

Holstein Banquet Speaker

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country, we'd be a better association," Kerr praised. He emphasized that the association is big enough, diverse enough and sophisticated enough to take care of all members needs.

The Association is looking at new products. We want to broaden our appeal without losing sight of our roots. We need to strike a balance with an eye where we've been and where we need to go. Finding programs that attract new members so we have their support is a goal of the Association.

Kerr suggested the next time President Bush goes to Japan he takes dairy farmers along. The failure of Japanese to buy American made cars is due in large part to the steering wheel being on the wrong side. "You can milk our cows from both sides", he quipped.

We need to jointly decide what the needs are of our members and to grow and diversify in areas. Kerr plans to be at the Winter Forum meeting in Frederick on March 4th to be held at the Sheraton to hear your ideas.

"The 80's were a decade of

politicians trying to convince farmers all ills could be solved by the government. Over the last two to three years, most dairy farmers recognize government isn't going to do anything — that's healthy", he said. This causes farmers to focus on what they do best — manage their farms.

The M&W is not working the way it is structured now. It was set up for Grade B milk and fewer farmers produce grade B milk. The M&W has become so political. Regionalism has torn farmers apart — fighting among themselves. "Each of us need to ask how do I find a place in this decision?" Kerr suggests. "We need good leadership and need to find more control through our coops in marketing our milk."

The Association plans to expand international markets. There is a good demand for quality cattle and emerging sales opportunities for embryos and semen. We have the quality of cattle countries want, but we need to deal with trade barriers. Kuwait needs cattle to replace the 20,000 destroyed in the Gulf War, but are being supplied by Germany who is able to get them there at a lower price with government subsidies.

In the past, countries bought more cows to produce more milk. That attitude has changed to buying quality cattle to purchase more milk.

"With a Board of Directors from all over the United States, we have diversity, although a problem at times, it can help us keep from making mistakes or having a narrow view," Kerr concluded.



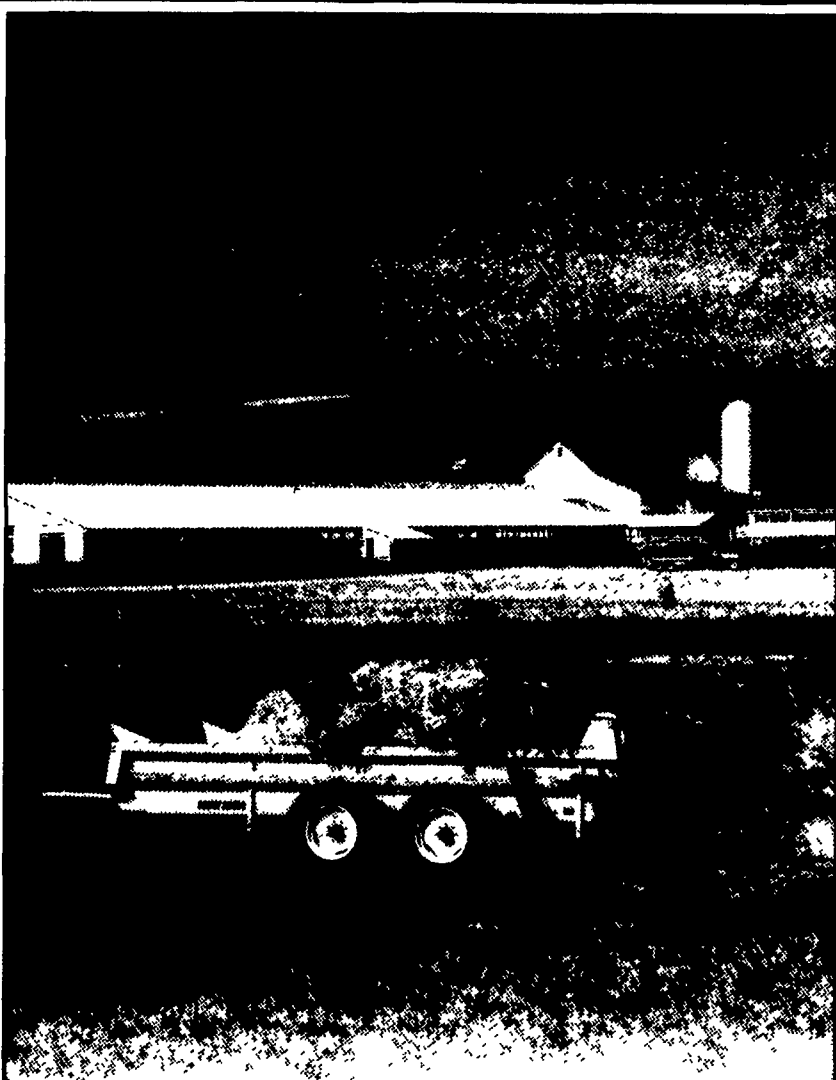
Scholarship Winners L to R front are Stacey Guyton, Jill Edwards, and Dawn Knill, back row: Joel Rudderow, Jennifer Trout, and Mark Iager.



Juniors receiving All-American Nominations L to R, front row: Matt Iager, Tanya Iager, Jenny Savage and Kristin Myers. Back row: Mark Iager, Crystal Smith, Chip Savage and Donna Johnson.

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