



A panel of dairy industry leaders and economists spoke about the problems facing the dairy industry at a meeting this week at the Farm and Home Center. Participants, from left, were State Rep. John Barley; dairy farmers John Howard and John Brubaker; Earl Fink, executive vice president of the Pennsylvania Association of Milk Dealers; James Fraher, economist for Eastern Milk Producers; and John Collins, manager of Dairymen, Inc.'s Middle Atlantic Division.



Pat Wolff, a legislative aide for the Pennsylvania Farmers Association, addresses the dairy outlook session at the Farm and Home Center in Lancaster.

## Experts view

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his group also did not support a diversion plan, which, he said, could be costly and could result in shortages in some areas, as it did in the previous diversion program.

Noting the possible impact of bovine growth hormone, John Collins, manager of Dairymen, Inc.'s Middle Atlantic Division, estimated that the new technology could increase production 10 percent, with only minor offsetting increases in feed costs.

Monsanto, he said, has already had a hormone approved, and Eastman Kodak is readying its version.

Introduction of the hormone, he noted, could result in another price reduction — probably in the three-

to four-percent range.

During the panel discussion, Fraher noted that the health of the industry requires that supply more closely match demand.

"When markets are in better balance, the price will improve," he noted.

All concluded, however, that the dairy industry must have a high degree of cooperation from the entire industry. The recent advertising and promotional effort, they said, is a first step in the right direction.

"I think dairymen are beginning to realize that we have to sell our own products," said Kirkland. "I think the dairy industry is finally waking up."



James Fraher



Jack Kirkland



Joseph Mathis

## Lancaster ag output

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state, with cattle and calves dropping slightly to 267,000 cattle sold for a value of \$153.5 million. Hogs were up slightly in value, to \$24 million, while numbers were off 36,000 to 304,000.

It was the county's crop year, however, which drew the most attention from Irwin.

The county's corn crop more than doubled the yield from 1983 and surpassed the previous yield record, set in 1982, by ten bushels.

Irwin attributed some of the increase to the failure of 1983 plants to fully utilize all the nutrients in the soil, thus giving the 1984 crop "a shot in the arm."

Soybeans, with an average yield

of 42 bushels an acre, reached \$2.3 million, while hay, with an outstanding yield of four tons an acre, totaled \$29.6 million.

Tobacco, an extremely drought resistant crop, remained almost identical to 1983 totals, with sales of \$18.9 million on 10,800 acres in production.

Wheat, barley and oats all were up slightly in value, to \$2.9 million, \$1.1 million and \$231,660, respectively.

"I think it's significant that 1984 was a record year through all the hardships like A.I. and pseudorabies," concluded Irwin. "Lancaster County is still a very strong agricultural county, and I think we've got to look at the good things."

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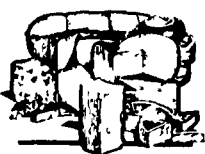
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