

# State trade conference to be Oct. 6-7 in Hershey

HARRISBURG — "Surviving and Prospering in a More Competitive Global Economy" is the theme of the tenth annual Pennsylvania International Trade Conference set for the Hotel Hershey in Hershey on October 6-7, according to Acting State Agriculture Secretary Richard E. Grubb.

"The Conference is an ideal setting for producers of agricultural and food products and prospective exporters to meet and discuss international marketing ideas and strategies with industrial officials who have had success in the world marketplace," said Grubb.

According to Grubb, the Commonwealth has increased its exports of "value-added" products by 25 percent since 1982. Total agricultural exports exceeded \$600 million in 1984. Key product areas where gains have been made include processed foods, forest products, livestock and hides.

The Thornburgh administration, through the Pennsylvania Department of Agriculture, has made development of agricultural export markets a priority. By providing technical assistance through USDA's Agricultural Information and Marketing Services (AIMS) programs and events like the PITC, the Department has aided processors and manufacturers of agricultural products to find new buyers for their goods and services.

Topics scheduled for opening day are "Asian Opportunities," and an agricultural workshop led by Evans Browne, U.S. Foreign Agricultural Service. Specifically, he will discuss the marketing opportunities associated with the 1988 Summer Olympics in Seoul, South Korea. Browne opened the Korean Agricultural Trade Office in Seoul.

On Monday morning, Timothy Kearney, economist with Mellon Bank, and James C. Denny, vice president and manager of the Asian PNC Financial Corporation, will address the group on the "U.S. Trade Outlook for Asia and Latin America." Assistant U.S. Trade Representative Susan Early will discuss the "New U.S. Trade Policy." Other sessions include

"Penetrating The Japanese Market," by international consultant Robert Miller and Hiroyuki Wakabayashi, executive director of JETRO; "Counter Trade Bartering" by Leo Welt, president of Welt International; and "Meeting World Competition" by C. Fred Fetterolf, president and chief operating officer of Alcoa Aluminum Company.

"The conference is also a time to recognize the efforts of those firms who have made inroads into the international market," said Grubb.

The 1985 Governor's Export Awards will be presented at a luncheon October 7 at 1 p.m. These awards reaffirm the Governor's commitment to increasing Pennsylvania's export marketing and international trade. Awards will be presented in three categories to a small, medium and large firm which export agricultural services or manufactured products. The export awards program was established by Governor Thornburgh in 1980 to encourage Pennsylvania companies to seek export markets for their goods and services.

For additional information or registration, write to the Pennsylvania International Trade Conference, c/o International Trade Administration, 9448 Federal Building, 600 Arch Street, Philadelphia, PA 19106, or to Gretchen Vreeland, Export Division, Bureau of Agricultural Development, Room 210, Pennsylvania Department of Agriculture, 2301 North Cameron Street, Harrisburg, PA 17110-9408.

The \$75 registration fee covers workshops, receptions and meals.

## Mercer Country Tour

MERCER — The Mercer County Tour will be held this weekend at 11 sites throughout the county.

Scheduled for today and Sunday, the hours for the tour are 1 to 7 p.m.

Sites include eight farms and a variety of other facilities. It is sponsored by a variety of farm organizations and ag-related businesses.



# PLUS OVER 600 TPI PROVEN IN THE ABS NEW GENERATION PROGRAM



## MILKY WAY +667 TPI \$15



### 29 H3646 MILKY WAY

Go Rob Monarch MILKY WAY 1780434 GP 83 Born 14 79  
1Aa 1 6 5 2 3 4 Bred by Gordon M & Robert W Sheldon Fullton NY  
With more daughters and heifers MILKY WAY has moved up on both production and type evaluations and combines these for an imposing 67 TPI. Sired by a former ABS highly proven progeny test sire MILKY WAY, one of the top A1 sires in service today.

