

MINIGRAL RIGHTS!

Beacon has the nutrition program you need!

You've a right to be concerned about your herd getting exactly the minerals it needs. Determining what's missing in your forage is a rather complex process, one that requires scientific analysis. And that's where we come in

Beacon is an expert in the field of minerals. We've researched. And tested. And have developed quality mineral supplements— Phos-Min, Mineral Ade, Cal-Min, and new 13-13%—which you can claim, and buy right off the shelf. They may answer your needs perfectly.



Or, you can claim your mineral rights by asking us to prepare custom-blend minerals. We'll be pleased to analyze your forage, determine what's missing, and custom-blend minerals that meet the needs of your herd precisely. We'll provide this service, *free of charge*. And probably save you time, effort, and money in the process.

When it comes to mineral rights, you can really bank on Beacon. Ask your Beacon Adviser to show you how the program works

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PFA plans market conference

CAMP H.L.L - The Pennsylvania Farmers' Association (PFA) is sponsoring a 1964 Marketing Outlook Conference and Golden Harvest Sale of 80 topquality registered Holsteins, Dec. 7-8 at the Farm Show Complex, Harrisburg.

The conference will feature nationally-recognized commodity experts who will discuss innovations and outlooks in the marketing of dairy products, livestock, poultry, grain, fruits and vegetables. U.S. Secretary of Agriculture John Block will address the conference's dinner banquet, Dec. 7, featuring a menu of innovative food products.

PFA President Keith Eckel, who will welcome an expected 2,000 farmers from Pennsylvania and surrounding states, to the conference, said, "We have assembled a panel of experts from around the country to provide conference goers with some fresh ideas to increase profits in the coming year.

Scheduled to address commodity marketing innovations are: Walter Stemler, board member of Mid-America Dairymen, Inc.,; John Duffy, advertising account supervisor, Batz, Hodgson & Neuwoehner, Inc.; Jeanne Sowa, promotion coordinator, National Live Stock and Meat Board's Beef Industry Council; William Brenneman, grain purchasing manager, South Point Ethanol plant; John Stehr, A.E. Staley Mfg. Co.; Dr. Robert Baker, poultry science department chairman, Cornell University and Al Rosenkranz, manager, Wisconsin Farm Bureau Marketing Assoc.

Presenting market outlooks during the conference will be: Alfred Keating, director, livestock department, American Farm Bureau Federation (AFBF); William Farrington, director, horticulture department, AFBF; John Pedersen, president, Poultry & Egg Fax; Gordon Riehl, general manager, Milk Marketing Inc.,; Jerry Hildebrand, director of research, Clayton Brokerage; and Milton Hefft, of the Agri-Lending Department of the Commonwealth National Bank of Lancaster.

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