

# Matson Woods wins ag export award

HARRISBURG — Matson Woods Products of Brookville, Jefferson County, has won the 1984 Governor's Export Award for agriculture, according to state Agriculture Secretary Penrose Hallowell. Hallowell made the presentation Monday, Oct. 22, during the Pennsylvania International Trade Conference at the Hyatt Hotel in Pittsburgh.

The Governor's Export Award is designed to recognize Pennsylvania companies that have achieved excellence in international trade. Awards are made in three categories: agriculture, manufacturing and service. The Governor's Award is one way to recognize those agribusinesses that have successfully penetrated export markets.

Matson Wood Products, the hardwoods and lumber subsidiary of Matson Lumber Company, had sales of \$12 million in its most recent fiscal year, and 59 percent of those sales were exported products.

"Agricultural exports have helped America become the largest producer of goods and services in the world. Agriculture, the number one industry in the nation and in Pennsylvania, plays a key role in maintaining the country's posture as a leader in international trade and commerce," Hallowell said.

"The export efforts of companies such as Matson Wood Products and the other two agriculture award nominees are essential to expanding Pennsylvania's dynamic agricultural sector," Hallowell said.

Two state agribusinesses also nominated for the agricultural award were Sire Power, Inc., an artificial insemination cooperative located in Tunkhannock, and In-

ternational Agricultural Associates, Inc., an agricultural export firm located in Nazareth.

The state Department of Agriculture assists Pennsylvania agribusinesses wishing to expand into the international sector. Some of the services provided by the export division include dissemination of trade leads for a wide variety of agricultural and food products, market information and a new pilot system of reverse trade leads for individual product promotion in Japan and the United Kingdom. "Pennsylvania Pavilions" at prominent international trade shows are also an important service.

John Matson, president of Matson Lumber Company, reports that the firm's export sales have more than doubled in the last five years. Those increased sales meant 30 positions to coincide with increased export volume.

The family corporation specializes in Red Oak, Cherry and White Oak. Their high quality product is recognized in such diverse export markets as Japan, Taiwan, Korea, Singapore, France, Germany and England. Moreover, the firm is exploring potential markets in South Africa and Hong Kong while also establishing markets in Japan for new species — Ash, Maple and Poplar.

Pennsylvania Secretary of Commerce James Pickard presented awards to the other two winners of the 1984 Governor's Export Awards, Sonobond Ultrasonics, Inc., of West Chester for manufacturing and Philadelphia Export Network of Philadelphia for service.

Sonobond Ultrasonics, a \$1.6 million firm, develops, manufactures and markets ultrasound systems primarily for joining metals and plastics. In fiscal 1983, 12 percent of the firm's sales were exports.


Philadelphia Export Network is a local, non-profit initiative jointly sponsored by the Wharton School of the University of Pennsylvania, the City and Ports of Philadelphia and various federal, state and regional economic agencies. Since formation in 1981, the Network has helped 60 firms generate \$6 million in additional export sales.

The ninth Pennsylvania International Trade Conference, Oct. 21-23, focuses on re-emerging and developing industries, industries exporting in a competitive environment and businesses seeking market expansion.

The Pennsylvania International Trade Conference is coordinated by the International Business Forum, Inc., a non-profit international business organization composed of more than 80 companies across Pennsylvania.

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## Now is the Time

(Continued from Page A10)

We encourage all hunters to practice good relations between farmers and hunters. Criticism of hunting often starts because a few hunters forget the landowner is the host. By observing a few sensible hunting manners, hunters will keep themselves from becoming uninvited guests.

Most landowners permit reasonable hunting. Asking permission to hunt is a small courtesy in return for a pleasant day in the field; yet too few people follow this rule. Landowners may actually need protection from indifferent, careless and destructive hunters. When the trouble starts, many farmers' post their land for protection from irresponsible

It takes very little time and costs nothing to observe a few common courtesy rules while hunting: ask permission, close gates, pick-up litter after lunch and stay out of unharvested crops. Keep a safe distance from buildings and livestock while hunting and be sure to respect the property of others.

### Farm Show

#### Entries

January, and Pennsylvania Farm Show time, seems like a long time away. But, really it is not, because now is the time to be making your livestock and dairy entries for the Pennsylvania Farm Show. Just a reminder that November 1 is the deadline for these entries ... and that is close at hand. So, if you are interested in exhibiting at Farm Show, you can obtain entry blanks and a premium book from your County Extension Office.

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

## Farm Calendar

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Woodlot Management Program, 9 a.m. to noon, Sycamore Lane Farm, Quakertown, N.J.

Sunday, October 28  
Standardbred Horse Sale, Farm Show Complex, Harrisburg. Continues through Thursday.

Monday, October 29  
Annual meeting, Pa. Association of County Ag Agents, Keller Conference Center, Penn State; continues tomorrow.  
"Cutting Energy Costs" seminar, 7:30 p.m., East Lynn Grange Hall, Unionville.  
Open house and tour of new PDA regional office in Creamery, Pa.

Tuesday, October 30  
Sire Power annual meeting.  
Lancaster County Red Rose FFA annual recognition banquet,

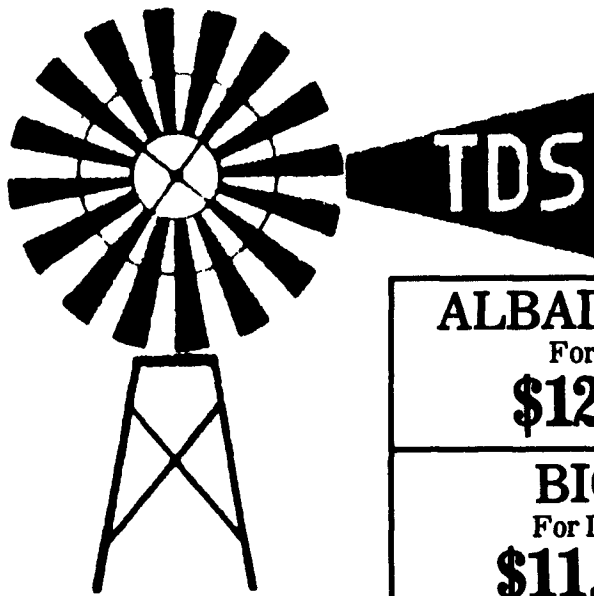
6:30 p.m., Blue Ball Fire Hall.

Thursday, November 1  
Nominations for Farm Show Farm Family Award at Farm Show Office, PDA, 2301 North Cameron St., Harrisburg, 17110-9408.

Friday, November 2  
Nittany Lion Fall Classic Holstein Sale, Penn State Ag Arena.  
28th Annual Keystone International Livestock Exposition, Farm Show Complex, Harrisburg; continues through next Wednesday.  
Lebanon County 4-H dairy banquet, 7:30 at the Ono Fire Hall.

Saturday, November 3  
Equine Sports Medicine Seminar, 8 a.m. to 5:30 p.m., Clayton Hall, University of Delaware.

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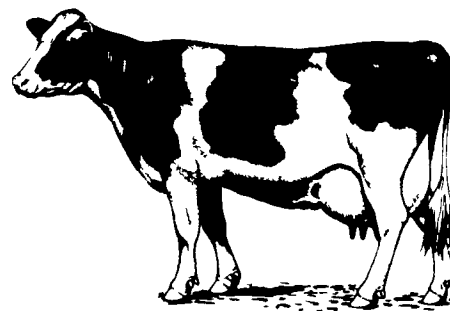
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