

Bradford Co. DHIA

(Continued from Page D24)

62	3	5	305	24,908	837
R 66	3	6	305	21,538	848
Snowcrest Farm					
Miracle	3	7	305	19,920	781
Tammy	3	2	305	16,465	622
Dennis Lehman					
Sherry	3	6	305	23,103	710
James Boor					
Heather	3	8	305	17,052	710
Lewis & Lois Alderson					
Dolly	3	5	305	18,912	746
Michell	3	4	305	19,965	873
Ida	3	7	305	23,266	847
Shores Brothers					
Nan	3	7	303	20,883	888
Leslie Freeman					
4317	3	5	305	18,026	733
5077	3	3	305	22,558	730
Harold Warner & Sons					
Dot	3	2	305	17,456	612
Warren J. Roberts					
Linda	3	4	305	21,264	725
Endless Mts. Farm					
Beth	3	7	305	19,922	766
Jerry Pruyn					
5	3	7	305	21,011	735
35	3	5	305	17,542	737
64	3	5	305	22,380	837
12	3	0	305	18,609	725
Elsbree Bros.					
134	3	5	305	21,953	993
42	3	7	305	20,223	706
91	3	7	305	22,476	820
54	3	4	305	17,927	796
74	3	3	305	18,682	735
182	3	3	305	20,074	841
183	3	3	305	18,427	756
141	3	3	305	18,081	724
Peck Hill Farms					
193	3	5	305	23,651	822
7	3	7	305	19,137	709
107	3	4	305	18,831	711
50	3	2	305	16,743	655
Calkins Farm					
Hazel	3	6	305	21,760	713
Clifton McMurray					
92	3	5	284	18,030	713
Althea	3	3	301	23,698	793
Davis Brothers					
D 15	3	7	296	19,179	861
D 85	3	2	305	16,003	607
Abraham S. Derstine					
Lassie	3	4	305	18,883	832
Sonja	3	4	305	18,311	825
Patsy	3	4	305	24,700	932
Poetry	3	2	278	17,218	669
Victory	3	2	305	20,316	677
Philcrest Farm					
Lois	3	4	305	22,183	763
Lettie	3	3	305	19,186	718
Halstead Bros.					
70	3	4	305	20,757	797
Duane & Patty Cole					
Maggie	3	3	305	19,982	767
David Page					
Spotty	3	5	305	22,441	746
Marshall M. Watkins					
Angie	3	7	305	20,146	816
Jay & Faye Good					
Bald T.	3	7	305	17,308	733
Leaky	3	6	302	18,127	713
PL-700	3	8	305	17,935	715
B Twin 2	3	4	305	26,694	788
Kerryview Acres					
Sweet P	3	4	305	16,353	703
Scott Moore					
90	3	4	305	16,807	705
Richard H. Storck					
3	3	7	305	22,470	763
H & R Dairy Farm					
Donna	3	4	305	17,692	750
Rustic View Farm					
Jackie	3	9	305	16,642	778
Lawrence A. Swartley					
36	3	6	294	18,691	740
37	3	5	305	22,190	882

Economist cautions against expansion

LAS VEGAS, Nev. — The livestock industry shouldn't "kid itself" that high interest rates and a stumbling economy are its only problems, a former senior economist with the Kansas City Federal Reserve Bank said here recently.

Sheldon Stahl, speaking at the annual meeting of Livestock Marketing Association, said there are "long-term changes taking place that are compounding your problems and that will continue to impact on your industry for the foreseeable future."

These include the possibilities that consumers may be gradually and permanently turning away from red meat, and that recent decades of high beef consumption were an aberration produced by the post-war baby boom.

"It might be satisfying to say that Carol Foreman is gone now and that nutritionists are kooks, but if that's the way you're thinking, do the best you can to purge yourselves of those kinds of thoughts and ask yourself a much more troubling question," Stahl said.

"How well do you understand your consumer and his patterns of consumption? What if there are

long-term changes underway (so that) the industry might not again return to the high levels of activity and profitability that it enjoyed in the past?"

Stahl, now head of his own economic consulting service, asked the audience to speculate that high meat consumption might have been caused by low land prices for producers, and the post-World War Two baby boom; two factors he said are unlikely to recur.

The fastest-growing segment of the U.S. population is the age group from 25 to 44, he said, adding that "They may have been nurtured on beef, but they experiment: they're into natural foods, fish, poultry, and lots of other things."

What this means for the livestock industry, Stahl said, is "You can't count on the same kind of consumer being out there as was there 10 to 20 years ago."

And, he said, "You can't count on ever again having low, single-digit interest rates."

Stahl pointed to the American automobile industry, which he said, "is dead as a doornail," as an example of how not to deal with today's consumer and today's economy.

Domestic automakers were late in realizing the public's acceptance of smaller and cheaper foreign cars. And, he said, it's become a "badge of honor not to trade a car in every three years, but to drive (it) until the wheels fall off."

He called this a change in "secular attitudes" that will bring profound changes and problems for the U.S. automakers. But "the industry won't believe it, and because they have refused to believe reality for a long time, they are now reaping the results of that stupidity."

Stahl told his audience, primarily livestock marketing businessmen, "There is a lesson in this for your people. Don't miss that bus. Ask yourself, 'Are we speaking with the consumer, who purchases our products, not just to him or her?'"

"It's the difference between...a dialogue and a monologue. You've got to speak with, instead of speaking to."

Stahl added that "I'm an optimist, because I believe that when we face up to the problems that we have, and the sacrifices that we might have to make, we can do something about it."

Asked to elaborate on what sacrifices the livestock industry should make, he said, "This is a time for consolidation and cost controls...don't expand."

On the national level, Stahl said tax increases, not cuts, are the only way to bring the federal deficit under control and permanently lower interest rates.

"Unless interest rates come down, we are going to be stuck with an economy that continues to be sick for a very long, long time."

LMA's annual meeting was held in mid-January at the Riveria Hotel.

43	3	4	305	22,609	857
45	3	4	305	25,038	728
46	3	3	305	19,133	740
Calvin & Rich Shaffer					
12	3	6	305	23,449	1091
40	3	5	305	18,533	812
Lewstone Farms					
Sarah	3	5	305	19,677	887
Parks Knoll Farms					
61	3	6	305	18,356	755
Francis Chaffee					
Gray	3	4	305	19,327	787
Bonny	3	2	305	14,444	612
Stuart Wrisley					
3341	3	5	305	20,468	765
2003	3	3	305	17,039	718
2002	3	2	305	19,956	779
Romaine & Jeff Sechrist					
Lisa	3	5	305	20,438	725
Wanda	3	4	305	22,399	836
James & Diane Elvidge					
Bessie	3	10	305	22,355	782
Sweetie	3	6	305	20,395	802
Dave L. Wright					
Bliss	3	2	305	17,284	647
Raymond A. Scrivens					
29	3	3	305	21,589	815
Clarence Stevens					
Shawn	3	8	305	17,581	712
James & Betty Davis					
105	4	8	305	15,818	706
R. Brown & R. Ely					
Jan	3	3	305	17,373	762

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