

## Beef Industry Holds First Ever Forum



Dr. William Henning, Penn State University meats specialist talks to about 200 beef feeders during the first-ever, Pa. Beef Council Inc. organized, but non-producer-funded meeting between beef cattle feeders, meat specialists and actual beef packers. Sitting at the panel table, from the left is Dr. H. Louis Moore, PSU Extension livestock economist, Tom Taylor, vice president of Taylor Packing Co., Mike Silverberg, vice president at Moyer Packing Co., and Logan McClelland, a Nebraska cattle feeder.

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have none, there is a growing world demand for beef.

"There are hundreds of thousands of millions of people who eat meat around the world, or who will eat beef," said Silverberg, saying he could use more Pennsylvania beef, but he needs it spread out through the year.

Henning said as much, saying that producers may want to consider treating beef production as a full-time operation.

Also discussions were held about the possibility of more contract farming to take place.

Silverberg said that his company does do some contract production, but he said that it is done on a case-by-case basis. However, he said that the company works with enough risk and isn't in a position to eliminate all producer risk.

Silverberg said there is a growing market for Holstein steers, but

not for export. He said that because of the boxed beef industry and further refinement of certain cuts, the identity of the original animal breed is not as important for the domestic market.

The other speaker was Logan McClelland, a cattle feeder from Nebraska and president of the Nebraska Cattlemen's Association, it is very important to know the production costs in order to determine profitability.

"As cattle feeders we tend to focus on the price that we're receiving from packers as the determinant of whether we're going to make money," McClelland said. "As businessmen, it is imperative that we focus on our production costs — those factors which we can control — to determine cattle feeding profits."

There are to be more such forums in the future, though no specifics are yet determined.

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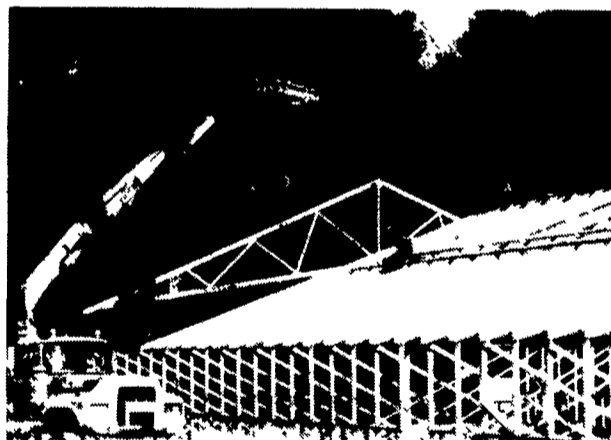
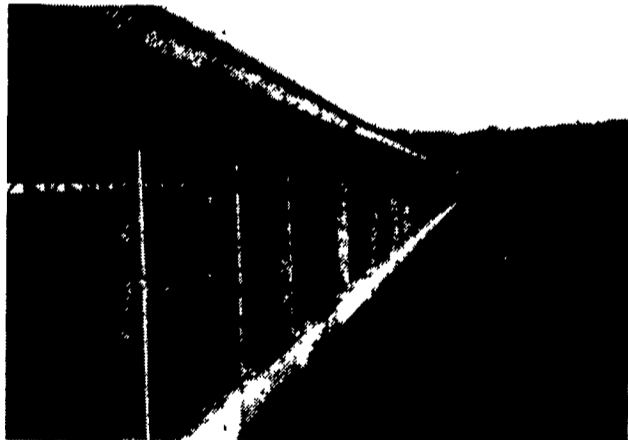
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