

3 firms vie for Pa. ag export award

HARRISBURG — Three top Pennsylvania companies have been nominated for the 1984 Governor's Export Award for Agriculture, according to State Agriculture Secretary Penrose Hallowell. The award will be presented Monday, Oct. 22, during the Pennsylvania International Trade Conference at the Hyatt Hotel in Pittsburgh.

The three firms vying for the award are International Agricultural Associates of Nazareth, Northampton County; Matson Wood Products of Brookville, Jefferson County; and Sire Power, Inc. of Tunkhannock,

Wyoming County.

The Governor's Export Award recognizes Pennsylvania companies which have achieved excellence in international trade. Awards are made in three categories: agriculture, manufacturing and service.

"Exporting agricultural products has helped America become the largest producer of goods and services in the world. Agriculture, the number one industry in Pennsylvania and the nation, plays a key role in maintaining the country's leadership in international trade and com-

merce," Hallowell said.

The State Department of Agriculture encourages Pennsylvania agribusinesses to expand services into the international sector. The Governor's Export Award is one way to recognize those agribusinesses that have done so successfully.

International Agricultural Associates derives 100 percent of its income from exported goods as it is organized exclusively to export a broad range of agricultural commodities. These commodities include feedstuffs and hay, vegetable and forage seeds, laboratory and pet food diets,

agricultural chemicals, livestock equipment and supplies, as well as live cattle.

In 1983 the company had total sales of \$647,500. The firm employs two people and reports that sales for the first quarter of 1984 were 30 percent greater than the same period in 1983.

Matson Wood Products, the hardwoods and lumber subsidiary of Matson Lumber Company, had sales of \$12 million in 1983, and 59 percent of those sales were exported products. The firm's export sales have more than doubled in the last five years. Those in-

creased sales meant 30 new jobs at Matson Wood Products.

Sire Power is an artificial insemination cooperative, one of the oldest animal breeding organizations in the world. In 1983, 24 percent of the firm's \$6.3 million sales were of exported products. However, this figure accounts for 35 percent of the company's sales volume.

Sire Power reports it has entered a previously closed market, Canada. To do so, the company met strict health requirements imposed specifically by that market. The company exports to a variety of countries, including Canada, Chile, Mexico and Uruguay.

Pa. pigs sold to Bermuda

CAMP HILL — Pennsylvania Agricultural Cooperative Marketing Association (PACMA), the marketing cooperative of the Pennsylvania Farmers' Association, completed its first-ever export sale Thursday with the loading of 60 feeder pigs aboard a cargo ship in Port Elizabeth, N.J.

for a three-day voyage to Bermuda.

PACMA president, S. Richard Moyer of Winfield, said, "The shipment is relatively small, but numbers are unimportant right now. What is significant, not only for PACMA but all Pennsylvania farmers, is that we've finally succeeded, after a lot of time and

effort, in breaking ground in this area. We feel exports will give farmers expanded market opportunities. PACMA's first sale has been a learning experience. Now that we've been successful, we're looking forward to completing larger sales in the future involving a wide range of farm

commodities."

PACMA arranged the sale by finding a supplier to fill an order received by INAGRA, Inc., an export company headquartered in Nazareth, Pa. The order, for what is believed to be the first feeder pig export to Bermuda, was placed by Raymond White, for use at the Horse and Buggy Restaurant on the island.

The pigs were supplied by John C. Wagner, a PACMA member and operator of White Oak Mills, Lancaster County. The shipment was made from the Genesis Farrowing Unit, an 800-sow operation near Carlisle.

PACMA is a farmer-owned and controlled cooperative which buys and sells feed, feed ingredients and livestock for members. It also provides other services including forward contracting, spent hen marketing and processing apple bargaining.

Brooks End sale reported

BEAVERTOWN — Brooks End and Par Kay Farms held their annual Fall Sale on Oct. 5. The sale totaled \$59,030.00 for 174 head. The average per hog was \$339.

