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sharp, windy thunderstorm with a heavy downpour descended on the city just at the time the meal was to be served. This caused some inconvenience and blew away the beautiful flowers that were arranged around the tents, but many of the farmers from other states were just hoping they were getting rain at home.

SEC. BROSIUS SPEAKS

Later in the evening the River City Brass Band played as chairs and the grass started to dry. And at intermission, Secretary Brosius greeted the conventioners and welcomed the Holstein breeders from around the world to Pennsylvania.

"Farming is our number one industry, and dairy leads our Pennsylvania agriculture," Brosius said. "Holstein breeders make up such a large segment of the dairy industry, and it is significant that you are meeting during the month of June that is traditionally celebrated as dairy month.

"The dairy industry has many concerns and challenges that must be met if we are to continue to be successful. As we implement GATT, we must look at what this really means. GATT has eliminated what is known as section 22 import quotas. This guarantees the rest of the world to greater access to our domestic markets. We have to understand that every country has policy and programs which help it meet the food needs of its citizens while capitalizing on potential trade opportunities.

GATT does not eliminate the use of export subsidies or other unfair trade procedures by other countries. It merely reduces their overall level."

Brosius said that in Philadelphia we have the largest deep water port on the east coast. This port is within 24 hour reach by refrigerated truck to 50 percent of the U.S. population and 60 percent of the Canadian population.

"We must take leadership in

positioning the Pennsylvania dairy industry to be an aggressive part of the new global economy because we are truly in an international market," Brosius said. "You in the Holstein industry have been leaders in exporting your fine genetics internationally. In fact, you have done such a good job that foreign countries now compete with us on the world market."

KERR REPORTS

At the opening session of the 110th annual meeting of the Holstein Association USA, Steve Kerr, executive secretary, said the state of the Holstein Association is "pretty good."

"We have learned how to let your management and merchandising needs drive our product development," Kerr said. "We have learned how to listen to our members, treat them as valued customers and work with them to develop affordable tools that will improve their farm profitability.



The National Holstein Convention booklet was dedicated to these two famous Holstein officials: Bill Nichol, executive secretary of the Pennsylvania Holstein Association, and Robert Rumler, retired, executive chairman, National Holstein Association.

"I believe that you derive enjoyment, as well as livelihood, from the effort that you so successfully put into breeding and milking Holstein cattle. Yours is not an easy or simple undertaking: being the complex puzzles that they are, neither genetics, markets, nor the weather lend themselves to the promises of simple slogans or magic bullets."

Kerr said that two sets of innovations, an array of practical identification tools and a user-defined set of classification options, have consumed much of the Board's and staff's time in the past year and a half. And he said the partnership between the Association and the U.S. AI industry brings together a

shared mutual interest in breeding Holstein cattle. And Kerr announced a plan to produce A-Value herd reports for DHIR herds and print A-Values on pedigrees by 1996.

"For years members have asked for a method by which to evaluate and present their Holsteins using phenotypic information alone, Kerr said. "Advocates of productive, deep cow families have understandably criticized the association for offering nothing other than predictive genetic evaluations. Although it has been a long time in coming, we are not testing the A-Value system of phenotypic analysis recommended by your

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A model Holstein stands on guard as the national Holstein tour group return to the buses at the Mishler farm.



Lee Salonen, left, and Francis and Joyce Haggarty munch goodies at the Carrdale visit.

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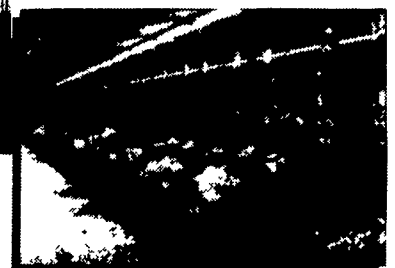
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