

Farmers look into marketing "crystal ball"

ARENDSVILLE — About 300 southcentral Pennsylvania farmers learned what the future holds for their particular commodities at the 1983 Market Outlook Conference, Tuesday evening at the South Mountain Fairgrounds near Arendtsville, Adams County.

Authorities discussed marketing prospects for livestock, dairy products, poultry, field crops, fruit and vegetables. The conference was sponsored by PACMA the marketing cooperative of the Pennsylvania Farmers' Association.

PFA administrative secretary, Richard Newpher, told the conference that contract marketing is a vital dimension for producers. He outlined PACMA's new forward contracting program for hogs, cattle and grain. Newpher predicted that while only a few producers presently use contract marketing, future conditions will make it an indispensable addition for agricultural endeavors. He predicted it will become a requirement to receive lines of credit from lending institutions.

American Farm Bureau Federation dairy specialist, Hollis Hatfield, said both milk production and government dairy surpluses will set another record this year. He said he has seen no indications of a slowdown in milk production in the future and he predicted pressure to make more changes in the dairy support program will increase.

H. Louis Moore, agricultural economist at Penn State, said livestock producers will benefit from depressed grain prices. Since producers haven't been adding more breeding stock in response to excellent profits, Moore predicted the profit picture for livestock producers will remain relatively good for the balance of this year and early 1983.

John Sutton, president of Lovatt

& Co., commodity brokers, said grain farmers should look into USDA programs to limit supplies. He told the gathering, grain prices are depressed because the United States has become the market of last resort for world buyers of grain. Embargoes and the threat of embargoes have made the United States an unreliable supplier of food for the world, he said.

Al Schwartz, northeast editor of Poultry Times weekly and editor of Poultry and Egg Marketing monthly publication, urged poultrymen to place more emphasis on marketing. Producers should determine where their product will be sold before they build a new poultry house, he said. Schwartz predicted a moderate egg price improvement over the next few months.

George Perry, Schuylkill County Extension Agent, said prices will improve in 1983 for fresh market

vegetables and apples. He noted that during the 1980-81 marketing year, per capita apple consumption increased by 3 pounds per person to about 21 pounds. Perry also forecast more increases in processing tomato acreage in Pennsylvania next year. Acreage was up 19 percent this year. California's poor harvest this year is expected to help that trend. Perry forecast increases in acreage for fresh market vegetables such as cauliflower and cantaloupes.

Also offering brief remarks at the conference were PFA president Keith Eckel, PACMA president Guy Donaldson, and Pennsylvania Agriculture Department Secretary Penrose Hallowell. In addition, Darvin Boyd, vice president and director of agri-finances for Hamilton Bank, commented on money management.

Brooks End averages \$384 at sale

BEAVERTOWN — Brooks End and Par Kay Farms, Beavertown, held their annual Fall Sale on Oct. 8 with 241 head selling for \$92,620 at average of \$384 per head.

The top-selling animal was lot 109 RTB2 Accent 18-7 for \$1200 to Delmarva Farms Inc. Baltimore, Md. The top-selling Yorkshire Bred Gilt was Lot 6 purchased by Dale Wadel, Shippensburg, for \$730. The top-selling Landrace Boar was Lot 147 purchased by Robert Weaver, Winfield, for \$425. The top-selling Landrace Bred Gilt was Lot 65 purchased by Peter Michish, Flemington, N.J. for \$550. Ninety head of bred gilts

averaged \$497. Other prices: 55 head of Yorkshire Bred Gilts-avg. \$551; 41 head of Yorkshire Boars-avg. \$601; 96 head of Yorkshires-avg. \$572; 35 head of Landrace Bred Gilts-avg. \$412; 9 head of Landrace Boars-avg. \$342; 44 head of Landrace-avg. \$398.

A total of 101 Commercial Open Gilts averaged \$200. This sale offering sold into nine different states. Most of this sale offering was new imported blood from Scotland. The next sale offering of Brooks End and Par Kay Farms will be January 14, 1983 with something new and different and more Scotch Bloodlines.

Penn National

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nickname, "Last Chance." George Nash, says Beth, switched the horse to three-gaited workouts. And after Tuesday's tanbark appearance at Penn National, it's doubtful the name will stick.

Nash steered the 5-year-old Saddlebred to a blue ribbon in his Open Three-Gaited class.

Workouts are a necessary part of Pegasus' daily regime. The 50-inch Hackney pony has to be worked every day, even when he shows, says owner Marlene Sweigart.

However, the Denver woman along with her husband Galen probably don't mind spending that

much time with the feisty 21-year-old gelding because as Marlene admits, "We eat, sleep and drink ponies."

Since they acquired the pony at the Devon Horse Show about five years ago, the Sweigarts, owners of Mt. View Pony Farm have turned down several offers to sell the ribbon-winning gelding.

Marlene explains that the pony's temperment is less than polite.

"He's mean," she admits, "But since we've had him, he's developed a trust in us." The Sweigarts have worked with Pegasus to gain his trust and that type of achievement may be difficult to assess with a dollar sign.



Trainer Nancy Deep prepares her charge, Mountain Highland Legend for his next class appearance. Owned by Lebanon exhibitors, Richard and Patricia Nucci, the gray gelding notched the fourth spot in his ESHBA Three-Gaited Saddle Horse class.

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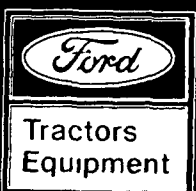
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