

Dairy Futures Conference Set for Dec. 17-18

MIDDLETOWN (Dauphin Co.) — The agenda of the 1998 Pennsylvania Dairy Futures Conference will focus on the strength of the dairy industry in the commonwealth — and look at its potential for leadership in the national and global market.

Scheduled to be held Dec. 17-18, at the Penn Stater Conference Center and Hotel in State College, the conference is also intended as a forum for leaders from all segments of the dairy industry, according to Philip Kimmel, president of the Pennsylvania Dairy Stakeholders.

"We encourage everyone with an interest in the dairy industry to participate in the conference, Kimmel said. "We will have outstanding speakers, and there will be ample opportunity for interaction with leaders in the industry," he said.

The Pennsylvania Dairy Stakeholders is sponsoring the conference with Penn State's Department of Dairy and Animal Science, and the Pennsylvania Department of Agriculture.

Dr. Ken Bailey of the University of Missouri is to lead off the conference with an overview of the importance of Pennsylvania's dairy industry in the global dairy industry. The international market is an increasingly important part of any successful marketing strategy and Bailey will put Pennsylvania's opportunities in perspective.

With the dairy industry continuing to face dramatic

changes, Gary Hanman, CEO of Dairy Farmers of America, is to challenge leaders to prepare for and anticipate change while demanding success. Hanman will offer a provocative challenge to seek out success, and use the changing economic outlook as an opportunity.

Samuel E. Hayes, Jr. — Pennsylvania Secretary of Agriculture, is to update participants on policy initiatives at the department, and Dr. Robert Steele, dean of the College of Agricultural Sciences at Penn State University, is set to discuss the college's role as a partner in a dynamic dairy industry.

Dr. David Hettinga, vice president of corporate research for Land O' Lakes, will offer up-to-date information on non-traditional dairy products.

Two panels are to offer insights on strategies for success in a changing industry. A panel of producers will feature innovative strategies to deal with change — from expanding operations to adding products and services to reaching in new directions.

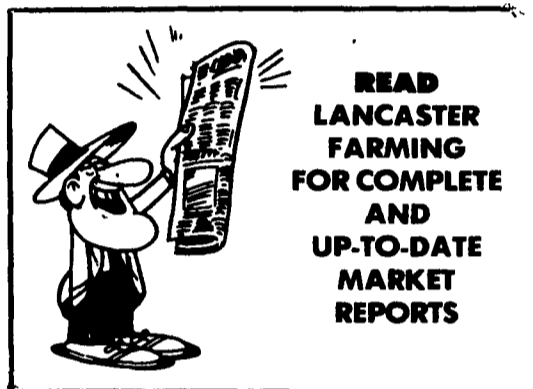
A panel of management representatives will explain why they remain enthusiastic about the Pennsylvania dairy industry, and the opportunities for this state to be a dominant player in the nation and in the world.

A special feature of this year's program will be the presentation of the Pennsylvania Dairyman's Association annual awards at the Thursday evening banquet. Individual tickets for the banquet are available.

Three awards will be given — one to an outstanding dairy leader in cooperative extension, one to an outstanding woman in the dairy industry and one to an outstanding producer.

Room reservations should be made with the Penn Stater before November 16. Their number is (814) 893-4602.

Registration deadline is Dec. 1. Cost is \$105, with checks payable to the Pennsylvania Dairy Stakeholders, 777 West Harrisburg Pike, Middletown, PA 17057. For more information contact Alan Bair at 717/948-6328.



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Sheep Industry Deplores Imports, Files Petition

(Continued from Page A29)

absolute quota on lamb imports has turned the American market into a relief valve for excess lamb production in those two countries. Nearly all lamb imported into the U.S. come from those two countries. In 1993, imported lamb made up just 15 percent of the American market; by June 1998, imports had skyrocketed to 30 percent of the American market. Imported lamb is priced below domestic lamb, sometimes as much as 60 percent below the American market price. As a result, the record low lamb price has pushed domestic producers to the brink of financial ruin.

Who opposes ASI's petition?

Sheep industry leaders from Australia and New Zealand have voiced staunch opposition to the petition. Their lobbyists and industry representatives have been meeting with members of the U.S. Congress and the Administration regarding this position.

If the White House approves the 201 trade action, how will the time be used?

The industry will use a relief period to become more efficient and competitive. Several efforts are underway. The National Sheep Industry Improvement Center, a \$50 million revolving loan program authorized in the 1996 Farm Bill, is available to help strengthen the industry's infrastructure through capital im-

provements and new ventures. The Sheep Industry Transition Team continues to work to build a new, industry-wide organization and Business Development Council. The National Scrapie Control and Eradication Program, designed to maintain U.S. international competitiveness, is expected to be implemented in 1999.

How are ASI and the co-petitioners paying for the petition?

As ASI's operating budget cannot be used for litigation purposes, producers, packers and others from throughout the industry — including organizations, companies and individuals — have stepped in with contributions to pay the legal and economic fees related to the petition. To make a contribution to the trade action petition efforts, send a check to the ASI Lamb Import Fund, 6911 S. Yosemite St., Suite 200, Englewood, Co., 80112-1414.

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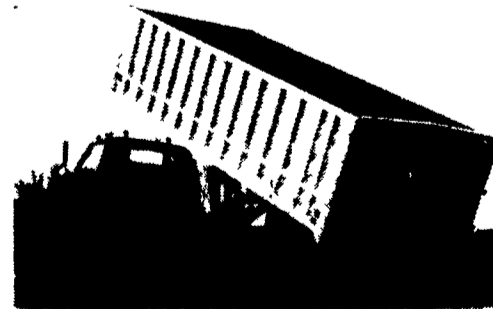
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