

Miller starts as new PACMA director

By SHEILA MILLER

CAMP HILL — On Wednesday, October 24, Marlin Miller reported for his first day as director of the Pennsylvania Agricultural Cooperative Marketing Association (PACMA), a member service of the Pennsylvania Farmers' Association.

As the new director, Miller will be responsible for the programs' services to PACMA members. Negotiating sales and purchase contracts, establishing recommended price levels, selling through a central sales desk, and writing information newsletters are some of the PACMA activities.

The organization has been

in existence since 1961. It was established in order to provide the legal help for farmers so that they could improve their marketing and bargaining positions.

Miller explained that PACMA is needed by farmers to assist them in working as a group, rather than as individuals. It provides them the needed protection of guaranteed payment for their produce under the Packers and Stockyards act.

He pointed out a recent situation where a packing company closed and those farmers who were members of PACMA received their money, but those non-members would have to take legal action individually in order to receive payment.

In order to become a member of PACMA, a farmer must buy a share of stock. Until recently, the cost of this stock was a minimal one dollar. This cost has increased to \$25 a share to cover costs. It is anticipated that the PACMA organization should be able to capitalize at \$300,000.00, according to Miller, and will be able to adequately finance their programs.

The \$25 stock is the minimal fee to become a voting member. However, if a farmer wishes to, preferred stock can be bought for \$100.00 a share. This stock pays the farmer an eight per cent interest annually.

To date, Miller commented, there has been no



Marlin R. Miller, 41, of Carlisle has joined the Pennsylvania Farmers Association's cooperative marketing division as its director. He began his new assignment on Wednesday.

preferred stock issued. He hopes that it will be available early in 1980. He expressed encouragement with the new share system.

"Already we have had a good response, especially from the apple growers. Twenty-five per cent of last year's members have already paid their 1980 fees."

PACMA faces a challenge to continue to stress and encourage quality products, Miller stated. He felt one of the most important needs that PACMA could satisfy for Pennsylvania farmers was a better understanding of marketing.

In the past, farmers have always thought of growing their produce to take to

market, rather than growing it for the market. As a result, they took whatever price the buyer was willing to give them. This has been turned around and today farmers are trying to produce what the market needs.

PACMA helps farmers in marketing by giving them a better position to bargain

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PACMA

MARKETING PROGRAMS

- FEEDER CATTLE
- FEEDER PIGS
- SLAUGHTER HOGS
- SLAUGHTER CATTLE
- DIRECT MARKETING
- SPENT HENS
- SEED POTATOES
- PROCESS APPLES
- VEGETABLES

MARKETING SERVICES

- NEGOTIATING CONTRACTS
- GROUP BUYING
- GROUP SELLING
- ORDER BUYING
- RECOMMENDING PRICES
- DIRECT CONSUMER SALES
- MARKET NEWSLETTERS

PENNSYLVANIA

LIVESTOCK

KEYSTONE INTERNATIONAL LIVESTOCK EXPOSITION

FARM SHOW BUILDING

HARRISBURG, PENNSYLVANIA

NOVEMBER 3-7, 1979

DAILY JUDGING SCHEDULE

SATURDAY NOVEMBER 3	TUESDAY NOVEMBER 6	PENNSYLVANIA LIVESTOCK ASSOCIATION ANNUAL AWARDS BANQUET
8:30 a.m. Hampshire Breeding Classes	8:00 a.m. Breeding Swine Classes	7:00 p.m. Saturday November 3 Crossgates Inn
12:00 p.m. Shropshire Breeding Classes	Duroc Yorkshire Berkshire Chester White Hampshire Poland China Spotted Swine	LIVE HOG EVALUATION CONTEST 11:00 a.m. Sunday November 4 Small Arena
1:00 p.m. Suffolk Breeding Classes	8:30 a.m. Charolais Breeding Cattle	PENNSYLVANIA LAMB AND WOOL QUEEN CONTEST 5:00 p.m. Sunday November 4 Sheep Arena
12:00 p.m. Southdown Breeding Classes	8:30 a.m. Shorthorn Breeding Cattle	LADIES LEAD CLASS 5:30 p.m. Sunday November 4 Sheep Arena
1:00 p.m. Paint Horse Halter Classes	Columbia Breeding Classes	PENNSYLVANIA JUNIOR SHEEP SHEARING CONTEST 7:00 p.m. Sunday November 4 Beef Cattle Arena
11:00 a.m. Duroc Barrows On Foot	Corriedale Breeding Classes	EASTERN SEABOARD SHEEP COUNCIL 7:30 p.m. Sunday November 4 Capitol Motel
12:00 p.m. Junior Breeding Cattle (4 H & FFA)	Merino Breeding Classes	KEYSTONE LIVESTOCK AND MEATS JUDGING CONTEST 9:30 a.m. Monday November 5 Main Floor
12:00 p.m. Carcass Wethers On Foot	Rambouillet Breeding Classes	FEEDER CALF AUCTION SALE 6:30 p.m. Monday November 5
12:00 p.m. Junior Market Lambs	9:30 a.m. Appaloosa Halter Classes	INTERCOLLEGIATE AND JUNIOR LIVESTOCK JUDGING CONTEST 8:00 a.m. Wednesday November 7
12:00 p.m. Junior Breeding Sheep	Appaloosa Performance Classes (One hour after completion of Halter Classes)	BARNYARD BABIES EXHIBIT November 3 thru 7
12:00 p.m. Quarter Horse Halter Classes	12:30 p.m. Angus Breeding Cattle	
1:30 p.m. Quarter Horse Performance Classes (30 min. after completion of Halter Classes)		
2:30 p.m. Junior Barrows	WEDNESDAY NOVEMBER 7	
2:30 p.m. Open Barrows On Foot (Crossbred and Purebreds of other breeds)	8:00 a.m. Intercollegiate and Junior Livestock Judging Contest	
2:30 p.m. Truckloads of 6 Market Hogs		
MONDAY NOVEMBER 5	SPECIAL EVENTS	
8:00 a.m. Open Barrows On Foot (continued)	NATIONAL 4 H AND KEYSTONE INTERNATIONAL COLLEGIATE HORSE JUDGING CONTEST 7:30 a.m. Saturday November 3	
Hampshire		
Chester White	NATIONAL 4 H HORSE BOWL 9:00 a.m. Saturday November 3 Crossgates Inn	
Spotted Swine		
Berkshire	YEARLING BRED EWE SALES 7:00 p.m. Saturday November 3 Sheep Arena	
Poland China		
Yorkshire	PENNSYLVANIA LIVESTOCK ASSOCIATION ANNUAL MEETING 5:30 p.m. Saturday November 3 Crossgates Inn	
8:30 a.m. Feeder Calves		
8:30 a.m. Open Market Lambs		
Truckload 15 Market Lambs		
Cheviot Breeding Classes		
9:00 a.m. Polled Hereford Breeding Classes		
9:30 a.m. Arabian Halter Classes		
Arabian Performance Classes (One hour after completion of Halter Classes)		
10:00 a.m. Open Class Steers		
11:30 a.m. Champion Steer		
12:30 p.m. Hereford Breeding Cattle		
Chianina Breeding Cattle		
Dorset Breeding Classes		
1:00 p.m. Oxford Breeding Classes		

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