

Farm Show Promises

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tion and provide a total of 1,200 more parking spaces than before, Grumbine said.

Along with the usual shuttle parking offered by adjoining Harrisburg Area Community College, Farm Show staff is confident of being able to handle all visitors — including the weekend crowd, traditionally larger than on weekdays.

"We've got a system in place that functions," Grumbine said.

Historically, 15 to 20 percent of Farm Show visitors have come from outside Pennsylvania. This year will probably be no exception, according to Grumbine.

Pennsylvania Secretary of Agriculture Sam Hayes announced last week that the Farm Show recently won three international awards presented by the International Association of Fairs and Expositions.

"The Pennsylvania Farm Show showcases the very best of Pennsylvania agriculture," Hayes said. "Visitors can see the latest agriculture technologies and learn about Pennsylvania's agricultural traditions. All Pennsylvanians can feel proud

that our state Farm Show recently earned significant international recognition."

The Farm Show earned top awards in its division for best overall programs for both competitive and commercial agricultural exhibitors, and for best nonfair agricultural event.

"These international awards mark the most prestigious recognition ever bestowed on our show," Director Grumbine said.

This year, in addition to long-time Farm Show favorites including supreme champion livestock and dairy selections, junior market animal competitions, the sale of champions, butter and cheese sculptures, baking contests, livestock scholarship awards, and the sheep-to-shawl contest, the Farm Show features a lineup of new events. These include:

- A youth championship woodcarving contest
- Vegetable bread contest
- Market goats in the junior livestock sale
- An FFA farm equipment verbal presentation
- The appearance of world renown wildlife artist Gerald W. Putt

• A wreath contest in the craft show

- Honey product competitions
- A breast cancer exhibit
- 4-H centennial celebration.

A record \$315,000 in premiums are being offered to livestock and agricultural product exhibitors this year.

The Farm Show features more than 8,000 entries in about 31 departments, including some 5,000 head of livestock, and more than 325 commercial exhibitors.

Other highlights include 4-H and FFA exhibits, cooking demonstrations, a horticulture center, an interactive environmental exhibit, and a working milking parlor.

Food, a traditional favorite at the Farm Show, will be supplied in abundance by 11 commodity associations, featuring the tastes of Pennsylvania's finest ag products.

Poultry exhibits have been cancelled at this year's Farm Show because several cases of avian influenza were discovered in the state in December.

Farm Show events and features are detailed in numerous articles appearing in this issue of *Lancaster Farming*.

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New Holland Dairy Sale

New Holland Sales Stables
Report Supplied by Auction
Wednesday, December 19, 2001
206 DAIRY COWS, 234 HEIFERS,
13 BULLS. MARKET STRONGER
Prices per head
LOCAL FRESH COWS 825-1600, 10
head 1750-2075.
BETTER FRESH COWS 1750-1975
SPRINGERS: 885-1410.
UPSTATE LOADS: FRESH 1425-
2125.
CANADIAN LOADS: Fresh 725-
1975, one 2400.
DAIRY HEIFERS: LARGE 1600-
1910, 10 head 1800-1910.
SMALL HEIFERS: 1100-1510.

Early Press Time Notice


January 3, 2002

This issue of LANCASTER FARMING went to press early Thursday because of the Pennsylvania Farm Show. Several market reports are missing because of the New Year's holiday and the early press time.

REGISTERED HEIFERS. 1000-2000.
OPEN BREEDING AGE HEIFERS 910-1185.
SMALL OPEN HEIFERS: 435-850
BULLS: 325-820; PUREBRED 650-1100.
Herd dispersal 90 head in all stages sold 475-1475 few 1550-1625 per head.

Agriculture Insights

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THE FARM EXECUTIVE FOR THE 21ST CENTURY

To provide farmers and agribusiness managers the competitive edge in today's rapidly changing business world, The Lancaster Chamber will present the ninth annual Farm Business Management School featuring Dr. Danny Klinefelter, professor and extension economist at Texas A&M University, on Feb. 5-6.

Dr. Klinefelter will present a series of seminars on "The Farm Executive for the 21st Century." The commercial farmer in the 21st Century will have to be more than just a good manager and a top producer. He/she will have to operate more like a CEO.

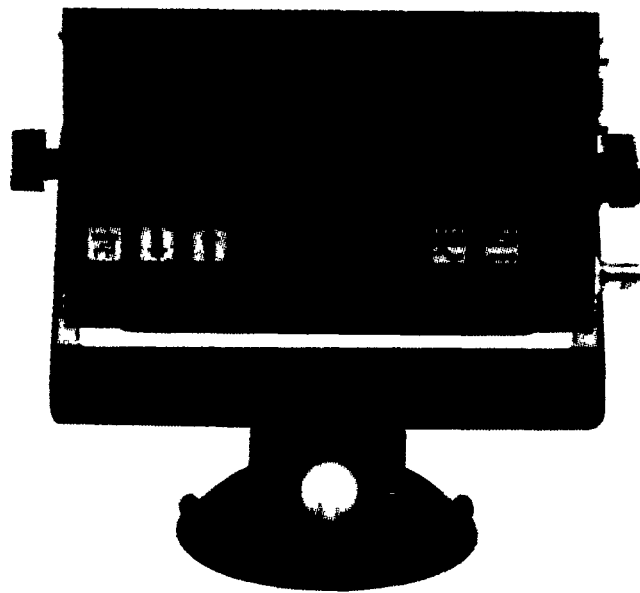
Based on a 10-year study of the participants in The Executive Program for Agriculture Producers (TEPAP), Dr. Klinefelter will discuss the attributes that separate the best from the rest.

Klinefelter specializes in agriculture finance and management development at Texas A&M University. He is also director of TEPAP, and co-director of the Texas A&M Family and Owner-Managed Business Program and the Texas Tech Agricultural Lending School. Roger C. Garber, Garber Farms, who attended the nationally recognized Executive Program, commented, "Professor Klinefelter will bring an opportunity for attendees to think outside the box. He will undoubtedly have many examples of what is working profitably for others in agriculture, and will bring a depth of knowledge that seminar attendees will be able to absorb and take home to apply to their respective organizations."

The first day of the Farm School on Feb. 5, from 9 a.m. to 4 p.m. at Leola Family Restaurant will focus on top producer strategies and best practices, value-added business plans, and attributes of successful family businesses. This segment will focus on these ideas and practices that many farmers could implement. When looking at the strategies and best practices of top producers, the most successful operators tend to be innovators. Many of their ideas and practices are drawn from things they have seen in businesses outside of agriculture and then adapted to fit their situation.

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