

PFA Annual Meeting

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cheap feed may trigger too much expansion.

"We expect some trouble ahead," Manley said, concerning the beef market. "If you get a chance to contract cattle in the \$60 range, take advantage of it on at least some of your production," he said.

American Farm Bureau's Hollis Hatfield had a mixed bag of good and bad news for the dairy industry. He said that increases in per-cow production will continue to offset any increase in sales. The nation's herd must continue to shrink, said Hatfield.

Looking at the history of U.S. milk production, Hatfield noted that in 1944 it took 26 million cows to produce 116 billion pounds of milk. Last year milk output rose to 143 billion pounds, while cow numbers dropped to 11 million.

Demand for whole milk will continue to slide, he said, while the low-fat market will help to compensate for these losses.

"The lifesaver of the dairy industry is cheese," Hatfield said, noting that 60 percent of last year's increase in milk usage went into



Keith Eckel

cheese. "It's going to underwrite the pricing of milk in the Northeast," he predicted. Hatfield said he expects the herd buy-out to strengthen prices next year, but by 1988 surpluses will start to build.

All three segments of the poultry industry are basking in their most prosperous era since 1978, reported the Pennsylvania Poultry Federation's executive director John Hoffman. The PPF chief looks for good returns on eggs until

at least Easter, when the market may level off.

Hoffman predicted that broiler processing plants may be running double and triple shifts by June of next year, as demand continues to increase. "Construction of new breeder and grow-out houses is a boom industry," he said. Calling the broiler business "a solid growth industry with stable demand," Hoffman attributed much of the industry's growth to the further-processed food segment.

The turkey business is following a similar growth pattern, said Hoffman. Production increased 13 percent from 1985 to last year, and the industry has enjoyed 10 successive quarters of excellent returns despite increased supply, he said.

While turkey slaughter during the first quarter of 1987 may exceed slaughter during the same period last year by 14 percent, Hoffman aired one note of caution. "The red meat industry is gearing up to retake some of those markets you took from them," he said.

"We're a big business and we're going to get bigger," was Jack Gardner's prediction for the fruit and vegetable industry. Gardner, president of Jack Gardner



Dr. Lamartine Hood

Associates, told vegetable growers to expect a continuing influx of grain farmers into their ranks. "Hopefully, you can welcome them," he said, adding that demand is on the rise, especially for vegetables in the cabbage family.

Gardner said that the growth of the food service industry and the popularity of the salad bar have done much to produce a favorable economic climate.

Gardner encouraged growers to pay more attention to marketing

and to cater to those markets closest to them. "The short haul is dollars in your pocket," he concluded.

During his address at PFA's luncheon on Tuesday, PFA president Keith Eckel told farmers that they must embrace change if they plan to be part of production agriculture in the future.

In particular, the PFA chief noted his concern about resistance to the use of bovine somatotropin, a growth hormone known to produce dramatic increases in milk production. "We have a temptation to resist change because we have not fully developed in our minds the ways in which to use it," he said. "We should welcome change because we can direct it," he added.

The evening banquet featured keynote speaker Dr. Lamartine Hood, dean of Penn State's College of Agriculture. Hood said that one of the college's immediate concerns is the continued decrease in federal funds for the institution. He urged the agricultural community to voice its support of a bill introduced into the state House of Representatives that would provide monies for ag research and extension.

Hood said that the research-to-extension transfer of information must be strengthened, and he called for more multi-county and across-state-line extension programs. "We're going to see more sharing of extension programs and specialists across state lines," he predicted. "We have to view the cooperative extension as serving all 12 million citizens of this commonwealth."

The evening banquet gives PFA the opportunity to present its Distinguished Service Award. This year Paul J. Yahner of Cambria County was the nineteenth recipient of the association's highest honor.

Yahner is best known for his 16-year tenure in the state House of Representatives, during which he worked hard in the areas of farmland preservation and environmental protection. He was a delegate to the World Food Conference in Rome in 1974.

The recipient of the Master Farmer award in 1961, Yahner farmed for 36 years, beginning with 85 acres and expanding to 1,100. He started out in potato and turkey production, changed to broilers and began raising feeder steers and hogs in 1961.

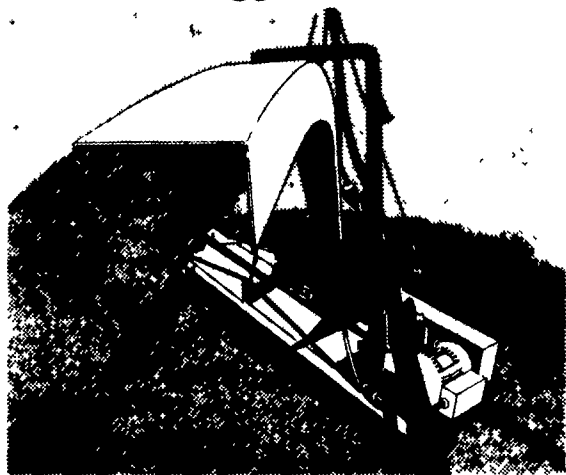
Yahner sold his farm to his two oldest sons in 1968 and currently resides with his wife Rosemarie in Patton.

Also honored at the event were six county farmers associations that received PFA's "All Star" award for leadership and achievement at the county level. Presidents receiving the award were Atlee Keefer, Adams Co.; Charles Bupp, Butler Co.; Richard Main, Cumberland Co.; Larry Allison, Indiana Co.; David Moser, Northumberland Co. and Harold Shaulis, Jr., Somerset Co.

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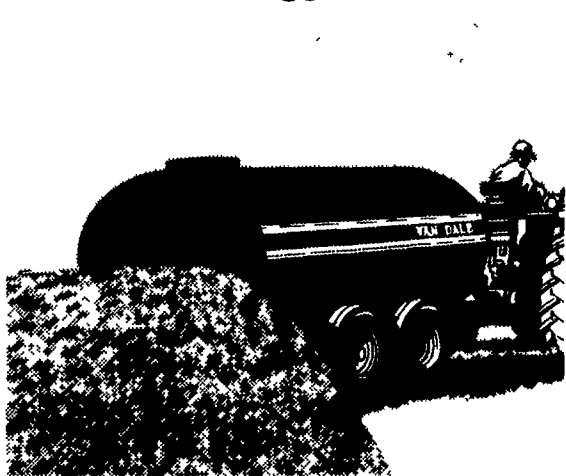
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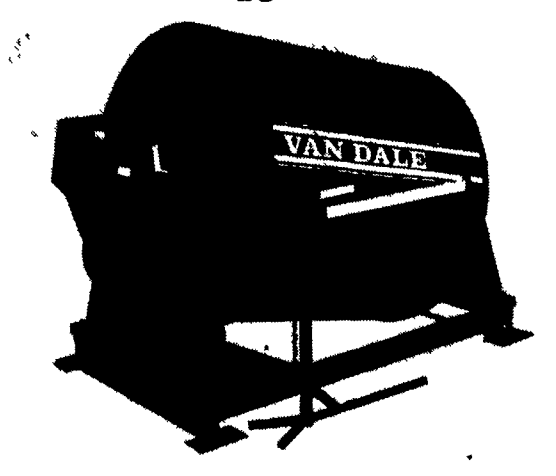
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