

Mail Box Market

For Sale - New 1/2" 4 x 8 sheets exterior plywood, \$5.50 per sheet. Harry Reiff, 101 Glenbrook Rd., Leola, Pa. Phone 656-9548

For Sale - HO gauge car racing set, 23 pieces, everything but cars, like new; HO gauge train track, 21 ft. track on plywood, everything but cars, good condition; dressed broilers. Phone 354-7164

For Sale - Fox Terrier pups. Call Mervin Weaver, 215-445-6067

For Sale - New Idea No. 12A Manure spreader, also Minnick tobacco press, both in good shape. Isaac S. Fisher, Gordonville, Pa., mile west on N. Soudersburg Road.

For Sale - Corn fed Angus steers ready to butcher, weigh 950 to 1300 lbs. Can arrange for butchering and sale by the halves. Sam Beiler, 200 Maple Ave., Bird-in-Hand, Pa.

For Sale - 12 pigs, Yorkshire and Landrace Cross, about 40 lbs.; also 5 Yorkshires, about 60 lbs. Phone 665-6149

For Sale - 2-16" 6.50 snow tires on 6 lug Chev. pickup wheels \$30.00. Phone 354-9368

For Sale - Good quality corn fodder. Phone 285-5583

For Sale - 16 mo. old registered Holstein bull, Bootmaker's Son. Phone 215-932-8736

Custom Work

Cold Storage Insulation. Fruits - Vegetables. SPRAYED ON URETHANE FOAM. Ideal for temperature and humidity control. Continuous coating - no seams - no adhesive. For free estimate call Conestoga Chemicals & Plastics, Inc. 397-3724. After 5:00 P.M. call 872-2233.

Save money - Breed your own cows. Call 717-354-5181 for more information.

Real Estate

For Rent - Dairy farm 210 acres near Penn State University, Modern barn, house. Phone 814-383-2771 after 5 P.M. Elmer Confer, RD2, Bellefonte, Pa. 16823

Wants to Buy - Farm Properties with development potential. 30 acres to several hundred acres. Howard Goss, Office 761-6113. Home 737-2234.

Miscellaneous

4 aerial ladders 40 to 85 ft. reach on 1962 and 1963 trucks for farm painting etc. 1963 Ford truck, cab and chassis, 18 ft. wheel base, perfect condition. Phone 786-2061

WOOD SHAVINGS. Ideal for work-ways and bedding. \$12 per ton Can be delivered in bulk loads of 10-12 tons. Less expensive than straw or tanbark. Contact Bob Geist at Leola Supply Co. Inc. Ph. 717-656-6811.

For Sale - Seasoned Oak firewood stove or fireplace length, Also Muscovy ducks, alive or dressed. Joel K. Zook, Quarryville RD3, Pa.

For Sale - Platform on casters 7' x 2' x 16' high, with or without riggers only \$75.00. Call 397-3724 or after 5 P.M. 872-2233 for inspection.

Cash For Pups
I need Purebred and extra cute mixed breeds in litter lots, 7 to 10 week old. Must be clean and healthy. Contact Pup Man at Root's Farmers Market, RD1 Manheim, Pa. Every Tuesday 4 P.M. to 8 P.M. No Phone Calls.

Need Money? I will buy old furniture, lots of household items, glassware, bric-a-brac, etc. Get some stuff together and call Ed 215-593-5594

Christmas trees cheap. Cut or dig your own. Spruce, Pine, Fir, Arborvitae. Call 394-3663 after 6 P.M.

Food

CUSTOM BUTCHERING
We can dress, cut and wrap your beef or hog to your specifications, ready for your freezer. Old fashioned pudding and scrapple, woodsmoked sausage and dry beef, etc.
Open weekdays 7 A.M. 8 P.M. Sat. to 4 P.M.
Located 2 miles northwest of Leola, Snake Hill Road. Emmanuel and Daniel Z. Stoltzfus, Box 233, Bird-in-Hand, Pa.

Organic Beef and Pork, custom raised for home butchering. Direct from Chester Co. farmer. No middleman, reasonable terms. Call Elverson 215-286-5440 or Philadelphia MO7-5329

Real Estate

Wanted to Rent - Dairy farm with 50 to 75 cows on 50-50 basis. Can furnish equipment. Phone 215-932-4719

Livestock For Sale

Duroc registered breeding stock and crossbred gilts for sale. Production tested and top quality bloodlines. Our herd produced champions at both the '73 State Fall Sale and '73 Keystone International Dutch Valley Farm, RD3, Manheim, Pa. Phone 717-665-6220

Livestock For Sale

Purebred Yorkshire boars, bred gilts and open gilts, carcass championship bloodlines. Willow Glen Farm, RD2 Strasburg, Pa. PH. Ac 717-786-2562

For Sale - 4 female and 3 male Eskimo Purebred pups. John L. Beiler, Christiana RD1, 17509, 1/2 mile east of Andrews Bridge

Livestock For Sale

For Sale - 55 head of 400 lb Holstein feeder steers ready for feed lot on Dec. 15. Call 362-9203 Donald Engle, Elizabethville R D 1, Penna. 17023

Hampshire and Yorkshire Service Age Boars and Bred Gilts. Contact John Strawbridge, Stewartstown, Pa. 17363, Phone 301-996-2022

SPF origin Hybrids bred to meet demand of commercial producer. Excellent litter size and growth rate. Final cross is four-way cross which adds vigor and carcass quality. Jet Age Swine Breeders, Inc., John Alleman Manager 717-768-8378.

