

# Lancaster Farming

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## Weaver Brothers Share Ideas About Registered Holstein Business

**EVERETT NEWSWANGER**  
Managing Editor

**QUARRYVILLE** (Lancaster Co.)—"If you want to get into farming, it takes parents," said Landis and Herb Weaver. "We have a dad behind us and we want to thank him for giving us a chance here."

Two years ago the Weaver brothers took over the family "Wea-Land" registered Holstein operation located south of Quarryville in the beautiful rolling hills of southern Lancaster County.

"A lot of my friends, one in par-

ticular, would like to farm," Herb said. "But all he has is a job and a house. For him to go into farming would be impossible unless he had someone to back him financially. When we took over, Dad left some of the money in the cows, or we

would not have been able to do it either."

Landis, 26, and his wife Darla, and their little girl, Kendra, form one-half of the partnership. Herb and his wife Glenda form the other half. And the partnership works

well. If one of the young families wants to take a weekend off from milking chores, the other half of the partnership is there to keep things running.

"We like to take care of our cows, but we also like to enjoy

life," Landis said. "I don't want to be like the guy who says he has not had a day off from milking in five years. Of course, not everyone has a brother to depend on. But you need to keep your priorities straight. We think you need to take time for church and family too. And we want to take it easy on expansion too. It's a lot easier to get into debt than to get out of it."

The Weavers make a distinction between their operation and what they call a commercial dairy herd.

"We register all of our calves," Herb said. "And we like to merchandise bull calves. We have six or eight cows right now that are on the border line to be bull mothers. They are a little low on index numbers but have everything else. Give them another generation and we should have a few more cows that bull studs will pick from."

The Weavers like cow families and longevity in their cows.

"It's great to see three or four generations milking in your herd," Landis said. "It's neat, and you kind of see a resemblance among the generations --- something you

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### York Extension

#### Honors Hess Family

**JOYCE BUPP**

**York Co. Correspondent**  
**SEVEN VALLEYS** (York Co.)— Charles and Shirley Hess are the recipients of the 1990 York County Outstanding Extension Involvement Award. The honor was announced during the extension's annual meeting, held November 30 at the Seven Valleys Fire Hall.

The Hess' are fifth-generation farmers and third generation dairy producers at their Dallastown R3 farm. Long-time supporters of extension programs, they have hosted meetings, tours and cooperated in plantings of numerous field crops research and demonstration plots. For several years, a farm-safety training course presented by extension and the York Hospital has been held at

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The Weaver brothers, Herb, left, and Landis show the milking end of a home bred cow, Wea-Land Bell Lady Bee. Lady Bee has three records over 1000f, the latest, 5y, 31,000m, 1250f, 1050p. She is also officially type classified VG87. The Weaver brothers share some of their ideas about the registered Holstein business in the lead article this week. Photo by Everett Newswanger, Managing Editor.

## Tobacco Demand, Prices Up At Auction

**ANDY ANDREWS**

**Lancaster Farming Staff**

**PARADISE** (Lancaster Co.) — *Sixty-one, hear 61? Yeah! Sixty-two? Here!*

This year's top price for tobacco at the opening day of tobacco-selling season Monday morning at the Paradise sales barn brought several 60-pound bales of the 609 (Maryland-type) blending tobacco to \$1.62 per pound. However, for most of the 609-type bales, \$1.61 per pound prevailed.

And what this means for farmers of Lancaster County's number one cash crop is heavy demand at a time when the market has been better than ever.

A lot of the demand is the result of a burgeoning export market, according to Eric Probst, co-owner of the Paradise Tobacco Auction. "Demand is exceptionally high," he said, noting that domestically, "demand is being reduced — but, at the same time, export demand is very great.

"Right now, tobacco is wanted by the Russians. We just made a big deal to export a whole bunch of tobacco," said Probst.

Sales for the day topped more than \$450,000. Approximately 305,000 pounds were sold. Average price for the 609 cigarette type was \$1.61 per pound, for sales of

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## Leading Dairy Farmers Gather in San Diego

**EVA MARTIN**

**Maryland Correspondent**

**SAN DIEGO, Calif.** — More than 1,400 of the nation's dairy farmers, cooperative managers, and agribusiness leaders met last week at the 74th annual meeting and dairy summit of the National Milk Producers Federation (NMPF) to seek better ways to control their own destiny. San Diego was the perfect nautical setting to launch the theme, "Charting our Course."

NMPF President Tom Camerlo, in his opening remarks, said that he could not remember any time in history with such wide fluctuations

in milk prices and market conditions. "We began 1990 with low dairy product inventories and strong consumer demand that drove milk prices to record levels. Dairy farmers enjoyed a profitable period during the early part of the year. But as the year progressed, milk production began increasing and so did inventories. That has caused a virtual collapse in milk prices. If these conditions persist, we could face serious financial problems in our industry."

In a joint welcome presentation with President Camerlo, Jim Barr, chief executive officer, called 1990 "a year of uncertainty." Tak-

ing farmers on a roller coaster ride was beyond the norm. "Seasonal fluctuation in production and income are normal. When milk prices go up, consumers know there is a reserve supply to maintain balance. When prices go down, dairy farmers know there is a federal support program to provide a price floor and stability," he said. In 1988, the M-W was around \$11 per hundredweight. In 1989, it began a steady increase that peaked at \$14.93 in December. Since that time, it has steadily declined and dropped \$2.02 in October to \$10.48. That was the single largest month to month drop

ever recorded. At \$10.48, the M-W is 33 percent below the record high of last December, only one year ago. Barr believes the future looks as unpredictable as the recent past.

President Camerlo reminded the audience of the difficulty in writing a farm bill in the midst of the strong pressure to cut the federal budget deficit. The farm bill just passed has a price tag that is one-half the cost of the 1985 farm bill. "That is a tremendous reduction in federal support for farm programs," he said. "Congress could completely eliminate all spending on agriculture and it would barely make a dent in the nation's deficit."

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