



THE FIRST ANIMAL TO BE SOLD THROUGH the new auction facilities at the Lancaster Union Stock Yards surveys part of the huge gallery of spectators on hand for the grand opening. At the upper right, near the scales, are the two auctioneers Norman Hart, Nottingham, and Tom Matthews, Hampstead, Md.

L. F. Photo.

● **Stock Yards**

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threws, Hampstead, Md. knocked down 1,800 head of cattle and calves during the first 10 hour trading day. The first animal, a 1,065 pound bull was consigned by Ammon Shelly, Lititz R2,

through A. O. Clark Co, commission firm, and purchased by Vernon Ranck's meat market of

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Lititz on a bid of \$30 per hundredweight.

Many of the persons seated in the 250 seat tiers could not see the first animals through the ring because all aisles were jammed with standees. How-

ever, most could see the auctioneers, clerk and scales dial which are on a balcony above the ring and opposite the gallery in the two-tiered concrete and steel structure.

President Campbell, in his dedicatory address, traced the history of the Lancaster yards from before the Civil War. He said private treaty trading has made Lancaster one of the top cattle markets of the nation for more than a century.

"However", he said, "in the past few years numerous stock yard companies, such as ours, have instituted the auction sale, which has become an increasingly popular method of buying and selling livestock.

"The board of directors of the Union Stock Yards, being aware of this trend, decided to do something about it," he continued.

He said the stockyard company is happy to be able to offer patrons a choice in the method of buying and selling,

Economic Enemies

At a luncheon for livestock men, press, farm and elected officials, Robert Heilbron, president of the Lancaster Livestock Exchange urged extension service personnel to recommend terminal marketing to livestock farmers.

"When a farmer asks you how should I sell my cattle tell them to do business with the men at the terminal markets, he said.

He said too much direct selling and "grade and yield" selling of livestock has done much

to destroy the market structure.

The place to get market information is at the market place, he said, "Farmers who go to packers can not expect to get the correct story because the packer is the economic enemy of the farmer," and added "His attitude is how cheap can I buy from the farmer."

He called terminal markets, "a form of insurance for the producer." He said more cooperation between the farmer and terminal market men may be able to pull the industry out of the worst and longest cattle glut since World War II "The terminal market is the answer to the huge surplus of livestock on hand that has to be marketed."

He told the group that farmers must learn to put more emphasis on both buying and selling of livestock.



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