

Somerset County Dairy Producers Receive Price Information

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SOMERSET (Somerset Co.) —

Ken Bailey, professor at the Department of Ag Economics and Rural Sociology at Penn State University, didn't paint an overly optimistic picture for Somerset County dairy farmers during the recent Dairy Day here at the Oakhurst Tea Room near Somerset.

However, Bailey stressed that dairy farmers need to be on top of issues and pro-active when it comes to milk prices.

"This year's going to be rough economically. It may take more time to turn around for the dairy industry," said Bailey. "What's not going to work is sit around and wait. If you wait, you take what the market will give you."

Bailey served as the main speaker for this year's Dairy Day. His speech was entitled "Milk Outlook and Policy Changes: What Do the Price Supports and New Pricing Formulas Mean to You?"

According to Bailey, most of the market relies on supply and demand. He also related that other states are adding dairy herds in number. In the past year, the state of California has added 60,000 cows alone.

"If we lose 5,000 cows here in Pennsylvania, they more than make up for it in the West. However, there is still a demand for milk in the East," he said.

Miguel Saviroff, extension agent for Somerset County, helped to organize the event and also served as a speaker concerning Venezuela markets. Saviroff is originally from Venezuela. He believes the farmers received invaluable information for their businesses during Dairy Day.

"This is a very important workshop," said Saviroff. "Farmers can come to this event and learn about broad and specific topics, and this year we

are focusing on milk pricing and markets."

Jim Dunn, professor in the Department of Ag Economics and

Rural Sociology at Penn State, served as another guest speaker. Dunn has traveled extensively to other countries and studied the markets. His topic was "Corn Markets: Has the Basis Gone Bananas?"

"Obviously, there is a lot of uncertainty, and we are in a worldwide recession," said Dunn. "Dairy is very much tied to the world economy and much of the rest of agriculture is as well. We are talking about a world market. Not just corn and milk, it's other things, like copper, that is a world commodity, and some of the prices have gone down the drain."

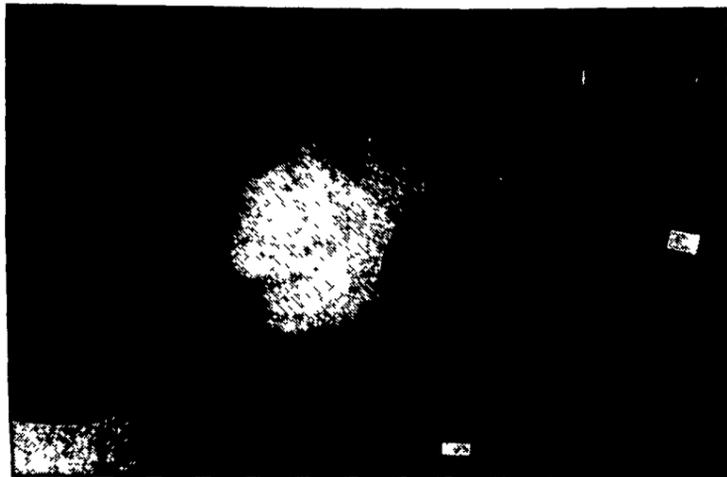
Dunn also discussed the North American Free Trade Agreement (NAFTA) and General Agree-

ment on Trades and Tariffs (GATT) agreements.

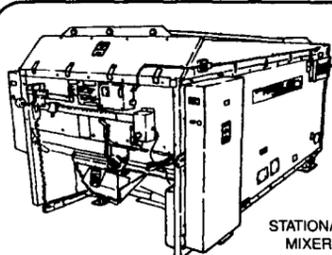
"Dairy is largely a domestic market, but it could become an international market. Corn and beans are on the international market," said Dunn.

Harold Shaulis, president of the Somerset County Farm Bureau, believes that Dairy Day served as an extension of the business.

"Farming is an educational practice," he said. "No matter how long you have been in business, you can always learn something else. We are going forward, not backward. It's a two-way street. Not only can we learn, but presenters can learn what's going on in the farming community at large."



Ken Bailey, who served as guest speaker for the Somerset County Dairy Day, recently at Oakhurst Tea Room near Somerset, shows milk pricing reports to, from left, Jim Dunn, also a professor at Penn State; Wendell Yoder, an Elk Lick Township dairy farmer; Harold Shaulis, president of the Somerset County Farm Bureau; and Miguel Saviroff, extension agent for Somerset County.



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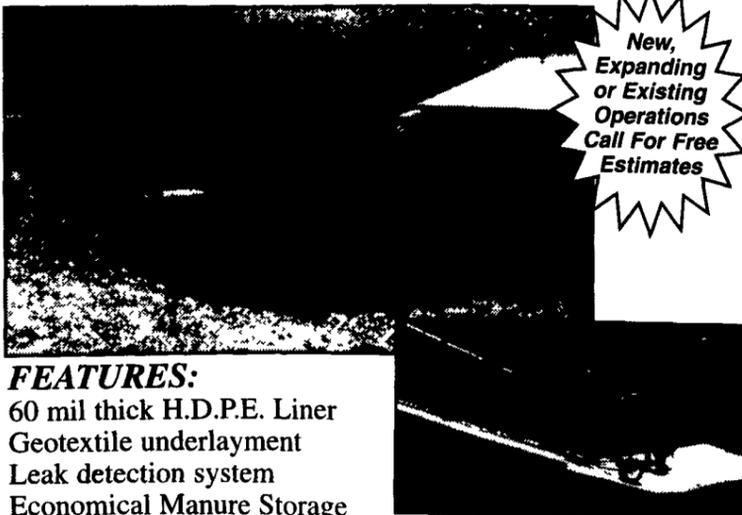
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