

## Pork Checkoff

(Continued from Page A1)

program was 29 percent, which yielded just under \$55,000 on the total of \$189,000 checked off last year.

"So Pennsylvania itself will probably only realize in the neighborhood of \$20,000 more," says Wingert, pointing out that refund requests are expected to chip away at the projected \$82,500.

Producers have 30 days from the

date of sale to apply for a refund. Within 24 to 30 months after the program goes in force, producers will vote on the checkoff, but refund requests will be honored regardless of the outcome of the referendum, says Wingert.

Funds will be targeted only for promotion and research; no checkoff money will be used to organize additional pork councils or fund legislative activities.

Although the program emphasizes pork promotion, Wingert urges producers to be patient. "There seems to be a perception that there's all kinds of dollars now and all kinds of promotion, and that our prices will increase significantly, but you just can't see results overnight," Wingert cautions.

Herbert Schick, Pennsylvania Pork Producers Council's secretary-treasurer, agrees, pointing out that producers should not expect miracles from the projected \$18 million in national checkoff funds to be raised annually. "It sounds like a lot of money, but when you talk advertising it's still really a drop in the bucket." Nevertheless, says Schick, it's a good start.

Schick, who heads PPPC's promotion committee for 1986, reviewed some of the committee's activities for the current year. Included were one-minute radio advertisements for pork aired during every other Phillies baseball game. Currently underway is an October Pork Fest promotion, involving radio stations in the eastern half of the state. Cost of the above two programs came to \$33,000 and \$20,000, respectively.

Recently the pork council signed an advertising contract with a radio show entitled "Dining Around," aired on Philadelphia's WCAU. "We're going to try to get more pork used in the restaurants," says Schick, adding that this contract will carry over into 1987.

In the realm of research, Pennsylvania's voluntary checkoff has also funded studies at Penn State and the University of Pennsylvania. This year the council, in cooperation with Iowa and NPPC, contributed \$2,000 to the development of a merchandizing manual directed at chain stores.

"The state did real well on a voluntary basis," observes Schick. "If it wasn't for that, a lot of these (producers) wouldn't even be in the hog business today. We have a good product, but we have to go out and sell it."

## One Week For Md. Futurity Sign-up

### CLOSING DATE FOR YOUR ENTRIES AND FIRST PAYMENT OCTOBER 31, 1986

**Purpose...**The Maryland Holstein Futurity is a project of the Maryland Holstein Association to stimulate interest in the breeding and exhibiting of outstanding Registered Holsteins in Maryland. It recognizes the accomplishments of the small and the large breeder and the FFA and 4-H boy or girl.

**Procedure...**The 1989 Maryland Futurity, is to be designated No. 6 and each succeeding, numbered consecutively. This Futurity is based upon the nomination of an animal by its owner, to be shown in the Futurity class at a designated show in the year she is of eligible age. Four nominations (payments) are required for each animal that competes in the Futurity - the initial nomination as a calf; a renomination as a yearling; another as a 2 year old; and the final nomination as a 3 year old. All nominations are the responsibility of the owner and must be made on regulation entry blanks, accompanied by specified fees and postmarked by nomination dates and other rules set forth below. The accumulated monies, received from the four nominations shall make up the Purse for any one year and shall be divided as prize money among the exhibitors, according to the placings set forth below.

**Organization...**This Futurity is sponsored and governed by the Maryland Holstein Futurity Committee of the Maryland Holstein Association.

**Eligibility...**Any registered Holstein female born September 1, 1985 through August 31, 1986 is eligible for the 1989 Maryland Futurity Number 6.

**Fees...**1st payment of \$2.50 due on or before October 31, 1986. 2nd payment of \$4.00 due on or before July 31, 1986. 3rd payment of \$6.00 due on or before April 31, 1986. 4th payment of \$10.00 due on or before January 31, 1989.

**Nominations...**A breeder may nominate any number of females.

**Purse...**Purses in this event shall consist of all monies received by this Association in connection therewith by way of nomination fees, subsequent payments, plus all other monies received from any person or persons or Fair Associations, sponsors of this show and etc., except the first payment which may be used for promotion of the Maryland Holstein Futurity if the Board of Directors so choose. All Futurity monies shall be kept in a separate Futurity fund and used only for Futurity purposes.

Should participation decline, the purse will include only those monies available for Futurity No. 6 based on percent of existing schedule.

**Production Awards...**\$180 will be taken from the purse and divided among the top five wins shown in the 3 year old futurity class on the basis of their actual 305 day 2x 3.5% Fat Corrected Milk two year old milk production. Only official DHIA or DHIR records will be considered and these records must accompany the animal and be checked by the committee before the show. The \$180 will be divided as follows: \$60.00 to the cow with highest actual 2 year old milk record; \$45.00 to second high; \$30.00 to third high; \$25 to fourth high and \$20 to fifth high 2 year old milk record.

