

Lancaster Farming

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Farmers Hear Specialists On Milk Production & Weed Control

"We have been feeding large amounts of feed at milking time," said Dr. Porter, Agway Specialist. "This doesn't give the highest efficiency in feed conversion."

Speaking at the Dairymen's Day at the Farm and Home Center Wednesday, Porter said research shows that a complete type ration that includes all the grain and hay and silage together made gains in milk production. "One of the most important tools we can use to make improvement in feed efficiency in the future is this type of ration," he said.

In answering questions from
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Extension Annual Meeting Set, Feb. 10

The annual meeting of the Lancaster County Agricultural and Home Economics Extension Association is scheduled for Tuesday evening, February 10, in the Auditorium of the Farm and Home Center. Activities will start with a roast beef dinner at 6:45 p.m.

Tickets are now available for this dinner from any member of the Extension Board of Directors, or from the Extension Office, in the Farm and Home Center. You should get your ticket before Friday, February 6.

Guest speaker will be Dr. Wilham H. Duncan, President, Millersville State College. His subject will be, "Communicating with Today's Youth." The County Society of Farm Women's Chorus will present several selections. A brief business meeting of the association will include the election of five directors for a three-year term.

Farm Calendar

Monday, Feb. 2

2:45—Fruit Growers Meeting, Hotel Yorktowne, York
8:00 p.m.—Southern Lancaster
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Dairymen Must Increase Cows In Herd To Compete

"The little dairyman who goes out of business fast is the guy who buys enough equipment to milk 300 cows and then milks only 20," said Joe Taylor, Penn State Dairy Specialist.

Speaking to the Mt. Joy Farmer's Cooperative Association annual meeting Thursday afternoon at Hostetter's Banquet Hall, Taylor said if you make the capital investment you must have enough cows to pay for it.

Quoting research figures from Penn State's Management Records on Pennsylvania dairy

farms, he said the average 30 cow herd has \$44,000 invested and has \$4,000 annual income. These farmers don't have much money borrowed. The 100 cow herd has \$127,000 invested but makes \$20,000 a year and has more than half the money borrowed.

"Not over one can manage the large investment," he cautioned. "Just working a few extra hours will not do it. You must know how to use money."

"Dairying as a way of life is losing ground fast. The added
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LINDA and KAREN HIGH, with Herman their new 4-H steer. The girls are daughters of Mr. and Mrs. Harvey High, Leola. L. F. Photo

A Visit With Karen High; Leola 4-H Steer Enthusiast

"Some people seem to think other things are more interesting," said Miss Karen High, Leola 4-H enthusiast, "but for me, I like farming."

And to prove it Karen has had eight 4-H steers, along with capons, flowers and gardening projects over the last seven years of 4-H work.

A member of the Red Rose Baby Beef Club and the New Holland Baby Beef Club, Miss High has a gentle touch with her steers that could be seen Tuesday afternoon when a picture was wanted of her new steer.

Two black steers, (getting ready for the 1970 fall shows) were in the exercise lot, but Karen and her 9-year-old sister Linda, who has her first steer this year, walked out and put a halter on the one steer without any trouble. He was a very tame steer, to say the least.

Miss High was a member of the winning State 4-H Judging team in 1969 and credits her experience in 4-H with helping her in
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Program For Egg Price Stability Given Poultrymen

Three national poultry industry leaders, one representing the Northeastern Egg Marketing Association and two representing the United Egg Producers, told 100 local egg produc-

ers of a new concept in price control that is being tried in their organizations.

Speaking at the Lancaster County Poultry Association's first information meeting, Thursday night at the Farm and Home Center, these experts told of their objectives at market reliability and stability. What they are really doing is gathering information on the egg situation in all regions of the nation, putting this information together and dispensing it to their members. The end result is a producer information service that shows if eggs are priced realistically.

On a voluntary basis, their members are diverting surplus eggs to the breakers when this surplus would pull down the shell egg market and so they take less for five percent of their production but gain more in the other 95 percent. The end result has been that the breakers bid for the surplus eggs and in many instances, the producer does not lose money on any of his eggs.

