

## Md. Farm Credit seminar set

COLLEGE PARK, Md. - New trends in farm financing will be examined during an Eastern Shore credit seminar later this month in the Tidewater Inn at Easton. The two-day event is scheduled February 22 and 23.

It is intended for Delmarva area bankers and other farm-lending agency representatives. Sponsoring organizations are the Cooperative Extension Service and the Department of Agricultural and Resource Economics at the University of Maryland in College Park.

Seminar highlights will include presentations on farm loans and record-keeping by Extension agricultural economists; a group case problem, and an afternoon visit on the first day to the Federalsburg (Dorchester county) site of Porcine Farms, an integrated pork-production operation with four locations in Maryland and Delaware.

Porcine Farms operates in partnership with Red-White

Mills, Inc. of Delmar, Del., and the Penn Packing Company of Philadelphia, Pa.

Dr. John M. Curtis, director of the University of Md. statewide Cooperative Extension Service, will be principal speaker at an evening banquet session ending the first day's program activities. A financial outlook for the Eastern Shore poultry and livestock industry will be presented on the afternoon of the second day by Gerald B. Truitt, Jr., of Salisbury, assistant vice-president in the real estate and mortgage department of Maryland National Bank.

Seminar coordinator is Dr. Jarvis L. Cain, Extension agricultural economist at the University of Maryland in College Park.

For registration details and additional information, contact Donald E. Osburn, Talbot county Extension agricultural agent, P. O. Box 519, Easton, Md. 21601; phone: (301) 822-1244.

## Ag policy

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Union leader stated. Exporting countries look to us for the world trade price of their commodities, and consuming countries look to us for adequate supplies of food.

And, yet, United States farmers averaged only 66 per cent of parity for their products last month.

"Farmer's purchasing powers are at depression levels," stated Lewis, "and something has to be done."

He went on later to say that Farmers' Union has worked for many years through legislation to win support for farmers, but that the organization now feels that legislation, alone, is not enough.

"We now feel that we must have the approval of the public in order to move ahead in areas where it would take years to get ahead with legislation," he pointed out.

To illustrate his point, he gave the example of organized labor and the benefits it reaps from the Wagner Labor Relations Act, which constitutes public sanction for workers to form into unions and bargain collectively.

"I think the labor unions have

done much more for their people by bargaining collectively than they could have if they would have gone to Congress and legislated for a price level for their workers.

"By the same token," he continued, "we must see what we can do for ourselves in the private sector, outside of government controls."

He then went on to add that when labor unions get out of hand, the public steps in and "slaps them on that hand" and puts things back on an even keel. Lewis feels that this will happen in the case of farmers, also, if they do become overzealous with their programs on the non-legislative level.

One of these programs Lewis supports is working horizontally, rather than vertically up the marketing chain from farmer to consumer to try to "squeeze a few more pennies back down to the farmer."

The epitome of the horizontal approach to marketing is the Arab oil exporter's cartel - the OPEC nations.

"If you remember correctly, a few years ago we didn't have OPEC," Lewis pointed out. But, rather than setting up gas stations and trying to compete with each other for price, they banded together and collectively

controlled their precious commodity and turned oil into a goldmine.

"The OPEC nations now control 85 per cent of the oil, and instead of getting five cents more for their product as they would have if they had tried working vertically, they are now getting five times the price they once did because of their horizontal marketing."

Likewise, farmers could do the same thing.

"We control practically 100 per cent of our commodities on the farm, and if we got together and controlled the supply, we would be in a position to bargain," he explained. "We might not quintuple our price, but we could increase it by 10 to 20 per cent or enough to get parity."

Farmers' Union has set up commodity councils to help farmers learn to market their produce.

"Through these commodity councils, we can start to be like the OPEC nations and learn to market our commodities lucratively," he said.

In conclusion, he reminded the farmers present that unless a definite plan of action is taken, farmers may not be able to see their children inherit the family farm tradition as they have been able to do.

## Dairy seminar slated

LEWISBURG, Pa. - There will be a milk marketing seminar for central Pennsylvania dairymen on February 4, from 9:30 a.m. to 3:00 p.m. The meeting will be held at the Country Cupboard Restaurant on Route 15, one mile north of Lewisburg.

Nationally recognized agricultural economists will be presenting the seminar:

Professor Truman F. Graf, agricultural economist, University of Wisconsin.

Herbert L. Forest, director, U.S.D.A. Milk Marketing Order.

William Johnstone, Extension agricultural economist, P.S.U.

Topics to be covered will include Pennsylvania milk marketing, Minnesota-Wisconsin series pricing, the alignment of Federal orders in Eastern Pennsylvania, and how farmers and co-ops influence milk marketing.

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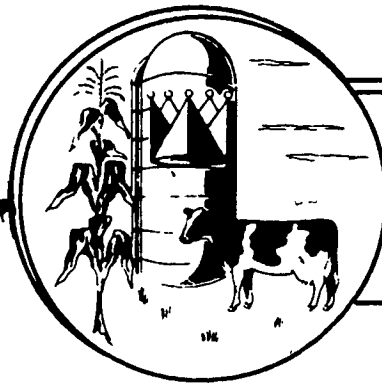
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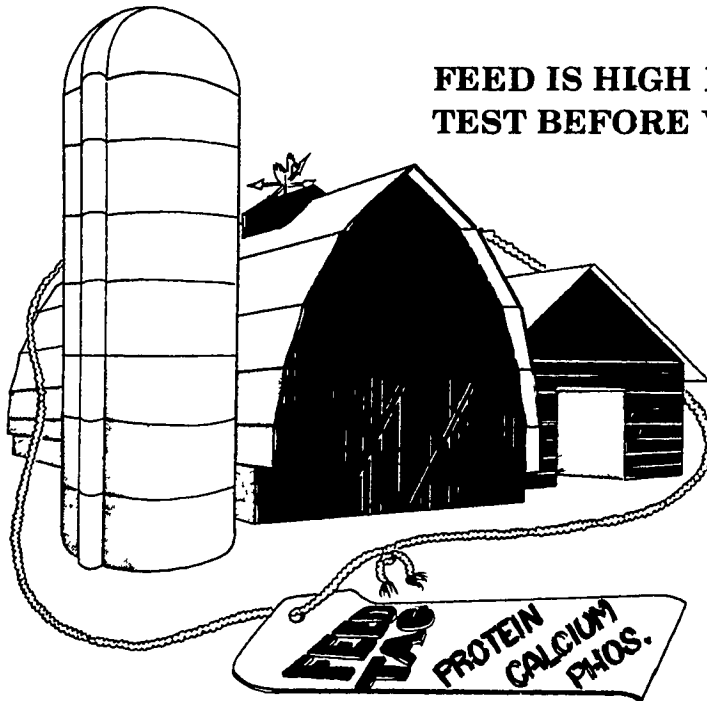
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