USDA PD 7 85 (82)	Percentile 97	TPI +667
Milk +1531M	Test 05	Lbs +46
Fat +\$174	05	Dtrs Hds Rpt 31 27 62
Prot +\$166	01	+43 23 19 54
CYS +\$161		CY Percentile 96

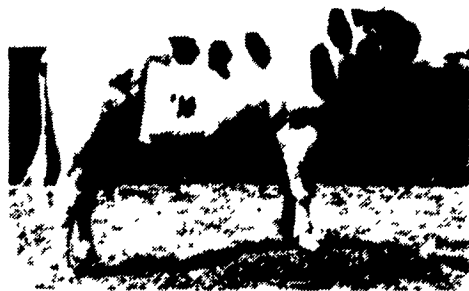
GTS 7/85 25 Daughters 18 Hds 54% Rpt	HFA 7/85 21 Daughters 19 Hds 57% Rpt
Fore Udder 1 22S	94L
Rear Udder Height 46H	08L
Rear Udder Width 28N	44N
Center Support 17F	57B
Udder Depth 39D	41D
Teat Placement 78W	1 63W Wide
Stature 39S	54I
Angularity 2 62S	03S Very Sharp
Strength & Capacity 1 05F	15F Lack Strength
Width of Rump 14N	43W
Pelvic Angle 99S	2 99S Some Slope
Rear Leg Set 16S	24P Correct



Dam Walker Farm Chief MS 5 09 2x 305d 24590M 3 9 94RF

Lime Hollow Astronaut Monarch 1596723 GP 84	Pacimar Astronaut 1458744 EX 90 GM
USDA PD +1142M +30F 74% Rpt 7 81	Farmgrove Mona Lisa Famous 6291656 VG 89
33 PDI 63% Rpt 1 84 HFA	
Walker Farm Chief MS 8174883 EX 91 2E	Pawnee Farm Arinda Chief 1427381 EX 94 GM
3 05 2x 306d 20670M 3 7% 766F	Walker Farm Miss Ivy 1610433 VG 88
4 06 2x 305d 22870M 3 7% 853F	7 02 2x 327d 20650M 4 1% 848F
5 09 2x 305d 24590M 3 9% 948F	8 05 2x 312d 19450M 4 2% 818F
6 10 2x 305d 23510M 3 6% 854F	9 05 2x 324d 19070M 4 3% 826F
8 01 2x 305d 21840M 3 6% 788F	Lifetime 3117d 174870M 4 1% 7154F
Lifetime 2226d 152160M 3 7% 5621F	Sire Cochran Ivanhoe Fury 1510064 VG 87

## PISTOL +634 TPI \$15



### 29 H3769 PISTOL

MJR PISTOL Pete 1804227 GP 81 Born 11 24 79  
aAa 3 4 2 6 5 1 Bred by Michael Richter Highland IL  
PISTOL with +634 TPI is the kind of bull that has great appeal for both type and production. His \$113 value and 1 60 PDI make a fine combination for transmitting ability. He's a milk bull at 1 358M and a trait improver — the daughters are tall and good uddered.

USDA PD 7 85 (82)	Percentile 86	TPI +634
Milk +1358M	Test 14	Lbs +23
Fat +\$ 98	10	Dtrs Hds Rpt 11 14 36
CYS +\$ 82		CY Percentile 5

GTS 7 85	HFA 7 85
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Dm Prospect Dairy Grade #386 94 x 305d 19300M 3 5 680F Charles Gottardt Homeworth OH

Straight Pine Elevation Pete 1535843 EX 90 GM	Round Oak Rag Apple Elevation 1191001 EX 96 GM
USDA PD 1056M 27F 99% Rpt 1 85	Straight Pine Fond Matt Horny 794889 EX 91 2E GMD
1 67 PDI 99% Rpt 1 85 HFA	
Withers Chief Doris 8755438 VG 89	Pawnee Farm Arinda Chief 1427381 EX 94 GM
2 07 2x 358d 21860M 3 8 8 6F	Withers Pre X Doris 793131 VG 88
3 08 2x 305d 22030M 3 9% 857F	5 08 2x 353d 18310M 3 6 658F
6 10 2x 301d 21920M 3 9% 860F	8 00 2x 308d 18130M 3 6 645F
7 10 2x 348d 22560M 3 9% 891F	9 00 2x 339d 1 850M 10% 713F
9 01 2x 364d 25420M 3 6% 919F	Lifetime 2017d 110020M 3 6% 3929F
Lifetime 7136d 148390M 3 9 729F	Sire Gray View X Proview 1418795 VG 87 GM

## MILKY WAY And PISTOL Are Both Over 600 TPI

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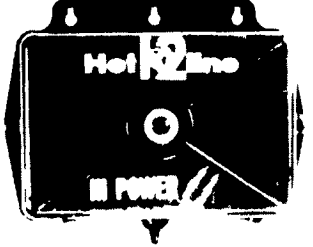
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