It was pointed out that during the past 10 years egg production has varied only from 316 to 326 eggs per capita but the fluctuation in price has been fantastic. With this orderly marketing system, it is believed a more stable industry can result.

It is believed that any organization who will have an effect on the market must have participation in pricing, sufficient producer backing and policies and programs to support their position in the market price.

The program as outlined by the guest speakers was called the most significant development in egg marketing in American history. Eggmen have gone from letting the dealers set the price to helping price their own product.

Cities Carrying Pork Advertising Show 56% Sales Increase

Sales of non-brand fresh pork paralleled improved consumer attitudes about pork as measured in a six-month advertising-research project completed recently by the National Pork Council. Research summaries reported that cities carrying the Pork Council advertising measured a sales increase of a whopping 56 per cent. Because fresh pork sales enjoyed a "natural increase" in the "control" cities where no advertising was carried, the net relative sales increase credited to the advertising was computed at 26 per cent.

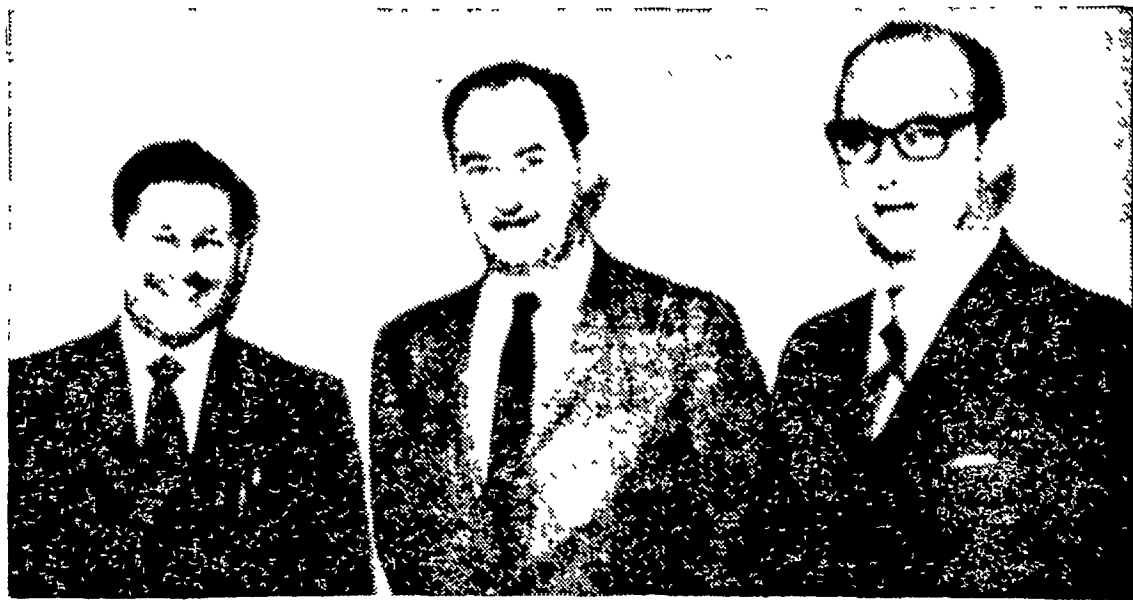
Media used in the research project was limited to newspaper and radio with an expenditure at the rate of 13 cents per capita in the cities of Eugene, Oregon and Portland, Maine, Erie, Pa. and Fresno, Calif. were measured as control cities.

A comprehensive "before and after" study of consumer attitudes in the four cities measured attitude improvements ranging from three to as much as twenty per cent on such image factors as convenience in pork cookery, safety and nutritional values, digestibility and fat content.

The advertising themes stress
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New Local Grain Report

Starting this week on the market pages of Lancaster Farming you will find the local grain prices. This report is the average of the prices quoted by six local grain and feed concerns who are cooperating with this project. Watch for it each week.



SPEAKERS at the Lancaster County Poultry Association's information meeting, Thursday night are: (left to right) Ray Delano, Manager, Northeastern Egg

Marketing Assn., Maurice M. Stein, President, Main Egg Farms, and Richard Olson, Assistant Manager, United Egg Producers. L. F. Photo