

Pennsylvania Holstein Convention Early Report

WILKES-BARRE (Luzern Co.) - The Pennsylvania Holstein Convention opened Thursday with a tour to Hillside Farms, seminars on employee relations and time management, and a convention sale with number one in the catalogue selling for \$10,800.

Hillside Farms located 10 minutes out of town has the creek flowing right by the barn that many years ago was used to cool the milk cans. The original barn still stands from 1881 when great grandfather William Conyngham imported the first registered Holstein. Hillside is one of only two farms in the nation that can trace a continuous registered Holstein business back that far. In 1977 the present Conyngham owners, William L. and Frank E.P., started to bottle milk and they now service the area with milk in glass and have an on-farm store and ice cream shop. A greenhouse business is also part of the enterprise.

Hillside got into the high index Holstein business when they

made a purchase six years ago when the state Holstein convention was also in Wilkes-Barre. Since that time, the herd has become high profile with many contracts and high-selling bulls, heifers, and embryos.

The convention sale Thursday night under the slogan "Holsteins shine in '99" was quite successful with an offering highly regarded as having "something for every kind of breeding program."

Darlawn Bellwood Hazel consigned by Mark and Paul Darling, Nicholson, sold to Vision Genetics, Richmond, VA. For \$10,800. The Bellwood daughter with a bottom pedigree showing longevity, type to (EX, 4E-92, GMD DOM) and production to 47,750m 1,836f 1,426p. Hazel herself was VG 85 at 2y 8m, and had a PTA +2,716m +105f +100p PTPI +1,789 with an estimated 305d record of 28,834m 1,087f 994p.

Another \$10,000 sale was the 1st choice from 2 ultrasound females due 6/7/99 consigned by

James Yunker, Fleetwood. This embryo, a Manfred daughter out of a Bellwood from Rich-Ru Thor Mellow-ET, the foundation cow, had indexes running off the chart. The buyer was H.E. Hendel and Sons, Brogue.

At \$6,100 the June calf from Dale and Fred Rice, Chambersburg, sold to Steven Rudolph, Greencastle. A Mascot from a Luke daughter traced back to Ricecrest's Noreen cow.

The sale continued past press time and other high sales and the averages would be reported next with the continued convention coverage.

In the employee relations' seminar, Mike Weimer, Ed Drexler, Abe Harpster, Ken Kehr, and Dean Johnson served on a panel. Some of the thoughts expressed were:

-In employee management it helps to keep low-key and flexible.

-Payment is sometimes made in goods from the farm such as hay for the employee's horses.

-Try to build up employees, not always look for complaints

-Keep good relations with past employees as they may want to come back to work for you sometime, or they may recommend others who can make good employees

-Go to farm auctions and talk to the farmers who are leaving the farm.

-Exhibit booths at farm shows make a good place to contact future employees

-Give all the information about

your job opening up front in the advertisement so you don't have people calling you who are not qualified

-Develop your farm as THE place to work. You will know this has happened when employees send referrals

-Develop incentive programs

The panel discussion on "Recapturing Time" included Mark Bachman, Dr. Ronald Buffington, Kaye Slusser, and Nelson Troutman

Study Shows Network Of Firms Dominate Food System

WASHINGTON, D.C. - A small number of dominate "clusters" of firms control the decision-making throughout all levels of the U.S. food chain, threat-

ening American's system of independent family farms and ranches, according to a new report unveiled by the National Farmers Union (NFU).

The study, prepared by Dr. William Heffernan, a rural sociologist at the University of Missouri, documents how linkages in the food system, through alliances, joint ventures, partnerships, mergers and other relationships, have formed a complex network of "clusters" of firms. Each cluster is a vertically integrated "food chain," controlling the system from the gene to the supermarket shelf.

"The study reveals the complex web of relationships among a handful of firms in the food chain," said NFU President Leland Swenson. "The trend toward a privately centralized food system puts our food security in great jeopardy. Food is different than other goods and services, and it would be dangerous to permit a few major firms to control decision making throughout the entire food chain. This study should compel Congress to take action to ensure the industry remains competitive."

