

PACMA continues growth

HERSHEY - PACMA, the marketing affiliate of the Pennsylvania Farmers' Association (PFA), continued to grow in 1985, PACMA manager Marlin Miller reported recently.

Miller reported the PACMA membership increased nearly 10 percent, "...strong evidence that more and more members are gaining a better understanding of the need for professional assistance in their marketing endeavors."

PACMA provides services for the marketing of feeder cattle, cattle, feeder pigs, hogs, feed ingredients, grain, spent hens, seed potatoes, and processing apples. PACMA also provides forward contracting for cattle, hogs and grain and is involved in developing new markets for Pennsylvania farm commodities.

Miller reported that PACMA marketed \$30 million worth of farm commodities in 1985, up from \$23 million in 1984. "Enhanced membership awareness of the programs plus the addition of more sales representatives in the country contributed to the continued success of PACMA's cash marketing programs," Miller said. PACMA added four new, local sales representatives during the year.

PACMA also established the Commodity Futures Service, and added another staff member in 1985 to improve its futures marketing service. As a result, Miller reported, the number of forward contracts written through PACMA doubled during the year.

PACMA acquired a new responsibility in 1985, the operation of PFA's newest division, PROFITS, created to research and develop new marketing techniques, new products and new marketing opportunities for farm commodities.

PACMA also helped two new producer cooperatives get started during the year, Miller reported. The Penn Quality Meats Cooperative of veal, beef and dairy beef producers and the PennMar Cooperative of pork producers plan to purchase and operate packing plants in central Pennsylvania.

Miller said, "Their goal carries out past PFA voting delegate recommendations to establish integrated cooperatives controlling production, processing and marketing for higher profits in agriculture."

Project to help market hay

UNIVERSITY PARK - Small scale hay producers in Southeastern Pennsylvania are invited to participate in a special hay marketing project sponsored by the Cooperative Extension Service. Using funds secured through Penn State's Small Farms Program, producers can have their hay sampled, tested and advertised for sale by hay quality during this marketing season.

This project is designed to open up new marketing opportunities for the producers whose gross farm income is less than \$50,000. In addition to helping market hay, this project also will fund a hay newsletter and several hay production/marketing meetings throughout the region in 1986. These would be available to all interested hay producers.

The sponsoring Cooperative Extension personnel are Bruce Kreider in Dauphin County (717) 652-8460, Larry Yager and Bill Murray in Adams County (717) 334-6271 and Cheryl Fairbairn in Chester County (215) 696-3500. These agents will be supervising the sampling, testing and advertising of the hay for small scale producers.

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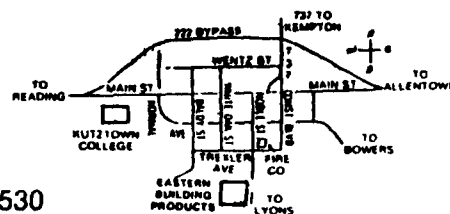


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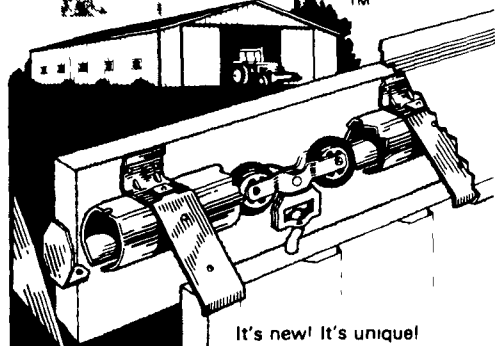


R.D. #1 BOX 157

KUTZTOWN, PA 19530



COMBO SLIDING DOOR HARDWARE

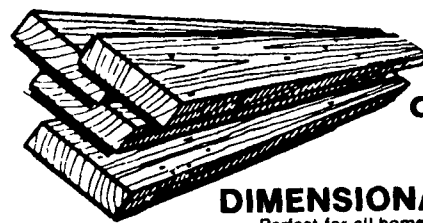


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16'	\$36.29	Center Latch 13" Bar	\$9.34
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#2 CONSTRUCTION GRADE

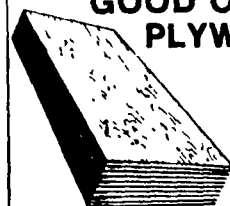
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8'	2.03	2.96	—
10'	2.53	3.70	5.47
12'	3.28	4.68	6.82
16'	4.05	6.88	8.75

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4x8
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8'x34"	\$1130	10'x34"	\$1414
		12'x34"	\$1695
		16'x34"	\$2260



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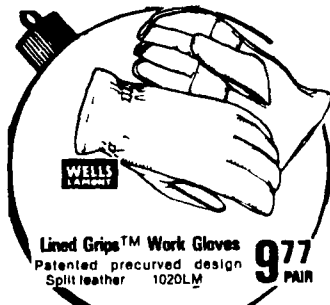
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BLANK \$134.00

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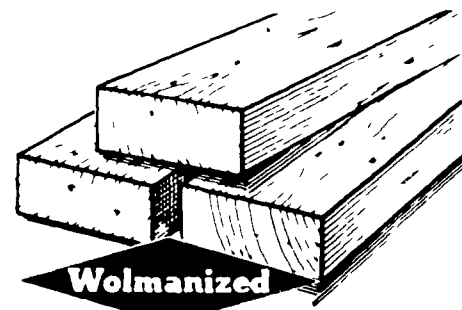


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WHITE PINE BOARDS						
	6'	8'	10'	12'	14'	16'
1x4	1.66	2.22	2.78	3.34	3.88	4.44
1x6	2.50	3.34	4.16	4.99	5.82	6.66
1x8	3.34	4.44	5.55	6.66	7.78	8.88
1x10	4.00	5.34	6.66	8.00	9.34	10.66
1x12	4.99	6.66	8.32	9.98	11.65	13.32
5/4x4	2.19	2.92	3.66	4.39	5.12	5.85
5/4x6	3.29	4.39	5.48	6.58	7.68	8.78
5/4x8	4.39	5.85	7.30	8.78	10.24	11.70
5/4x10	5.48	7.30	9.14	10.98	12.80	14.62
5/4x12	7.22	9.62	12.04	14.14	16.84	19.24
1x6 BEADED SIDING						
	2.58	3.44	4.29	5.15	6.00	6.86
1x12 SHEATING						
	2.85	3.80	4.75	5.69	6.64	7.59
1x12 ROUGH ONE SIDE						
	3.00	4.00	5.00	6.00	7.00	8.00
SPECIAL	1x8 BARN SIDING					29¢
						<small>Ln Ft</small>



WOLMANIZED PRESSURE TREATED OUTDOOR LUMBER

	8	10	12	14	16	18	20	22	24
2x4	1.90	2.38	3.44	4.27	4.67				
2x6	3.05	4.64	4.87	7.26	7.36		11.97		
2x8			6.73		8.96				
2x10	4.54				12.06		20.38		
2x12					17.28		28.40		
4x4	4.39	5.93	8.00						
4x6	8.41	10.02	11.61	14.72	17.57				
6x6	12.55			20.05	25.92	28.73	38.19	43.89	49.80

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