

## Retailing Bull Beef

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factor, Bowman feels, in producing lean choice-quality cuts. "If a housewife buys a tough cut of meat at the supermarket, she only ruins one meal. If I'd sell her a tough carcass, she'd be mad at me for ruining her whole year. I can't afford to sell tough beef. That's why I finish all my bulls on grain."

In his first year of part-time operation, Bowman sold six head. Now he averages around 150 head a year, and it's a full-time operation for one man. Bowman's 17-year old son also helps out with the chores. The operation is at the point where Bowman feels he's got to make a decision on whether or not to expand enough for his son to get into the business after he graduates from high school.

Bowman follows a fairly standard program in getting his bulls to market weight. He buys Virginia feeders at 300-400 pounds, takes them up to 700 pounds on silage, and finishes them to 1000-1200 pounds on grain corn.

In his barns now, Bowman is rearing Angus, Hereford, Holstein, Charolais and crossbred bulls, including some Brahma crosses. Part of the reason for having this mixture is that some customers ask for a particular breed. Bowman also likes to experiment with the profitability of each breed. As for raising bulls, Bowman says he hasn't experienced any more problems than he might expect from a herd of steers.

When he started the operation, Bowman owned only nine acres, the same acreage he owns today. He rents another 47 acres, on which he grows part of his grain and silage requirements. In a typical year, he might grow enough feed to see him through about seven months. When he runs out of feed, he buys from a mill.

Asked if he'd like to rent another 50 acres or so to grow more of his own feed, Bowman replied that he didn't feel the economics of buying feed were that much against him. "When you figure that you've got to buy seed, you've got to plant, spray, harvest and store, and add those expenses to taxes if you own the land and rent if you don't, I don't

think I'd be that much farther ahead by growing all my own feed."

One problem that Bowman feels might intensify is getting a butcher who'll process the animals for his customers. The slaughtering must be done in a federally inspected shop. New, tougher meat inspection regulations have driven some small butchers out of business. Many of the butchers who are left are unwilling to take on the extra burden of cutting up sides of beef for Bowman's customers. Right now, there are two butchers who handle all Bowman's work, about four bulls a week. The arrangement seems to be working out to the satisfaction of all concerned, but conditions could change overnight.

Raising beef for today's market is an occupation that has its share of problem. Lately, meat boycotts and the threat of government control have been added to soaring feed prices, environmental regulations and the ups and downs of an ever fickle market. Clyde Bowman has insulated himself from some of these problems. He's especially made himself less vulnerable to volatile marketing situations, and he feels this is one of the best reasons for conducting business the way he does.

## F&H

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annually in the form of educational scholarships. In addition, funds from the foundation treasury are being used to finance the scholarship program.

All senior guidance counselors throughout the county's school districts are being informed of these scholarships.

Interested high schools are urged to contact their Senior Guidance Counselor for details and an application blank. Additional information is also available from M.M. Smith, Chairman of the Scholarship Committee, 1383 Arcadia Road, Lancaster, Pennsylvania 17601. (394-6851) Application forms must be forwarded by May 1, 1973.

## In the Kitchen

### BRISKET AND SPROUTS

3 lbs. fresh beef brisket  
2 tbsps. salad oil  
1 large onion, sliced  
2 tps. salt  
¼ tsp. pepper  
¼ cups water  
2 pkgs. frozen Brussels sprouts (10-oz. each)  
1 tbsp. flour

In Dutch oven brown beef on all sides in oil. Remove meat and drain off fat. Add onion to pan, cook 1 minute then return the brisket. Add salt, pepper and 1 cup of water. Cover and simmer 3½ hours. Remove meat, add sprouts and cook 5 minutes. Mix flour with ¼-cup water and stir into pan. Boil 1 minute. Serve sprouts and gravy with brisket.

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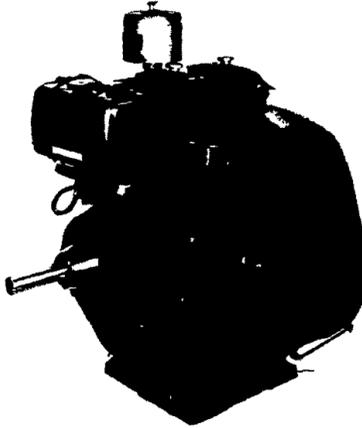
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