

Seminar Planned To Aid Producers In Marketing Decisions

ALLENTOWN (Lehigh Co.) — "Decisions — Crop Marketing And Price Risk" is the title of a daylong seminar to be conducted by Lehigh County Cooperative Extension Tuesday, Sept. 10, at the Days Inn and Conference Center, Routes 309 and 22, Allentown.

The program is sponsored by the Lehigh Valley Grain Marketing Club.

To inform farmers as well as agribusinesses in today's marketplace, John Berry, Lehigh County agricultural marketing agent, said they have assembled international leaders in the commodity marketing industry to present and discuss their views on what the future holds.

"The world's agricultural and food industry is expanding and remains in a constant state of change," Berry said. "Successful businesses and institutions must deal with rapidly shifting market conditions that are driven by international influences, technological innovations, policy shifts, weather conditions, emerging consumers and fluctuating consumer preferences. To continue succeeding in this environment, businesses must have access to reliable information and understand its use."

During this seminar, according to Berry, there will be discussions on identifying marketing goals, managing price risk, tracking global markets and industry changes, evaluating strategies to meet financial requirements and better management of the bottom line.

Featured speakers include experts from the Sparks Companies, Inc., a recognized world leader in broad based agricultural and commodity research, analysis and consulting. They include William J. DuBard Jr., crop marketing consultant, Sparks Producer Services, which is a consulting effort devoted to enhancing farmer returns primarily through the development of customized farm price risk management strategies and James D. Sullivan, vice president, who has more than 20 years of diversified experience in agribusiness consulting, economic, and commodity market research and food brokerage.

Sullivan's commodity background ranges from livestock to grains and corn sweeteners. He received his bachelor's and master's degrees from The Ohio State University and his doctorate from the University of Illinois, all in agricultural economics.

Presenting the weather and world agricultural output will be Albert Peterlin, founder and president of ERREx, Inc, a weather, water and crop-forecasting corporation. Peterlin has consulting contracts with major grain processing companies, and provides a daily weather and crop analysis titled, "Against the Grain" and on-air comments on weather and crop impact on the Illinois Farm Bureau Radio Network.

Space is limited and registration will be accepted on a first-come, first-served basis. The cost is \$40 per person and includes lunch, refreshments, and handouts. Registration material can be obtained by contacting John Berry, Penn State Cooperative Extension, at (610) 391-9840, or jwb15+Apsu.edu.

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Washington County Ag Expo To Feature Youth Projects

SHARPSBURG, Md. — The Washington County Ag Expo will take place Aug. 2-9 at the Washington County Agricultural Education Center, located on the Sharpsburg Pike, Rt. 65, seven miles south of Hagerstown, Md.

Exhibits and activities feature the 4-H/FFA youth of Washington County, including entries in home arts, horticulture and livestock. 4-H and FFA events include the 4-H cake auction at 6:30 p.m., on Aug. 2, and the 4-H fashion revue on Sunday, Aug. 4, at 4:30 p.m.

The fair opens on Friday, Aug. 2, with the Ag Expo queen contest at 5:30 p.m. followed by the youth talent contest, sponsored by Stacy Drake of WLTF, the town of Sharpsburg and Ag Expo. In the grandstand area, at the track, will be professional wrestling with the main feature, Demolition Ax at 7 p.m.

Saturday, Aug. 3, and Sunday, Aug. 4, will feature Twisted K Productions bull riding at 7:30 p.m. Along with the bull riding, there will be barrel racing, tough

man steer wrestling and a wild cow milking contest, in which teams of ranch hands try to get enough milk out of a beef cow in a paper cup to pour out in front of a judge. Also, there will be a best dressed cowgirl and cowboy competition. Twisted K Productions is sanctioned by the Southeastern Bull Riding Association and the United Bull Riders.

Sunday, August 4, will feature an antique car show by the Mason-Dixon Antique Automobile Club at 4 p.m. and the pedal tractor pull at 6 p.m.

Entertainment for Monday, Aug. 5, 7:30 p.m., will be a demolition derby. The Hagerstown Speedway, Inc. is coordinating and sponsoring trophies for this event.

An antique tractor pull and skidloader rodeo will be conducted by the Washington County Antique Tractor Club on Tuesday, Aug. 6, at 7:30 p.m. This event is open to anyone to participate, however, all drivers must be at least 16 years of age.

August 7 and 8 will find the Washington County tractor pull-

ers at the grandstand area for a tractor and truck pull beginning at 7 p.m.

Other activities planned during the week include the baby contest, barnyard Olympics, farm queen contest, the little farmer-farmerette contest, ice cream churning contest, the 4-H pretty animal parade and more.

The petting farm is a popular exhibit for children. Educational activities for children will be provided on Aug. 2-4 by the Maryland Cooperative Extension, Maryland Agriculture Council, Inc. and Ag Expo. The activities will be from 4-7 p.m. will supplies last.

On Friday, Aug. 2, learn about the food guide pyramid and make an "Ants on the Log" snack. Saturday, Aug. 3, will be about plants, flowers and trees with a stamping project.

The fair week will conclude with the 4-H/FFA market sale on Friday, Aug. 9, at 6 p.m. and a Gospel concert by "Praise" at 7 p.m.

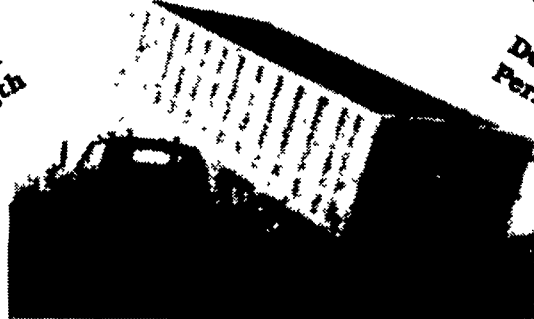
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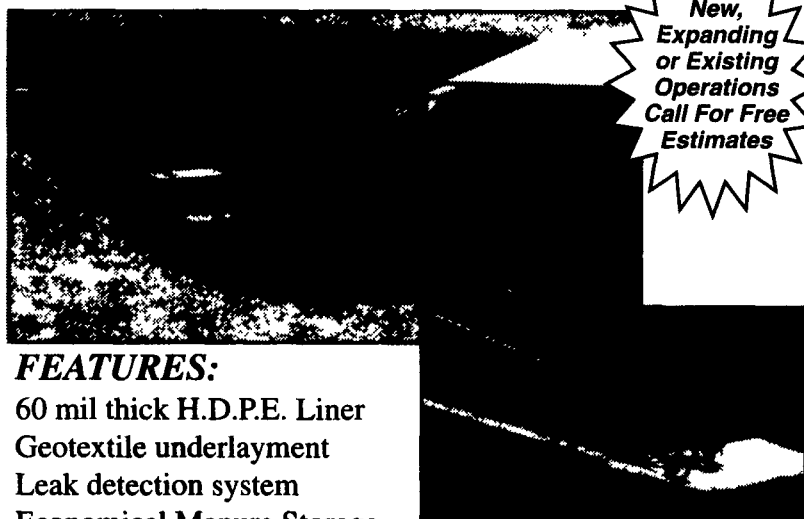
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