The top-selling animal was a Yorkshire Boar RTB4 Paramount 14-8 at \$1700.00, purchased by Sam Lane, Dover, N.C. The top-selling Yorkshire Bred Gilt was Lot 16 purchased by Hanna Etzler Beavertown, for \$450.00. The top-

selling Landrace Boar was Lot 131 purchased by James Young, Wellsboro, for \$325.00. The top-selling Landrace Bred Gilt was Lot 63 purchased by Norman Watson Cornish, Maine for \$450.00.

Averages include 31 head of Yorkshire Bred Gilts, \$360; 40 head of Yorkshire Boars, \$567; 71 head of Yorkshires, \$477.

31 head of Landrace Bred Gilts,

\$342; 4 head of Landrace Boars, \$309; 35 head of Landrace, \$338.

6 head of Commercial Bred Gilts, \$328; 62 head of Comm. Open Gilts, \$183; 68 head of Comm. Gilts, \$196.

This sale offering sold into 8 different states. Much of this sale offering featured imported bloodlines. Next sale will be held at the farm Jan. 18.

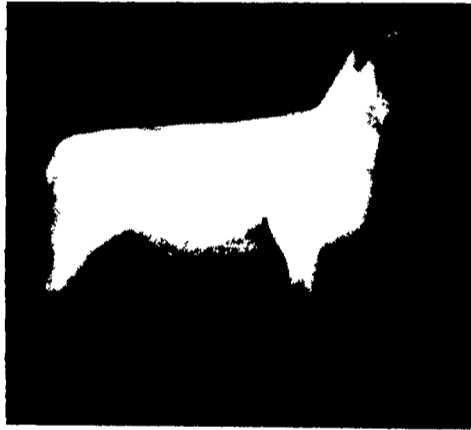
Now is the Time

(Continued from Page A10)

cover crops such as rye, wheat, or barley. All of these are not toxic when frozen and usually do not present any bloating problems. However, the legumes such as clover and alfalfa should be grazed carefully. They are not toxic, after being frosted, but will cause severe bloating if consumed while the frost is on the leaves. Allow the frost to thaw, and the plants to dry off, before turning in the herd or flock.

Also, any of the sudan grasses or sorghum hybrids should not be grazed for at least a week after being frozen.

(The Penn State Extension Service is an affirmative action equal opportunity educational institution.)



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- PA DORSET BRED EWE & EWE LAMB SALE
- EASTERN OXFORD BRED EWE & EWE LAMB SALE
- MID-ATLANTIC SOUTHDOWN BRED EWE & EWE LAMB SALE

HELD IN CONJUNCTION WITH KEYSTONE INTERNATIONAL LIVESTOCK EXPOSITION

SHOW TIMES

FRIDAY-NOVEMBER 2nd, 1984

8:00 a.m.-HAMPSHIRE

8:00 a.m.-OXFORD

1:00 p.m.-DORSET

SATURDAY-NOVEMBER 3rd, 1984

8:00 a.m.-SOUTHDOWN

OXFORD



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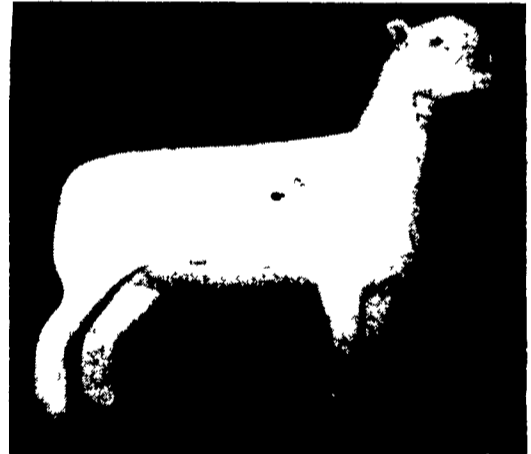


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SOUTHDOWN

SALE TIMES

SALES BEGIN SATURDAY, NOVEMBER 3rd, 1984 in the following order;

HAMPSHIRE
SHROPSHIRE
DORSET
OXFORD
SOUTHDOWN

DORSET