Show Awards. The purse shall be as follows:

1st	\$710.00	8	\$130.00
2	\$550.00	9	\$125.00
3	\$390.00	10	\$120.00
4	\$285.00	11-12	\$ 80.00
5	\$200.00	13-15	\$ 75.00
6	\$145.00	16-20	\$ 60.00
7	\$140.00	21-30	\$ 30.00

## Beef Checkoff Causes Confusion

The idea is good, but the execution leaves something to be desired. That seems to be the consensus among those responsible for collecting beef checkoff funds.

Mandated by Farm Bill '85's Beef Promotion and Research Act, the \$1-per-head checkoff has been in force since Oct. 1. The present procedure calls for the buyer of the cattle to deduct \$1 on each head from the seller's proceeds and send it to the Pennsylvania Beef Council. The money is then used for beef promotion at the state and national level.

The program guards against multiple assessments by exempting cattle from reassessment if they are resold within 10 days of the first purchase. Much of the current confusion regarding the program seems to center on the exemption form called the "Certificate of Non-Producer Status," notes the Beef Council's executive director, Robert Coleman.

"It's set up so that the auctions never have to fill out these exemption forms," says Coleman. "They are required to collect \$1 (per head) unless they receive an exemption form from the consignor."

When a producer sells his cattle through auction, the auction gives him a bill of sale

and then sends his \$1 to the council. Monthly checkoff receipts are due on the 15th of the following month.

Coleman stresses, however, that if the auction refuses to collect checkoff funds, the producer is still obligated to pay the dollar on each head that he sold through that auction.

If a dealer buys the cattle and resells them within 10 days, it's the dealer's responsibility to supply the new buyer with an exemption form instead of an additional dollar.

In an effort to clarify the program, the Beef Council sent examples of a number of buy-sell transactions to the state's auctions, livestock dealers and packers this week, says Coleman.

Coleman said the current system of keeping records of exemptions is being evaluated by the National Cattlemen's Association's Beef Promotion and Research Board executive committee. He added that the council is seeking constructive comments on the collection procedure from those involved in livestock marketing. Comments will then be referred to national board chairman, JoAnn Smith.

Comments should be referred to Pennsylvania Beef Council, 4714 Orchard St., Harrisburg, PA 17109. Phone: 717-545-6000.

THE SNATCHER



**It's Wake Up Time**

**You Will Benefit By Using A Snatcher**

**MAGNETIC FEED HOPPER**

Made of Stainless Steel Size 14"x20" and 18"x20" tapered to 12"x14" at the bottom. Has 7 ft. of catching space 2" wide is loaded with strong magnets, all feed must pass within 1 1/4" of the magnets, it will handle all kinds of short feed, grain, or silage EXCEPT caked or hard lumpy feed - Silage. It has no moving parts - will not rust or deteriorate. One steer or dairy animal will pay for several of these hoppers. Other sizes available by request.

**A TESTIMONY FROM ONE OF OUR CUSTOMERS**

"I purchased a Snatcher in the fall of 1985. We installed it below the TMR Mixer Unit. I am using a mixture of corn silage, haylage and ground ear corn. The Snatcher is installed above the conveyor that carries feed to the feed bunk. It is surprising the amount of metal we have collected since using the Snatcher. It has picked up nails, wire, springs and pieces of metal. My reason for purchasing the Snatcher was that I lost a high priced first calf heifer due to metal in the Spring of 1985. Since using the Snatcher we have had no problems with hardware in our cattle. Yours, D Witmer, Lancaster Co., PA

Mr. Witmer is considered a good dairyman, but discovered that he still needed protection against metal. We must again claim that this is a very cheap type of insurance!

We also have Magnetic Bars covered with Stainless Steel, for use where the Snatcher does not apply.

**CALL YOUR LOCAL DEALER FOR INFORMATION:**

Umbergers Mill, Lebanon Co. - 717-867-5161	Remember: One Ounce of Prevention is - Worth
Larry Hiestand, Lebanon Co. - 717-273-7394	A Ton Of Cured
Star Silos, Lebanon Co. - 717-866-5708	Dealer Inquiries Invited
Neisey Farm Eq., Lebanon Co. - 717-865-4526	Call: 717-865-4289
Bob Brubaker, Lancaster Co. - 717-464-3136	or Write To:
Zimmerman Farm Ser., Berks Co. - 717-933-4114	Box 2300, Route 1
Clyde Lutz, Lancaster Co. - 717-738-1718	Jonestown, PA 17038
Allen Hoover, Union Co. - 717-966-3821	

## For A Professional Job: CALL ON THE PAINTING & WATERPROOFING SPECIALISTS



With Superb Quality And Service

### Call Now For Our FALL DISCOUNTS On INTERIOR Painting

*Don't Forget To Call On Us For Your Other Painting & Waterproofing Needs.*

**AGRICULTURE - COMMERCIAL - INDUSTRIAL - CHURCHES**

For FREE Estimate CALL



# Seal Crete Inc.

PAINTING & WATERPROOFING  
RD 2, Box 417, Ephrata, PA 17522 • 717-859-1127