Wanted - Registered and Grade Holstein Heifers or sound cows which will calf within 8 weeks. **J. B. KELLER & BRO.** Mount Joy, Pa. 17552 Phone 717-653-4591

Yorkshire service age boars - Unrelated bloodlines. Delivery Available.

LEON L. ARNOLD Lebanon, Pa. 17042 Ph: 717-273-5880

For Sale - Horned Hereford range bulls. Write or Call Lauxmont Farms, RD1, Wrightsville, Pa. Phone 717-252-1525

For Sale - 12 feeder Hereford steers, 350-500 lbs. January 3rd delivery. Phone 215-388-6119

Wants to Buy - Red & White Holstein Calves. Kenneth D. Myer, RD3, Elizabethtown, Pa. Phone 717-367-3344.

Need Extra Income? Raise hogs on contract. Phone 717-442-4632 daytime

income. Then he advised feeding more efficient cattle to finish on the high market early next year.

Hershey said that if beef producers could begin marketing their animals the way hogs are marketed, that is, sell them as soon as they're ready for market, then a lot of the uncertainty would vanish from the beef market. "Although I've been seeing more and more fat hogs lately, so maybe they're not doing what they should be doing either," he added.

On the future of yield grading, McCoy said he doesn't necessarily think that's the best route for the industry, but admitted that it might be here to stay. "We've got to face the fact that lean animals are more saleable," he said, "and we've got to produce for a market"

Long Term Outlook

(Continued From Page 1)
education professor from Penn State

McCoy was first on the speaker's dais. He cited many reasons for the current turmoil in the beef market. Changing diets, changing consumer preferences, the seven-year cattle cycle and misleading government reports all had a hand in knocking beef off its short-lived 60-cent throne of this past summer.

"Today's housewife doesn't know what a good piece of meat is," McCoy told the group, "and that's a blow to the cattleman who takes pride in finishing his animals to prime condition. Consumers want lean meat today. The leaner the better. That's why you've got Holsteins sometimes bringing almost as much as prime steers."

Another problem with today's consumer, McCoy said, is that she's no longer buying the big, slow-cooking roasts of yore, she wants cuts that cook quickly for smaller families.

On the subject of government reports, McCoy said that the U.S. Department of Agriculture's 1972 on-feed reports had been misleading at best. He added that any cattleman who relies exclusively on government reports for his planning does so at his own peril.

He also scored government intervention in the market place and the price freeze on beef. "Ceilings were imposed on wholesale and retail prices, so farmers began holding back in the hopes of getting higher prices after the freeze went off," McCoy said. "Live prices, which weren't frozen, went up because the supply wasn't there. The larger packers were caught in a locked-in loss position. We found Canadian buyers setting our market, because imported beef prices weren't being controlled. Canadians were coming to our

auctions, shipping the live cattle across the border, slaughtering them and shipping the meat back here where they were able to get top dollar for it."

On the bright side, McCoy sees an increasing world-wide demand for high-quality protein, which means more sales for American beefmen.

Abe Diffenbach echoed McCoy's prediction about beef sales overseas, and added that he felt domestic consumption would go up, too. Diffenbach added, though, that cattlemen should start thinking about growing leaner breeds, like the Chianina, to meet changing market demands.

Items in favor of the local beef producer, according to Ken Hershey are the area's closeness to major metropolitan areas, the many small butchers here and the family farm operations which provide most of their own feed and labor. Hershey also cited the three local livestock auctions, which, he feels, give the producer every advantage they can when he's ready to sell.

The marketing trio fielded a number of questions from the floor, including the outlook for American beef in the world market. Both McCoy and Diffenbach feel that overseas markets, particularly Japan and Western Europe, can be good markets for American beef if trade barriers are kept to a minimum. Australia and Argentina aren't seen as serious threats on the world market. Hershey said dollar devaluations have made U.S. beef much more competitive, and McCoy added that transportation is a problem in both countries, and it's very hard for Argentine producers and packers to induce foreign capital into that country.

"Should we sell now or hold on?" one farmer asked the group. McCoy said it might be better to clear the fat cattle out of the feedlots, sell them at a loss and deduct the loss from this year's

Farm Trends (Continued From Page 1)

Harrisburg, Pa. 17120.

World Agricultural Output Up

World agricultural production (excluding communist Asia) rose about 6 percent to a record high in 1973, recovering from the poor harvest of 1972. Improved weather was mainly responsible, and the Asian monsoon was particularly favorable. Production rose notably in the United States, Canada, the USSR, India, Latin America, and Oceania.

World food production (excluding communist Asia) rose to a new high in 1973, and per capita output of food equaled the record high of 1971. Total production rose about equally in the developed and less developed countries. However, because population increased much faster in the less developed countries, they had smaller increases in per capita food production.

Prices rose sharply for all agricultural commodities in international trade. Prices of soybean meal led the rise, with the U.S. export value doubling. Prices of soybeans, wheat, feed grains, rice, inedible tallow, and cattle hides also rose sharply. The price index for U.S. agricultural imports rose only about half as fast as that for exports. Stocks depletions made prices more sensitive to production developments and resulted in greatly increased forward buying of commodities.

The realignment of the U.S. dollar, rapid economic growth in the developed countries, and strengthening of the foreign exchange reserve positions of a number of less developed countries have generally boosted the demand for U.S. agricultural commodities

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FRIDAY EVENING, DECEMBER 21 at 8:00 PM

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