

Pennsylvania Livestock Markets and Marketings

(Part I of a series of articles regarding Pennsylvania's livestock and meat industries. A Penn State report by H. Louis Moore, marketing specialist, and Julius F. Bauermann, food technologist.)

Marketings of livestock from Pennsylvania farms have not kept pace with the national average. Although cattle marketings in the Commonwealth have increased 31 per cent, Pennsylvania now markets only 1.2 per cent of the nation's cattle compared to 14 per cent in 1950. The State ranks 24th in cattle marketings, a drop from 20th position in 1950. Much of the State's growth has come from increased production of feeder cattle. Large marketings of cull dairy cows have maintained total cattle marketings at the current level.

Pennsylvania hog marketings since 1950 have ranged from a high of 708,000 in 1952 to a low of 479,000 in 1958. Today nearly 75 per cent of the nation's hogs are produced in eight Midwestern states. Areas outside the corn belt have reduced hog production. Pennsylvania ranks 19th in hog marketings but produces only about 0.7 per cent of the nation's hogs compared to 0.8 per cent in 1950.

Sheep and lamb marketings in Pennsylvania have increased 63 per cent since 1950, more than twice the national growth of 15 per cent. The State ranks 28th among states, and produces about 0.62 per cent of the nation's sheep and lambs. The sheep industry has been faced with problems of declining per capita consumption and increasing use of wool substitutes in recent years.

The continued movement of a large portion of the nation's slaughter capacity into the production areas of the Midwest reduces the opportunity for livestock production in the East. Pennsylvania's livestock producers are generally small and have problems in producing concentrated volumes of livestock of uniform quality.

Penna. Livestock Markets

Pennsylvania livestock producers use many kinds of markets in buying and selling their livestock. Livestock auctions, terminal markets, dealers, meat packers and special sales serve as markets for local livestock.

There has been no change in the number of livestock auctions since 1959. In 1963, 54 auctions sold 1.3 million head of livestock. This is an increase of 12.3 per cent since 1959. The lack of concentrated volume has restricted the growth of many markets.

The terminal market method of selling livestock has lost favor with some producers in recent years. The 1963 volume at Pennsylvania's largest terminal was 21.5 per cent below the 1959 volume. This drop occurred during a period of general expansion in livestock production.

While Pennsylvania livestock marketings increased about 15 per cent in the four-year period since 1959, the volume sold by terminals and livestock dealers has declined. Auction marketings grew only 12.3 per cent, compared to a growth of 15 per cent in total livestock marketings. We can conclude that marketings of live-

stock direct to packers in the State have increased at a rate even greater than 15 per cent.

How do farmers choose markets? Most farmers rank convenience ahead of highest selling price. Time involved in traveling to and from the market and location of the market are important factors of convenience. Smaller producers patronize local markets for reasons other than convenience. They generally have only a few head to sell, thus cannot afford to move stock a great distance to a better market.

As farmers become more specialized producers of livestock, however, there will be a greater break from some of the traditional methods of marketing.

About 3/4 of employees in America's factories, offices and stores are allowed time off for coffee breaks.

Holstein Sire Receives Silver Medal Award

Emperor Duke Archie is the latest Holstein sire to receive the Silver Medal Production award from the Holstein-Friesian Association of America. He is the seventh sire in the Atlantic Breeders Cooperative stud to earn this recognition for superior production transmitting ability.

"Archie" has 16 daughters with production records that average 17,071 lbs. milk, 3.71% test, and 633 lbs. butterfat. When compared with their dams' records to date, "Archie" daughters surpass them by 3,419 lbs. milk and 110 lbs. fat each. All records have been computed to the standard 305-days, twice daily milking, mature equivalent basis for comparison.

This sire was purchased from Charles D. Lowmes & Sons of Newtown, Pa., about one year ago and placed in service with the Southeastern Penna. Artificial Breeding Cooperative. Through merger with a sister organization sev-

4-H Field Day

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burg RD; Elaine and Nancy Stoltzfus, both daughters of Mr. and Mrs. Melvin Stoltzfus, Ronks R1; Linda Reed, daughter of Mr. and Mrs. Eugene Reed, Quarryville R3; and Judy Warfel, daughter of Mr. and Mrs. Charles Warfel, Conestoga R1.

In the junior contest the following young ladies will compete: Margaret Keith, daughter of Mr. and Mrs. Marvin Keith, Lititz R1; Jodie Atkins, daughter of Mr. and Mrs. Floyd Atkins, New Providence, R1; Judy Steffy, daughter of

ing Western Pennsylvania, he now is available to dairymen in this area through Atlantic Breeders Cooperative.

Mr. and Mrs. Earl Steffy, 15 Pleasant Drive, Lancaster, Christine Rutt, daughter of Mr. and Mrs. Wilmer Rutt, 509 E. Main St., New Holland, and Sandra Fryer, daughter of Mr. and Mrs. Robert Fryer, Paradise R1.

Manor Young Farmers To Meet Tuesday

The Manor Young Farmers will hold a meeting on Tuesday, July 14, at 8:00 p.m. in the Penn Manor High School. The topic will be "Is Haylage the Answer?" The speaker will be Mr. T. A. Herman from the Milton Hershey Farms. He will tell of experiments and research tests that have been made on haylage and also show slides and testing data.

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