show Bldg.  
—7 p.m. Soil and Water Conservation District Directors at County Court House.

November 9—9 a.m. Open class steers, and Angus breeding cattle, Farm Show Bldg.

—8 p.m. Lancaster-Chester County Farmers' Union re-organization meeting at Solanco High School, Quarryville.

November 10—Demonstration of complete dairying system at Charles E. Good farm, Lime Valley Rd., Lancaster.

November 11—10 a.m. Feeder Calf Sale at Livestock Exposition.

November 12 — 6:45 p.m. Lancaster County Holstein Assn. annual banquet meeting at Dutch Town and Country Inn, Vintage.

November 13 — 13-18th, Eastern National Livestock

Show, Timonium, Md., with Swine Judging teams; and 4-H Steers to be judged at Noon on Saturday.

—Lancaster County Senior Extension Club to Square Dance at Shartlesville Fire Hall, Shartlesville.

**● Achievement**

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in Chicago, November 28 to December 2.

Other state winners earning awards and a trip to the National Convention are members of the Livestock and

Nancy Frey and Dallas Wolgemuth, who teamed up to win in the livestock conservation demonstration.

Outstanding junior leadership award went to Judy Longenecker of Drumore R1. Top dress revue winner was Rebecca Kling, Mount Joy.

The speaker for the evening affair was Rev. Wallace Fisher, D.D., from the Trinity Lutheran Church of Lancaster.

Master of Ceremonies was Kenneth Rutt, Quarryville R2.

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**Veteran Tobacco Man Retires**

Tom Gorman of 158 Hess Blvd., Lancaster, has been around the county for quite a spell — 33 years, to be exact.

During that time his North Carolinian drawl has become a familiar and welcome sound to area tobacco farmers.

But as of the end of last week, Gorman officially retired from the business world. During his one-third century in Lancaster County he has been associated with the American Tobacco Company. Beginning in 1932 as a warehouseman with American, Gorman was named manager of the company's leaf department in 1954. Since then he has planned, supervised, and directed the purchasing and storage of all of American's Lancaster cigar tobacco.

Many new retirees pack up and head for the land of sunshine, but the Gormans took a good look at Florida a couple of years ago and decided they will stay in Lancaster.

For the next few months Tom is looking forward to just taking it easy and enjoying his two favorite hobbies, in season — woodworking and raising fancy roses.

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AIR-O-MATIC VENTILATION

DATE — FRIDAY, NOVEMBER 12, 1965

TIME — 10:00 A.M. - 3:00 P.M.

PLACE — CARROLL ROHRBAUGH FARM  
R. D. 2, GLEN ROCK, PENNA.

DIRECTIONS — Go to Glen Rock, Pa. — Take Route 616 North from Glen Rock toward Seven Valleys, after leaving Glen Rock travel 2 miles and look for grocery store on right. Turn right at this store — Cross railroad tracks and look for broiler house on left.



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