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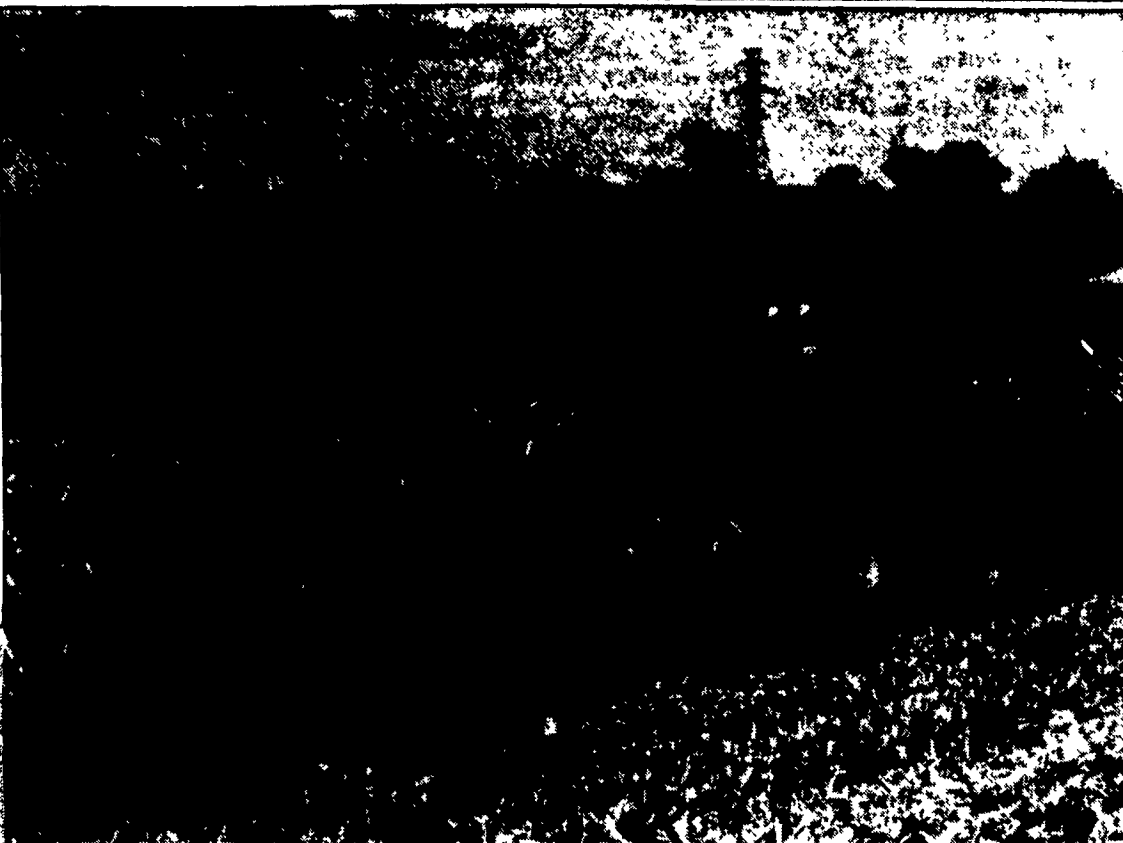
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Harvest Better Than Expected

Corn and soybean harvest has kept farmers busy this week, and the question about what kind of yields the summer drought has allowed is being answered. In many areas, farmers are surprised at the yields. For example, in Lancaster County, some sections have recorded yields. County Extension Director John Schwartz said, "We have run the gamut. The southern end of the county was drier during the summer. Other parts have normal yields, and in the northcentral area, test plots have yielded over 200 bushels per acre, maybe even better than they have ever been. Yields depend on the rain you got during the summer," Schwartz said.

In Crawford County, Ray Kennerknecht, county agent, said yields are variable and not as good as last year. The earlier planted crops are better. This even showed in silage production with variable yields from field to field. Early beans are finishing with more than 40 bushels, but late beans are not very good.

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Exporting Opportunities For The Dairy Farmer

VERNON ACHENBACH JR.
Lancaster Farming Staff
MIDDLETOWN (Dauphin Co.) — All the talk about how the state's agricultural community is going to benefit from exporting raw or processed goods is nothing if there is no action.

Government officials and elected representatives helped cre-

ate and get approved the North American Free Trade Agreement (NAFTA) and the General Agreement on Tariffs and Trade (GATT).

But in practice, pursuing a goal of exporting home-grown products isn't simple or necessarily easy.

Given that agriculture is the common basic foundation to the

world's non-nomadic communities (and to extent even in nomadic communities), supplying agricultural commodities to outside communities can only be done if two conditions exist — demand and ability to pay.

Demand for specific commodities depends on local understanding, desire for the product and loc-

al ability to produce, process and distribute that commodity.

In other words, if there is to be success in selling a specific commodity, people to whom the seller wants to sell must want it and not be able to produce it easier or obtain it less expensively.

Ability to pay depends on local natural resources, its abundance

and its value to outside communities, as well as the value of locally processed goods and services.

The two aspects work together (with many other factors) to characterize and individualize each specific market.

Experts therefore have been advising American agriculturalists

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Young Farmers Ag Ed Coordinator: 'Reach Out To Urban, City People'

ANDY ANDREWS
Lancaster Farming Staff
HAMBURG (Berks Co.) — "We as farmers keep to ourselves too much," said Richard Hoppes, newly appointed agricultural education coordinator for the Pennsylvania Young Farmers Association.

"We need to broaden our scope and reach out to the urban and city people to let them know what we're doing," said Hoppes.

Hoppes, who raises grain on 220 tillable acres in Hamburg, emphasizes that the state Young Farmers Association, an affiliate of the

National Young Farmer Educational Association, Inc., needs to branch out and provide education not only for its own people but for those who don't understand farming.

"We keep updating ourselves on our own education, but choose

not to speak to people from urban areas about pesticide use, soil erosion, and other issues," he said.

Hoppes' involvement in the state association began in 1969 when he attended meetings of the local Kutztown Young Farmers Association. As a dairyman of the

time, Hoppes first served as public relations director of the chapter, became chapter president, and then moved on to public relations director at the state level.

In 1977, Hoppes served as state president and became a delegate to

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