

Early Weaning Boasts Health, Cost Benefits

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\$2-\$4, according to Clark.)

Producers who pool their resources into a network and use an off-site cooperative nursery could see a \$9 per hog benefit using SEW, according to the veterinarian.

For more information about SEW, contact Clark at Purdue University, Department of Veterinary Clinical Sciences, School of Veterinary Medicine, South Campus Courts — A, West Lafayette, IN 47907-1248, (317) 494-1209.

Swine Co-Op

Using a network can allow smaller swine finishing businesses to enjoy the same price and profit benefits that large producers enjoy, according to Tom Congelton, marketing manager of the Central Kentucky Hog Marketing Association in Springfield, Ky.

Congelton spoke to producers about the hog marketing association, a co-op of producers based in Springfield. The group of small individual producers, which organized in 1990, encompasses a five-county central region in Kentucky. Members of the organization each ship about 10-100 hogs

per week to about seven different plants.

The first load shipped was April 1, 1991.

Last year, there were a total of 25 producers who sold more than 30,000 head of animals. In 1995, Congelton projected the membership should total about 40 producers who will market 45,000-50,000 hogs per year.

Congelton examined the risks involved and provided information on how producers can get organized. He emphasized that the network "is a business" and should be run that way.

The price for the co-op's hogs is established using the Mid-South Meat Market broadcast through DTN. A formula for pricing is established using the Meat Market and up-to-the minute quotes from the Direct Indiana/Illinois market price.

For the 30,350 hogs sold, average price per hundredweight was \$40.86 in 1994. Total head sold as of Wednesday was 3,274 with an average hundredweight price per head of \$40.26, according to Congelton.

By boosting the volume sold, premiums paid for quality animals

goes up, at a 52 percent lean hog.

1994 Hog Disaster

The 1994 "hog disaster" provided the lowest prices paid to producers since 1972, according to H. Louis Moore, professor of ag economics at Penn State.

In 1995, "we're going to have the biggest pork supply we've ever had in this country," said Moore at the Expo.

Moore reviewed the dismal, bleak year of 1994 for producers in general.

In the year, seven percent of Pennsylvania pork producers simply quit the business, according to Moore. About two percent of the producers in the state raise 37 percent of the total number of hogs.

Packers and retailers had a banner year, according to the ag economist. Pennsylvania ranks 15th in the country in hog marketing and 10th in hog slaughter.

As a result of liquidation, pork supplies will soar to the highest ever in the country. In 1994, producers share of the retail price of pork dropped to 23 percent (it was 59 percent in 1975).

The Feb. 13 hog futures price (if

producers want to hedge) stood at \$38.37 per hundredweight in April and \$44.15 in June. Moore said that prices this year could reach \$42.00-\$43.00 per hundredweight but he doesn't see the price going above \$45.00.

Overall, U.S. meat production will increase four percent in 1995 (at least) over last year, according to Moore. Broilers will be up at least six percent and turkeys at least nine percent.

What is helping is the movement of pork to Russia, but this is being subsidized by U.S. taxpayers through the Pork Export Enhancement Program.

Keeping Employees

Managing employees is often an "inexact science" and it is often difficult to determine the motivations as to why certain ones stay or leave, according to Gary G. Maas, executive vice president, AGRicareers, Inc., Massena, Iowa.

Maas provided some of the results of a survey conducted on 687 agribusinesses as to what motivates people in their decision to either stay or leave a company at the Expo.

Achievement, growth, recogni-

tion, and responsibility made up 58 percent of what motivated those who stay on the job. Benefits and time off amounted to 6.6 percent. Supervision amounted to 17.8 percent.

Those who do the hiring should look for the employee that works beyond merely getting the paycheck, according to Maas, and for the following qualities: time management, inspired work level, are good teachers, and put in the extra effort.

