

John Cope Addresses Chester Holstein Club

VERNON ACHENBACH, JR.
Lancaster Farming Staff
ATGLEN (Chester Co.) — John Cope, president of Holstein Association USA, addressed members of the Chester County Holstein Club Thursday evening during the club's annual banquet and business meeting, held at the West Fallowfield Christian School, near Atglen.

Cope, of Grantham, was elected president of the association in June at the national convention held in Pittsburgh. A past president of the state association, he is a 1952 graduate of Penn State with a degree in agricultural economics. Though out of the milk business, he continues to raise heifers on his home farm.

In his remarks to the group, Cope said he was proud of the support for the national convention that Pennsylvania gave. He said that the four-year planning process required 18 committees and 230 people.

According to Cope, the attitude toward this convention was different in that the goal was to break even, instead of shooting for a profit.

He said that the association met its budget goals with the convention. He said the national association kicked in \$25,000 of seed money, and that the entire convention cost \$400,000.

Cope said there is about \$13,000 remaining and he said he thinks that there will be a recommendation at the next board meeting to place those funds into the organization's youth scholarship program.

Also, he said the sale was a likewise success with a goal of \$1 million in sales being reached, and net

proceeds of \$17,000 from that. He discussed the association's name change this past year, going from the old Holstein-Friesian Association to the new Holstein Association USA.

He said that to him the change signifies the difference in genetics between the old European dual-purpose bred Holstein-Friesian and the modern American Holstein dairy breed.

That difference is evident by world-wide demand for American Holstein genetics.

That leading position is being challenged, he warned. He said that according to people very familiar with the European areas — primarily Germany and the Netherlands — "(They) have virtually picked our pockets."

He explained that it has been observed that Europeans have been buying some of the best of the best American Holstein genetics and building upon that.

According to what has been happening, he said they are getting close to coming up to level, if not surpassing the U.S.

Cope described a series of breeding incentives and registration requirements placed on Europeans, such as in the Netherlands, that seem to have the potential to provide fast genetic advancement and better and faster verifications of suspected genetic advantages in bulls.

He basically described an applied socialized breeding scheme that penalizes those who don't follow the group, in an attempt to maximize everybody's resources toward the breed organization's goals. (For example, he said that those who don't use

young sires on their first calf heifers are penalized.)

He said that the government, the artificial insemination industry, the breed organizations, and their Dairy Herd Improvement Association equivalent work in collusion.

He said that because of their use of American genetics and because of their strict system regarding dairy cattle breeding and registration, they have improved tremendously within the past 25 to 30 years and especially within the past seven years.

He said that, because of their system mandates, they can have a bull fully sampled by 10 months of age, and have from 100 to 150 daughters on that bull's first sire proof.

Cope said he was not suggesting that the average herd their surpassed the average herd here, but he said that the core of breeding stock they are currently using "probably exceeds some of (our) best brood cows."

He said that in France the lead bull, though under a different name, was bred and sold by Penn

Supreme in Elizabethtown. The bull's name here was PennSupreme Mr. C.

He said his point in relaying the message was that breeders here do have and will have competition from other countries, and that breeders here will not be the dominant player in all markets anymore.

"I don't mention this as doom and gloom," Cope said, "but just to let you know what is going on."

He also briefly discussed some of the proposals of the 1995 Farm Bill — such as removing federal milk orders — and the uncertainties that lie within.

To this end he said that it should be noted that for the first time in the decade that Cope has served on the board of the national association, there has never been a complete new slate of leadership.

"I'm really proud of all in leadership positions," he said, adding that it was one of his goals to see younger faces involved in leadership because, "While older folks

provide stability," he said the younger members are most likely the ones with the enthusiasm, energy and the mortgages and the longer term outlook.

Cope also outlined the downsizing of the national organization, going from 300 employees down to 200; the wisdom of former leadership to establish the organization's \$14.9 million reserve fund, and how the interest earned on that has been paying for projects and expenses.

He said that this past year, the association realized a \$1 million loss through the cost of operations. Money from the reserve (not principal) was used to pay it, giving the association a buffer in order to regroup and the new budget goal is to use no more than \$900,000 of the reserve fund interest for operations.