The study details the relationships forming the three major clusters—Cargill/Monsanto, ConAgra, and Novartis/ADM— which now dominate the food system. Some of the studies findings include:

- The complexity of the linkages in the system undermines market competition and makes it difficult to measure. The network of relationships is creating a seamless system with little market transparency along the various stages of the food system. Because of the complexity, a firm that does not hold a majority share of a specific market may still have a great decision making power within the food chain.

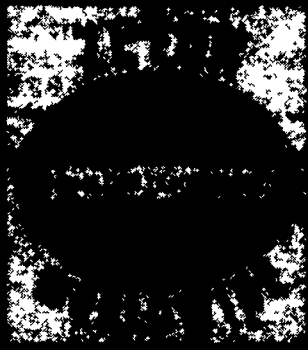
- Technological advances are accelerating the process of vertical integration. Biotechnology and the terminator gene have put the farmer at the mercy of the food cluster for seed to plant the crop. Also, precision farming's global positioning system separates management from the production of agriculture. With this technology, it is possible for "managers" in distant offices to make decisions about farm production, while producers simply become labors.

- The new structure threatens independent producers. The clusters influence opportunities all along the food chain—from production inputs to global trade—which severely hampers producers' ability to earn a fair return on their product. It also erodes the independence of producers by shifting major decision-making to a handful of firms.

- The new structure is harming rural communities because corporate returns are reinvested in the firm, rather than in local economics where the goods are produced.

The study was unveiled at a Capitol Hill news conference. The full text of the study can be found on NFU's website at www.nfu.org

ZETOR 1-Million Celebration



Special Edition Tractors

Recently, Zetor completed production of the first 1 Million of the firm's Range 1 units.

To celebrate this accomplishment, Zetor has produced a limited number of SPECIAL EDITION, 2- and 4-wheel drive tractors in the 3320 and 3340 models.

Zetor dealers will carry a number of these SPECIAL EDITION tractors, while supply lasts, which will include special optional features—such as shuttle-shift transmission or 4WD— at no extra cost (up to \$1,000 in added value).

The appearance of the tractors will be enhanced with distinctive features such as chrome muffler, red seat, and special markings.

It's Zetor's way of celebrating a business milestone 1 million units produced.

Zetor



Zetor Tractors • National Sales Office • Harrisburg, PA • 888-357-5105

Zetor Dealers

PENNSYLVANIA

Cambridge Springs	
Green Hill Farms	814-967-3223
Easton	
George V. Seiple & Sons	610-258-7146
Hickory	
Tom's Equipment, Inc	724-356-7300
Honesdale	
Dan's Repair Service	717-448-2009
Lynnport	
Kermit K. Kistler, Inc.	610-298-2011
Northumberland	
Northumberland Motors	717-473-9554
Pineville	
R & S Equipment Repair	215-598-3768
Reinholds	
Brumbach Paint & Home Center	717-336-7916
Reynoldsville	
Wilhelm Equipment	814-653-2959
Roxbury	
Holtry's Welding/Repair	717-532-7261
Somerset	
Lincoln Supply	814-443-1691

MARYLAND

Frederick	
D.W. Ogg Equipment	301-473-4250
Westminister	
D.W. Ogg Equipment #2	410-848-4585

NEW YORK

Addison	
Addison Farm Equipment	607-359-2234
Cherry Creek	
Rodgers & Sons, Equip. Rental	716-296-5278
Gouverneur	
Frontier Equipment	315-287-3632
Greenville	
Greenville Saw Service	518-966-4346
Nichols	
Middendorf Tractor & Repair	607-699-3847
Owasco	
Merrill C Badman	315-784-5520
Penn Yan	
Lakemor Equipment	315-536-6413
Pulaski	
Ranmar Tractor Supply	315-298-5109
Sherburne	
Sherburne Farm & Suplly	607-674-4387
South Wales	
Valley Sales & Equip. Rental	716-652-6085