

## PennAg Seminar speaker addresses concerns of foreign grain deals



Lavon Daugherty, national commercial grain specialist of Clayton Brokerage Co., St. Louis, Mo., addressed the approximately 140 attendants gathered for PennAg's annual grain meeting, Monday evening, at the Treadway Inn.

BY DEBBIE KOONTZ  
LANCASTER — "It's going to be a long time before Russia comes back to being a good buyer for the United States," Missouri broker Lavon Daugherty told those assembled for the annual PennAg Industries Assn.'s grain meeting, Monday evening.

Speaking before a crowd of approximately 140 at the Treadway Inn, Daugherty told the audience that the United States-imposed embargo "has done irreparable damage. Because of this, the Soviet Union doesn't want to be responsible to the United States for more than 25 percent of their wheat supply. . . Compare this to the almost 75 percent we used to provide."

Although Daugherty's presentation centered on projections of grain supplies and possibilities should natural disasters and/or government interference occur, the audience seemed most concerned about foreign markets for grain.

Questions concerning China's purchases prompted Daugherty to reply, "If they can't buy it in cash, they don't buy much. They buy as they go. Their own produce is up this year, so we don't expect large

purchases from them. They are traditionally buyers of the cheapest grain they can find."

On the home front, Daugherty advised the audience to use soybeans in their ration as opposed to corn since corn presently is demanding higher prices.

Daugherty serves as national commercial grain specialist with the Clayton Brokerage Co. in St. Louis, Mo.

The day-long grain seminar also featured Tyrone Robicheaux, Federal Grain Inspection Service in Philadelphia discussing "Wheat and Corn Grading;" Bill Craig,

Bay State Milling Co., Shiremanstown, delivering "Wheat Quality — the Miller's Perspective;" and Bill Griffith, Pestcon Systems, Inc., Shiremanstown, offering his opinion on "Grain Fumigation."

Approximately 80 people attended the afternoon seminars.

Also, Penn Ag announced that their 105th annual PennAg Convention, scheduled for Seven Springs on Sept. 25-28, will feature former US Secretary of Agriculture Earl Butz. He will discuss, "There is still a rainbow in agriculture."

## Twilight meeting

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Food service representatives from all Adams County School Districts were invited to this meeting as a way to introduce the idea of a milkshake program to local schools. When asked how to go about getting a program of this type implemented in the schools, Mr. Trumble described the steps he took in starting the program in Washington County. After a few

meetings with his Board of Education, Mr. Trumble said he convinced them to allow him to put in one machine in a high school on a trial basis. He began with a used, rebuilt machine, at about one half the cost of a new one. The overwhelming popularity of the milkshakes from that machine convinced the board to buy sixteen additional machines for use in the other county secondary schools.

"Gone are the days of 'it's good for you so you will eat it' attitude toward school lunches," Mr. Trumble explained. "We must give them good nutrition, and still something they like," he added.

Mr. Trumble's talk was followed by one from Diane Bliss of the Pennsylvania Holstein Association, who discussed milk promotion ideas being implemented in other parts of the state. Mrs. Bliss told the audience about the Mifflin County Mystery Tipper and distributed cards to members for use in a similar way in local restaurants. She also described some programs aimed at school children designed by other milk promoters in Huntingdon County and in northwestern Pennsylvania counties.

Mrs. Bliss explained some aspects of the work done by the Pennsylvania Holstein Association Milk Promotion Committee. This group identified restaurants and food services, schools, and working more closely with community service organizations, as three "areas of need" for improving milk promotion. Mrs. Bliss gave the group two suggestions for meeting these needs in the county. She urged members to take advantage of upcoming community events to promote milk, and to expand their available resources through work with the Dairy Princess Committee and the Pennsylvania Holstein Association. She concluded her remarks by stating that our goal is to "strengthen existing programs and help sell more dairy products."

Sue Beshore of the Atlantic Dairy Association provided an enjoyable conclusion to the program by showing film clips of nine milk promotion television commercials produced during the past year.

The meeting was hosted by Donald, Ted, and Donald Rhodes Jr. of Rhodes Enterprises, New Oxford. Each explained an area of the family's farming operation. Together they farm about 1500 acres and have a herd of 98 milking animals with about 65 replacement heifers. Ted, who handles the management of the crop work explained that they will have 150 acres of alfalfa by next year and that one of their goals will be to feed alfalfa forage exclusively to the milking animals.

A tour of their dairy complex, built in February 1980, followed these remarks. This modern complex includes a Surge double four herring bone parlor with

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