Further, rental income from the headquarters building in Brattleboro is expected to be \$365,000 this


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PUBLIC AUCTION
Hunting Cabin
Sat. Nov. 18, 1995
@ 2:00 pm
Location: Swanger Road, White Deer Twp., Union County, Pa.
Directions: Route 15 north of Lewisburg to Milton exit. At light turn left approx. 4.5 miles to Fort Titzells Road and turn right 1.5 miles to Swanger Road. Take 1st dirt road to left and at Y keep rt. To cabin.
Cabin is a 2 story insulated frame w/composition siding, kitchen, bath, living area and enclosed porch. There is furniture to sleep 12 as well as sofas, refri-freezer, eyelevel electric range and sink. Air-tight wood stove heat, composting toilet, & shower. Good well water. This cabin is on 2 acres of beautiful woodland. Good hunting area w/deer, turkey & bear have been seen on the property. Approx. 2 miles to State Game Lands.
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PUBLIC AUCTION
OF COMMERCIAL REAL ESTATE
Thurs., Dec. 7, 1995
@ 12:00 NOON
Location: 3000 Lincoln Highway East Gordonville, Pa.
Property consists of: A brick and masonry commercial building with 2 loading docks, glass entrance doors, gas roof mounted heat and air-conditioning. The ceiling is 10' and there are restroom facilities. There is wood and concrete floors, 3 phase electric, well water and public sewer. This fine property has approx. 30 parking spaces. This property has 22,000 ± cars and or trucks past its front doors every day making it ideal for many uses.
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USED CAR SHOWROOM AND SALES LOT, CONSIGNMENT ANTIQUES MARKET, OFFICES, RESTAURANT, FAST FOOD, RETAIL OUTLET, or your ideas.
TERMS: \$25,000.00 day of Auction. Balance on or before March 1, 1996.
For appointment to see call Sanford G. Leaman, CAI Auctioneer @ (717) 569-4264 or Co-operating Realtor Bob Wetzel @ (717) 569-5781 agent with Coldwell Banker Slaugh & Co.
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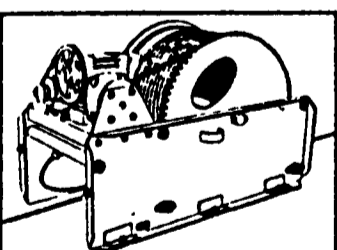
PUBLIC AUCTION
OF 110 ACRE DAIRY FARM
Sat., Dec. 30, 1995
@ 12:00 NOON
Route 274, Loysville, Perry County, Pa.
Location: Approx 4 miles east of Blain on Route 274 on North side of Rt. 274.
Farm consists of 110 acres more or less with a 48 comfort stall dairy barn on 1 1/2" ss pipeline, 825 gal. Milk tank, 5 Boumatic milkers, barn cleaner, 20'x60' concrete stave silo, with a belt conveyor bunk feeder, approx. 15 free stalls and plenty of room for young stock. Feed bin, wire corn cribs, two implement sheds and workshop. The land is in high state of cultivation and present owner rents an additional 90 ac. m/l in the near vicinity. There is a 4 bedroom brick dwelling-repointed and modernized in recent years w/an attached 3 car garage w/auto door openers for all 3 overhead doors. There is a modern eat-in kitchen, large carpeted living room and a laundry/misc. room between garage & kitchen. There is an enclosed front porch for those relaxing evenings. This property has a drilled well and small stream, hiltensile fenced pasture, and a long lane for quiet & privacy. All land is on north side of Rt. 274. This farm is ideal for that aggressive hard working farm family. Owner is retiring.
TERMS: 10% down day of Auction. Balance due on or before March 1, 1996. Confirmation of sale price will be confirmed by sellers day of auction.
Sale By:
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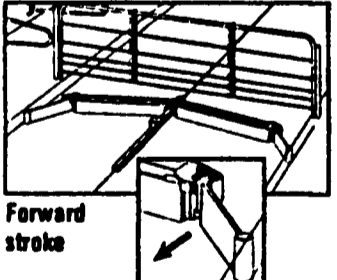
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