

**Cattle Feeder's Day Makes 1996 Projections, Looks At Captive Supplies**

**Exports Mean Good News For U.S. Beef Producers**

**ANDY ANDREWS**  
Lancaster Farming Staff  
**LANCASTER** (Lancaster Co.)  
— Beef exports continue to rise, thanks in large part to the efforts of the U.S. Meat Export Federation (USMEF).

Jeff Oates, head of USMEF communications and industry rela-



Jeff Oates, head of USMEF communications and industry relations division, Denver, Colo., spoke to about 120 producers and agri-industry representatives at the Penn State-sponsored Cattle Feeder's Day on Tuesday morning at the Farm and Home Center.

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In 1995, a record year for beef exports, producers sent 890,000 metric tons of beef, up 500 percent since 1980, to markets throughout the world, mostly Japan and the Pacific Rim countries.



Brad Morgan, Oklahoma State University, provided an overview of the National Beef Quality Assurance survey conducted in 1995.



Dr. Wayne Purcell, Virginia Tech Ag Economist, spoke about the effect of captive supplies on cattle prices.

This is in large part due to the promotional and educational activities of the USMEF, according to Oates. In 1996, "exports will exceed imports for the first time in history, in total volume," Oates said.

The reason? Oates identified three areas that have created a profound export market for U.S. beef:

- Market access. For the first time in history, markets in traditionally closed economies such as

Russia and China have opened up for the producer, and the demand for the quality of U.S. beef is at an all-time high.

- Bilateral agreements. Agreements to open export markets with countries such as Korea (the third largest export market) have worked in the favor of domestic beef producers. Also, the recent round of negotiations created by the General Agreements on Tariff and Trade (GATT) and the North American Free Trade Agreement (NAFTA) have opened previously closed markets. GATT alone may have caused a \$3 trillion boost in the export economy for the U.S., while many Pacific Rim countries move away from the traditional diets of cereal grains and fish to beef.

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**At 71, Bishop**

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sin pie — Bob watched the action in earnest. Nearly six hours later, he was corralling a dozen goats onto his truck for a friend and readying for the trip home.

Tomorrow had come. And before he knew it there would be steers to pick up and calves to haul. It was another day.



"On paper, it's real easy to make money in the cattle business," said Glenn Paris, who operates a large cattle feeding operation in Berne, N.Y. "But nothing is easy, it turns out."

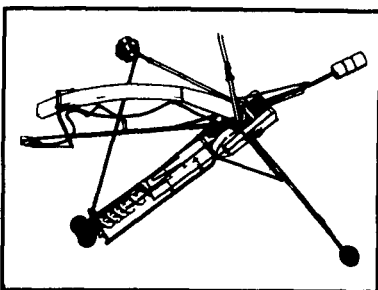
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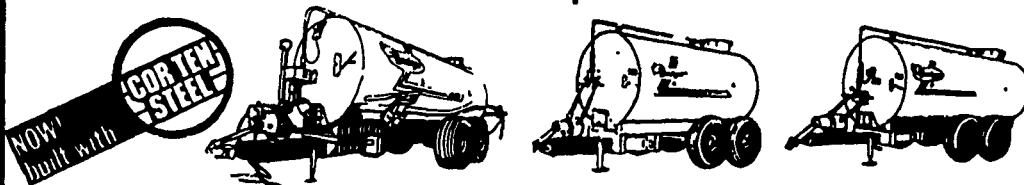
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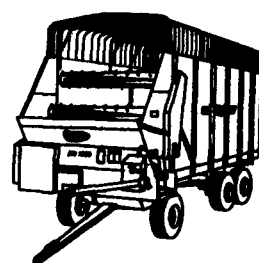
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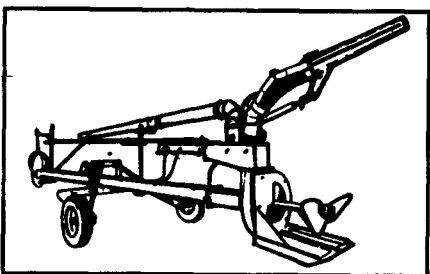


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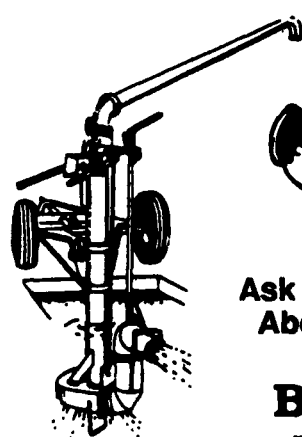


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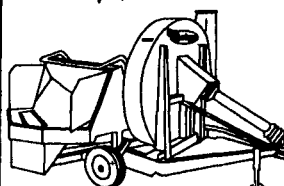
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