

● Heilbron

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 the market. In addition he has to know human nature well enough to be able to judge what kind of cattle a buyer will accept and what kind of a deal the seller will accept.

He has to keep abreast of the market trends on live cattle as well as dressed meat. "Today, the commission man

spends much more time and effort schooling the farmer to market at the appropriate time, whether the marketing be based on the weight and finish of his cattle or on the demand for the particular weight or finish of his cattle." Heilbron said.

For example, he said, "We steer certain cattle to a certain market. We would usually re-commend marketing very hea-

vy slaughter cattle before a Jewish feast day. The Kosher butchers will not usually buy the lighter weight steers, so we would recommend that a farmer sell his fat cattle at some other time if they were on the light side."

My ride with the livestock commission man started in the Lancaster Union Stockyards early Tuesday morning.

Monday is the big day at the

stockyards with most of the marketing of fat cattle done on that one day of the week. The pens are full and the packer buyers swarm over the yards to fill their orders for the day. A Monday "on the yards" is an education in itself, but the confusion and hub-bub is not conducive to very much talk-

ing about the job. All the talking is done to get the job accomplished on that day.

Very few of the fat cattle in the county are marketed through the yards on any other day, but I wanted to get a picture of the total job of the commission man. On Tuesday, some of the confusion of the previous day has died away and business in the yards takes on a more peaceful aspect. The buyers have gone and the commission man begins lining up fat cattle for the next week or working on deals with farmers to replace the cattle he has just sold. Most of the wheeling and dealing and argument over price — right down to the last quarter cent — will have to wait till next week.

First item of business for the livestock man on any day is checking "The Board" on the stockyards office wall. On this board the cattle receipts at the 12 major markets around the country are listed from teletype reports in the United States Department of Agriculture Market News Office.

Heilbron has learned from 17 years' experience that a light run in the 12 major markets will probably mean more call for cattle in Lancaster. Heavy runs in all the major terminals means that it is unlikely that any price increase is in store on that day, but this is not always the case. Heilbron also looked at the prices of dressed beef in Chicago and in New York. Live prices don't always follow trends in dressed beef, but it is one of the indicators the livestock broker uses.

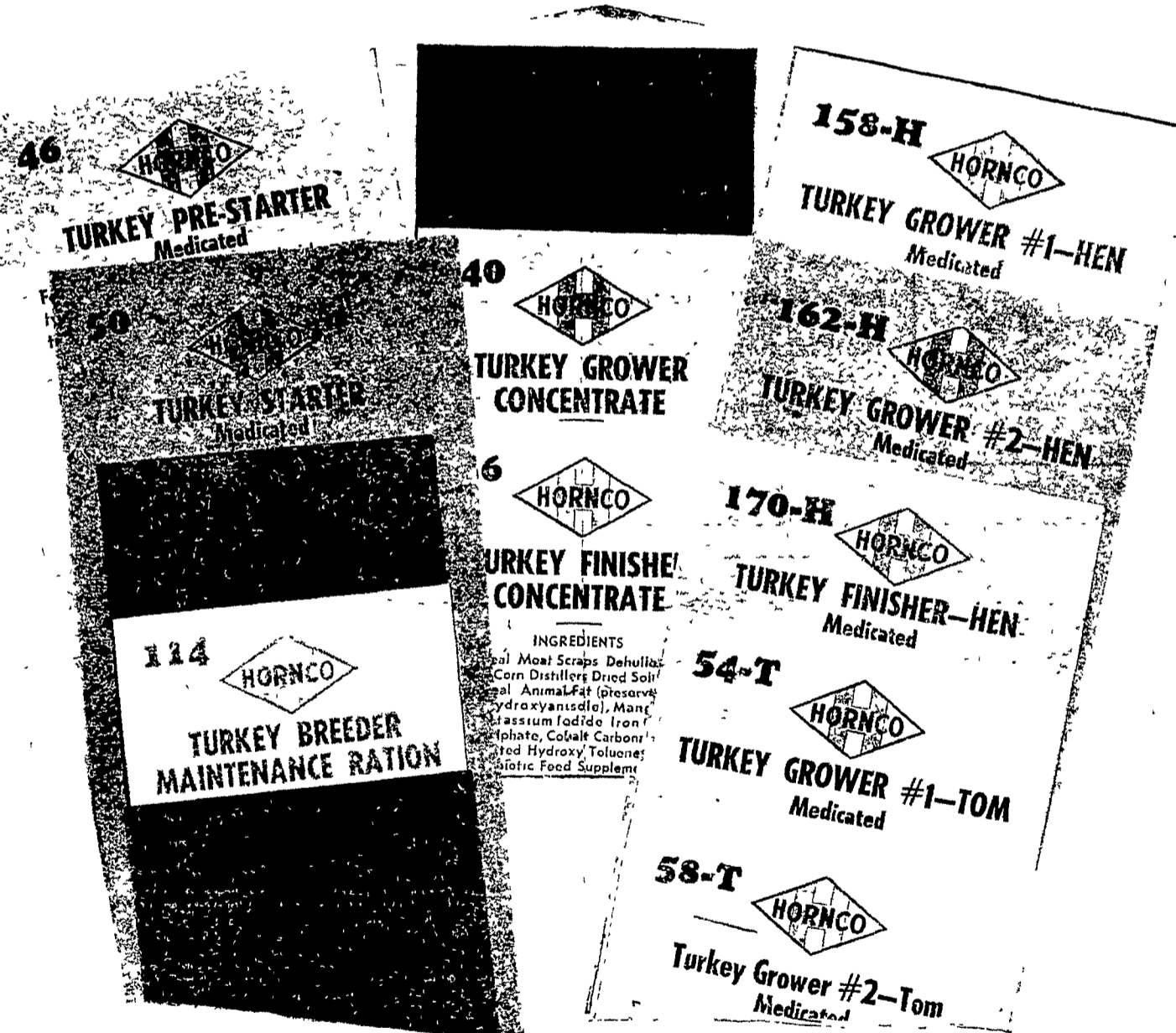
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