

## Western Cattlemen, Packer Have Unique Marketing, Sales System

Several cattlemen on the western border of Nevada have one of the most unique arrangements in existence for marketing their produce.

Louis Isola, owner of the Peoples Packing Co., Yerington, Nev., says "the bulk of our kill is choice beef and one of the biggest factors in getting the cattle to grade this high is how they were handled as calves. Too many cattlemen are forgetting this and it is costing them money." These statements are backed by a good many years of experience.

"We're killing about 16,000 head a year and prefer Herefords

to all other cattle. We have found they have uniformity of finish, they will kill at a lighter weight while maintaining top quality and without being wasty" Isola said. "We make it a practice not to kill our cattle until after we have the beef sold, therefore, our trade depends on a reputation for top quality Hereford cattle."

"As for crossbreds," Isola continued, "we have never found any advantage to feeding or killing them. There is a wide enough selection of weight and finish within the Hereford breed to make it impractical to go elsewhere. Also, the replacement

heifers from crossbreeding will almost certainly lack the uniformity we packers are looking for in our cattle."

One of the Hereford breeders who works closely with Louis Isola is Fred Dressler, Gardnerville, Nevada. Dressler runs about 1,600 Hereford cows.

His commercial herd consisted primarily of another breed until 1910 when he started using Hereford bulls. A purebred Hereford herd was started in 1919 and today is noted for its production of top quality serviceable range bulls.

In keeping with Isola's comments concerning care during calfood Dressler says, "we get our best results when we take a calf straight from his mother to the feedlot. We feel that it pays off in more uniform development and higher grading carcasses."

"You must keep a calf coming on its mother's milk and pasture, never letting it be without feed, then when it goes into the feedlots you won't have the set-back you will expect if you wean a calf over a period of time and then put him in the feedlot. After being kept on his mother's milk the calf must be placed on a good feed and progress maintained. The feed need not be a fast-finishing feed but it must have enough nutrients in it to keep him in a thrifty condition until he reaches the weight you desire. Then you can pour the feed to him and he'll finish quickly and produce the most desirable carcass."

"My theory," Dressler continued "is that an animal's entire body make-up changes when it is required to utilize a feed of poorer quality than that to which it has been accustomed. When the animal then is given a high quality finishing feed, it cannot be used properly, and a good deal of the food goes into outside fat instead of penetrating the red meat. The whole operation from birth to slaughter hinges on one basic rule; never lose progress and never stop making progress regardless how little."

"Our thousand pound steers have been dressing from 58 per cent to 62 per cent when we follow this procedure. The calf crops have been running about 90 per cent on our cow herd, which is culled primarily on a quality and production basis. Our heifers are culled following their first calf and we do it by simply shipping those with the poorest calves because we figure these to be poor milkers and in a operation like this the milk tells the story."

"We pick our bulls" Dressler continued, "that are probably a little on the big side, however, we like them deep bodied, good headed and equipped with a set of strong legs."

"We certainly could use some better prices to continue to balance our books and improve our ranches and cattle, however, if you are in this kind of business it gets into your blood and becomes a way of life you can never leave. Any true cattleman will tell you that."

### 45,666 Cases of Eggs

#### Bought by USDA

The U. S. Department of Agriculture reported purchases of 45,666 cases of large-size shell eggs last week to help stabilize producer prices. Purchases since buying started now total 263,664 cases.

Price ranges per dozen for purchases the week beginning March 11 by geographical regions and number of carlots (average of about 550 cases) for each region follow: Midwest 32.45 to 33.50 cents per dozen for 77 carlots, and Southwest 33.35 to 34.35 cents per dozen for 7 carlots. In making awards, consideration was given to area price variations in relation to transportation costs to outlets. In total, bids were received from 28 bidders who offered 91,032 cases.

Approximately \$457,000 of Section 32 funds will be expended for this week's purchases, with expenditures to date totaling \$2,684,000.

Delivery of the eggs purchased today will be during the week beginning March 25. They will be distributed for school lunch use.

## Tobacco Acres Same This Year As 1956 Crop

There will be no drop in the number of acres planted to Type 41 cigar filler tobacco in Lancaster County this year, according to a report from the U. S. Department of Agriculture. The department's estimates are based on March 1 reports from growers.

Approximately 30,000 acres were planted to tobacco last year producing a bumper crop estimated at 51 million pounds. The crop last year was upped by an average acre production of 200 pounds over the normal 1,500. If yields per acre are normal this year, it will mean that some 45 million pounds will be produced.

Earlier this year, many farmers had indicated an intention to cut acreages due to difficulties in selling the 1956 crop.

However, the market firmed after the Lancaster County Tobacco Cooperative offered to buy the remaining leaf.

It is felt by some buyers in the county that declining cigar sales, combined with reduced inventories and new production techniques will lower demand and

prices again this year.

For other Pennsylvania crops, the USDA reports that corn acreage is down four per cent from last year to 1,249,000 acres; oats, up three per cent to 829,000 acres, barley, down eight per cent to 219,000 acres, late summer and fall potatoes, down two per cent to 51,000 acres.

Nationally, the wheat crop is estimated at 800 million bushels and the corn crop at 2.9 billion bushels. This would be 197,207,000 bushels less wheat and 551,292,000 bushels less corn than was produced last year.



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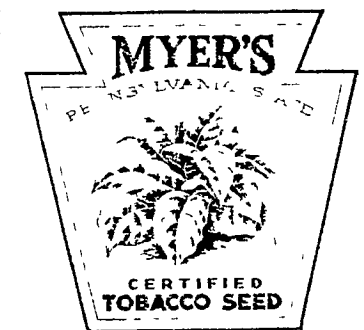
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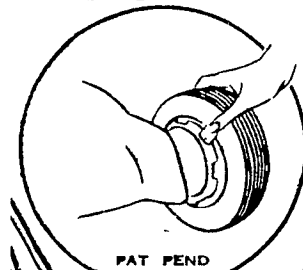


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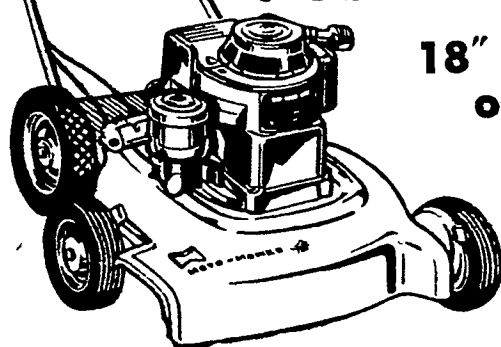
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