

# Local Dealer Takes Farmers To Louisville Show

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With the technology, machinery and educational opportunities available at the National Farm Machinery Show in Louisville, it's not surprising that many of the farmers who made the journey are grateful for the opportunity provided by Hooper to experience the show in person.

"It's a good opportunity," Hetrick said of the show, "and it's great that Hooper makes all the arrangements. It makes it easy for us. Plus you get to travel with good people with the same interest you have."

"I think Hooper really appreciates their customers," said first-time visitor Matt Sowers of Mifflinburg. "I think the people

at Hooper understand what it is to farm and what it is to be in agriculture. That's why they're leaps and bounds ahead of everybody else when it comes to service. I think they do this out of a sense of appreciation."

"It says a lot for the company," agreed Dietrich, who was making his fourth trip to the show with Hooper. "They have the same values as we do and to have them put something like this together just makes you feel like you're part of their family."

And while most were still trying to absorb all they had seen at this year's show, it's a pretty safe bet that many will be returning to Louisville next year for the 36th annual National Farm Machinery Show.

# Leadership, Services Lead CAB Into 2000

WOOSTER, Ohio—New leadership and expanded producer services describe the Certified Angus Beef (CAB) Program's 21st year. Jim Riemann became the program's executive director in October, succeeding Louis M. "Mick" Colvin's 21-year reign.

Colvin started the program in 1978 with the idea of using reliable standards to determine beef quality. Since then, 11.5 million cattle earned the Certified Angus Beef label. In 1999 alone, about a half billion pounds (493 million) of this beef brand reached grocery stores and restaurants in the U.S. and 46 international locations.

"Angus producers deserve much credit for including consumer preferences in production decisions by using the Angus database and carcass merit EPD," Riemann said. "Consumers are recognizing the Certified Angus Beef brand stands for high quality. We need to intensify our efforts at helping retailers and restaurateurs present to consumers so it becomes a destination product." Fiscal 1999 marked the most cattle identified for the CAB Program, at about 9.5 million head, and the highest average carcass acceptance rate since the licensing of major packers, 20.4 percent. Its 493 million pounds sold marked an average of more than 25 percent growth over the last four years and more than 500 percent growth for the decade.

Future program growth will come from supply development steps toward vertical cooperation. The formation of the feeder-packer relations division spurred the opening of a satellite office in Manhattan, Kan., to facilitate the Feedlot Licensing Program. By Oct. 1, that division licensed 35 feedlots in 11 states with a one-time capacity of 460,000 head.

Some 84 percent of the 8,000 feed cattle enrolled the first year met visual requirements for Certified Angus Beef acceptance. At processing, carcass acceptance rates ran 5 percentage points ahead of the program's overall 20.4 percent mark.

That higher rate came from better identifying Angus-type cattle, and should climb as feedlots apply lessons from the division's commitment to quality seminars. These emphasize both proper product use and management for higher quality beef.

Progeny testing for carcass merit enjoyed another record year. The Carcass Data Collection and Analysis Service collected information on 17,619 progeny by Sept. 30, compared to 16,215 by that date in 1998. Sire-identified progeny testing climbed from 4,603 head in 1998 to 4,885. Certified Angus Beef acceptance also climbed a full percentage point for all progeny and two points for sire-identified cattle.

The percentage of sires in the 1999 Fall Sire Summary with actual or interim carcass EPDs hit a record 71 percent, well ahead of the 60 percent goal for 2002.

Looking at the program's overall impact, the international division increased the program's global span to include 459 restaurants and 495 retail stores. Food Service grew the licensed U.S. restaurant base to 2,800, and reported 56 percent of its 140 million pounds sold as end meats. Retail grew to sales of 279 million pounds through more than 3,500 U.S. licensees, including Albertson's 475 stores in 12 western states. Value-added products grew by one-third to approach 10 million pounds sold.

In-store displays, recipe cards, and promotions pointing out that "life can't have too much flavor" steered consumers to the Certified Angus Beef brand. In eight major metropolitan markets, coordinated advertising programs conveyed brand messages and the new, toll-free tip line at 1-877-2-EAT-CAB assisted 1,000 callers in the United States, Canada, Puerto Rico, U.S. Virgin Islands, and Mexico with information needs. A new Internet initiative led to the creation of a new Website for consumers, www.2eatcab.com, to be released in March 2000.

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- JD 175 loader, good, joy stick control. 717/445-6266.
- NH #8 forage wagon, 3 beaters, roof. NH #40 blower. Both VG condition. 610-593-5165.
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- White 2-105, enclosed cab, 2853 hrs, \$12,000 obo. Farmhand 6650 tub grinder, good cond, \$8500 obo. 814-259-3997
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- JD 4520, cab, very clean original tractor, no 3pt, \$5,900. 717-532-8926.
- NH 2000 baler. 14' field cultivator. 610-932-8999
- JD 2750 Tractor, Cab, 4x4, Hi-Lo; JD 245 Ldr 301-733-2195
- 1997 Shelbourne rentals, 24' stripper head, new style, used 1 year less than 500 acres, \$18,000. 410-374-9708
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- Case IH 7130 Magnum FWD, good clean tractor, runs great, coming soon, call. \$34,500. Zeisloff Eq. 800/919-3322.
- WANTED: Old motorcycles, minibikes, scooters, ATVs, etc. Private collector. 610-692-6079.
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- JD 4840, power shift, axle duals, excellent rubber, motor complete overhaul, AC changed to new Freon. Dino tested, 200 + H.P. 315-258-2879.
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- JD 4520 tractor w/cab, \$8000. JD 4020, cab, side console, PS, \$10,000. 814-334-5564
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