Contests

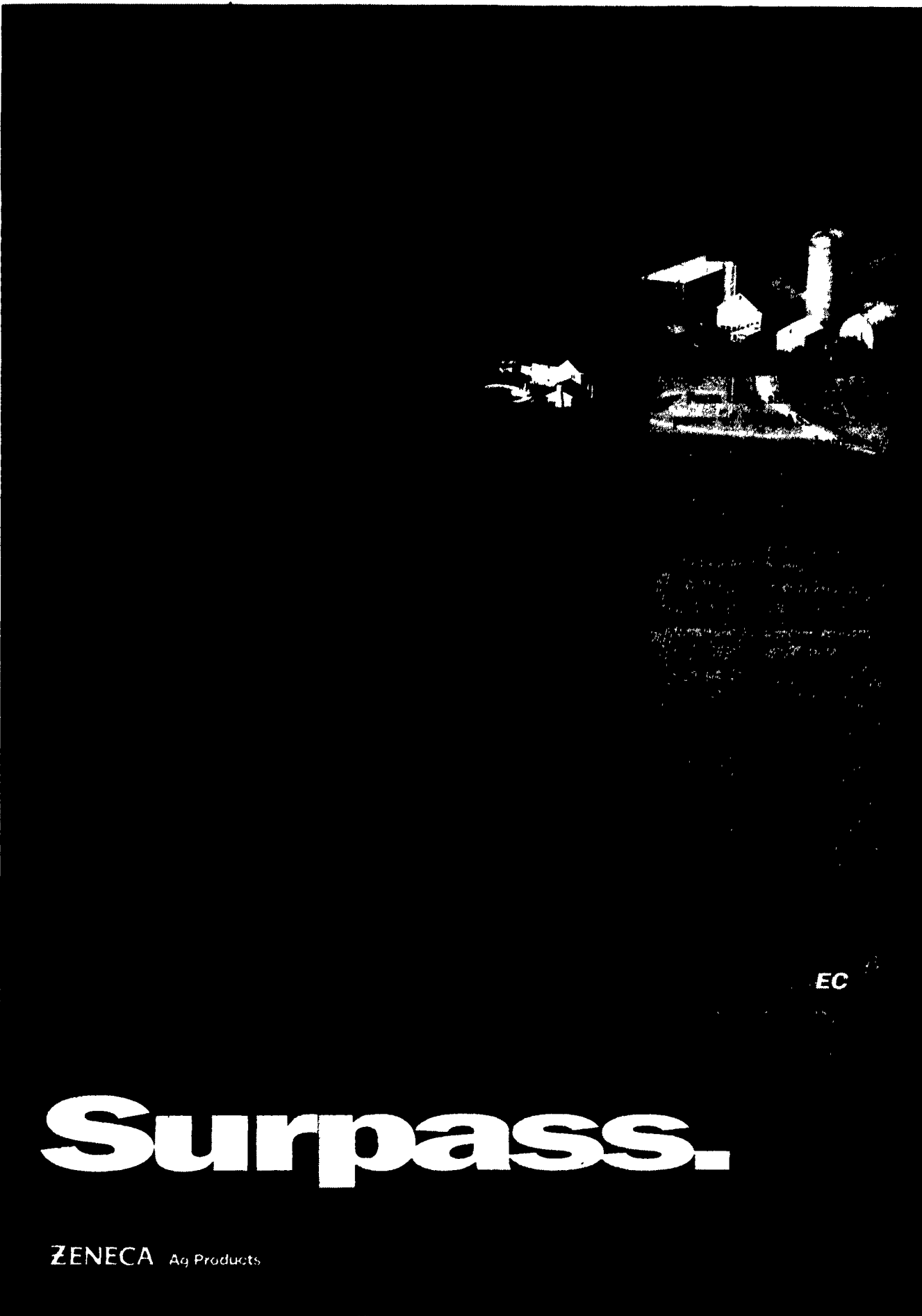
Despite the severe weather, at the Expo's junior public speaking contest, 11 youth participated, according to Bruce Lemmon, chairman.

Winner of the junior division was Lacy Miles, 8, Coudersport, daughter of Annette Miles, who spoke about "humor in the pig pen." Lacy is a member of Pigs R Us 4-H.

Winner of the intermediate division was Kelly Dutrey, 14, Dallsatown. The daughter of George and Susan Dutrey, Kelly spoke about "pork producers' rights." She is a member of the York County 4-H.

Winner of the senior division was Chrissy Michalik, 16, Sellersville, and Montgomery County 4-H member. She spoke about "Pork: The Other White Meat."

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