

Grazing For Profitability Focus Of March Conference

CARLISLE (Cumberland Co.) — Embers Hotel will be the site of the two-day annual Pennsylvania Grazing Conference on March 1-2. Terry Smith, director of the Wisconsin Center for Dairy Profitability, Department of Dairy Science, University of Wisconsin, will highlight how grazing can help dairy farmers improve their profitability and remain competitive in the future.

Other speakers for the event include Eric Kolver, New Zealander, working with the Agronomy Department at Penn State. Grazers at the conference will include Forest Stricker, Wernersville; Gary Vandewert, Athens; Curt Dietrich, New Tripoli; and William Yoder, Meyersdale. Other speakers include a veterinarian, a feed company representative, and Penn State and Soil

Conservation Service (Natural Resources Conservation Service) personnel.

To register for the conference, complete the registration form, included in this issue of *Lancaster Farming*. For lodging reservations, call the Embers Hotel, (800) 692-7315.

The following is a schedule of events:

March 1 Schedule

- 9:00 Registration, Trade Show.
- 10:00 Can Grazing Help Animal Agriculture Compete in the Future?
Terry Smith, Wisconsin Center for Dairy Profitability
- 10:45 Allocation of Land, Labor, Facilities, Equipment, and Capital to Improve Farm Profit.
Terry Smith plus producers, Curt Dietrich and Forest Stricker
- Noon Lunch, Trade Show.
- 1:45 Understanding and Managing Plant Growth to Improve Yields and Profit.
Marvin Hall, Penn State
- 2:30 Break, Trade Show.
- 3:00 Plant Species and Management (break-out session):
Cool Season Species.
Duane Pysher, Soil Conservation Service Establishment and Renovation of Pastures.
Lynn Hoffman, Penn State
- 3:45 Plant Species and Management (break-out session):
Nontraditional Species.
Paul Craig, Penn State
Grazing Alfalfa and Legumes.
Steve Fales, Penn State
- 4:30 Dinner (on your own), Trade Show.
- 7:00 Grazing Around the World and Grazing New Zealand Style.
Eric Kolver, Penn State
Grazing as a Lifestyle and Seasonal Grazing.
Gary and Linda Vandewert and Bill Yoder, dairy producers

March 2 Schedule

- 7:00 Breakfast (on your own), Trade Show.
- 8:00 Nutritional Considerations for Grazing.
Larry Muller, Penn State
- 8:30 Grazing Management and Nutritional Challenges.
Lisa Holden, Penn State
- 9:00 Animal Health Considerations with Grazing.
David Welch, White Oak Veterinary Clinic
- 9:30 Grazing is a Team Effort - From the Perspective of a Feed Company.
Thomas Nauman, Hooper Feeds
- 10:00 Break, Trade Show.
- 10:30 Animal Species and Management (breakout session):
Meeting (Dairy) Nutritional Needs.
Lisa Holden, Penn State
Nutrition of Beef and Sheep.
Harold Harpster
- 11:05 Animal Species and Management (breakout session):
Providing (Dairy) Supplemental Needs.
Larry Muller, Penn State
Co-Grazing of (Non-Dairy) Animal Species.
Lowell Wilson, Penn State
- 11:45 Lunch, Trade Show
- 1:30 Grazing Systems and Profitability.
Steve Ford, Penn State
- 2:30 Conference Wrap-up. Where Do We Go From Here?
Terry Smith, Steve Fales, Larry Muller

Pennsylvania Grazing Conference Registration Form

Name(s) _____
 Address _____
 City _____
 State _____ Zip _____
 Phone (_____) _____

Registration Fees (includes 2 lunches and conference materials)	Through Feb. 22	After Feb. 22
Conference	\$60	\$75
Spouse	\$35	\$50
Total		

Make check payable to Agricultural Extension Special Fund. Mail this form and check to Grazing Research and Education Center, 116 Agricultural Sciences and Industries Building, The Pennsylvania State University, University Park, PA 16802.

Case Corporation Reports Record Performance

RACINE, Wis. — Case Corporation reported operating earnings in the fourth quarter of 1994 of \$67 million, compared with \$38 million in the fourth quarter of 1993.

For the full year, operating earnings were \$315 million, compared to \$83 million for 1993 and exceeding the previous high of \$228 million set in 1989. Case has now recorded 12 consecutive quarters of substantial year-over-year improvement in operating results.

The company's fourth-quarter net income was \$46 million, or 63 cents per share, compared with \$21 million for the fourth quarter of 1993. Net income for 1994, be-

fore changes in accounting principles and extraordinary items, was \$165 million, versus \$39 million for 1993.

Net sales in the fourth quarter were \$1.1 billion, up 12 percent from the comparable period last year, and were \$4.3 billion for 1994, up 14 percent from 1993.

Case introduced several new models of construction and agricultural equipment in North America during the fourth quarter, including a new line of loader/backhoes, new 90B Series excavators, and upgraded combines and cotton pickers equipped with new high-visibility cabs.

"Orders for combines are more than double levels of one year ago and retail orders for our loader/

backhoes are triple what they were at the end of 1993," said Jean-Pierre Rosso, president and chief executive officer. "We have dealer orders for our entire production of these units through the first six months of 1995."

Nearly 28 percent of the company's 1994 sales came from products introduced in the last two years. The company expects more than 50 percent of 1995 sales to come from products introduced since 1993. Case is investing more than \$745 million, beginning in 1994 and continuing through 1997, in new product development intended to provide a steady stream of new products throughout the rest of the decade.

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