

# Pennsylvania Auctioneers' Annual Meeting Report

**HARRISBURG (Dauphin Co.)**  
— The 1994 convention of the Pennsylvania Auctioneers Association (PAA) was held at the Harrisburg Marriott.

The convention was billed as providing "something for everyone - fellowship, education, food, new ideas, meeting friends and competitors, and plenty of fun." Mission accomplished!

The forty-sixth state convention got under way with a seminar titled "Shut Up and Listen . . . Back to the Basics," by veteran auctioneer Larry Reed, CAI, of DuBois. This presentation was designed to assist newcomers to the auction profession as well as seasoned professionals.

The agenda also included committee meetings, exhibits and the official opening of the convention with PAA President Sherman Hostetter Jr. of Beaver Falls extending the welcome.

Seminars were presented by Wil Hahn, CAI, president of the National Auctioneers Association, and a Bath native; Fred H. Reger, CAI, AARE, of Manassas, VA; Mervin Adams, Millersburg; Peggy Thompson, Chambersburg. Chuck Lawver served as coordinator of a round table discussion on antiques and personal property. Discussion leaders at the round ta-

ble included Jerry Schwenk, Coopersburg; Barry Slosberg, Philadelphia; and Wayne Patterson, New Castle.

Other events included a preview of the bid contest and fun auction merchandise, followed by the contest and auction. Blaine Rentzel of Emigsville served as chairman of the events.

Named as Pennsylvania state championship bid caller was Jerry Pennay, Jr. of Kingsley; the runner-up in the bid contest was Lee Hostetter of Beaver Falls. Third through tenth places included Nevin Rentzel, York; C. Sherman

Allan, Conneaut Lake, Kim Crawford, Bloomsburg; Mike Calvert, Linesville; Jan Waltz, Manheim; Dave Martin, Gettysburg; Sandy Brittingham, Waltersburg; and Patricia Smith, Brogue.

The PAA board of directors held a meeting as well as the annual president's banquet. Chapter luncheons were also held as well as a new PAA member luncheon.

Seminar speakers were James Weigand, Dean of the School of Continuing Studies, Indiana University, Bloomington, IN; and Richard and Pat Kiko of Canton, OH. Fred Toomey served as coor-

dinator of a round table discussion on real estate; discussion leaders included Jerry Burke of Meshoppen on residential and single property real estate and Lee Hostetter of Beaver Falls on multi-parcel real estate. A round table discussion on agriculture was headed by John Fry of Ephrata; discussion leaders included Howard Visscher of Nichols, NY, and C. Sherman Allen of Conneaut Lake.

Ralph Zetlemoyer of Fogelsville and R.M. "Pete" Stewart of Armagh were named as recipients of the 1994 Hall of Fame awards.

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## LVNB Holds

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people who sell grain will do better than in past years.

Yonkers has an upbeat look at dairying. He said the dairy industry is growing, and you should not believe all the negative press and bad news you read. "Just because someone else's cost is over \$16.00 per hundred does't say your costs are that high," Yonkers said. "If you are doing well, there is nothing wrong with that. A lot of people in the dairy industry are making a good living."

The loss in cow numbers is coming mostly from the small herds that go out of business. Productivity is increasing, and Yonkers thinks that if dairymen in the East improve their management, we can have the same production averages that they have in some of the western states.

"Our costs are not that much different than in other dairy states," Yonkers said. "We don't make as much milk per farm because of their large herds. We have a higher investment per cow, but much of this higher investment comes from machinery investment because we still grow much of our feed. Our cash costs are not out of line, but on some

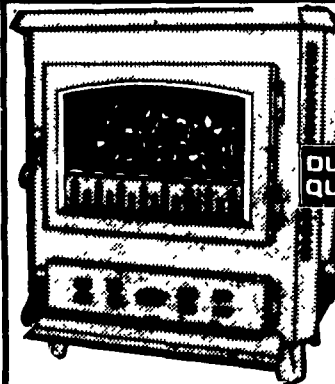
Yonkers said the dairy industry has lost its political power most noticeably in the last election where now only about 70 of the 435 U.S. representatives have dairy farmers in their districts. And many others have only a few dairy farmers. It's hard to get a majority on dairy issues.

And another change is the public perception of the dairy industry that is driving public policy and legislation. BST is the current debate, but artificial insemination had the same nasty debate in the 1950's. But that debate was only in the farm press. People in New York and Philadelphia didn't read about it. That debate was with people who know and understood agriculture. Now the dairy industry is debated by people who know nothing about ag practices.

Yonkers believes the future of the dairy industry lies in marketing rather than government programs. "Marketing is where you should spend more time," he said.

Other speakers listed on the program included Gary Smith, wildlife conservation officer of Lebanon County; Albert Murry, president, Lebanon Valley National Bank, and Jay Irwin, retired Lancaster County extension director.

A family style lunch was served at noon.



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