## Pork Meet

47 to 49 percent gets "3", and anything lower gets a "4". These percentages are actually dressing percentages, Sparlin commented, and include the ham, loin, shoulder, picnic and Boston butt, but not the sides. Muscling quality is also judged on a sliding A-B-C-D scale.

Hogmen who want to market through PFA must contact Sparlin two days ahead of time, to tell him they've got a load of grade and yield hogs. The packer figures his price on the average of the prices paid in Peoria, Chicago and St. Louis the day before the hogs are delivered. If the hogs grade high, the producer gets a bonus.

Mark Nestleroth, a Manheim hog breeder, told the group he sells all his market animals on a grade and yield basis. "I do it because I get more money," he said. "My hogs grade 85 to 90 percent B1. I like grade and yield because it helps me know what kind of hogs I'm sending to the packer."

Sparlin emphasized Nestleroth's comments, saying that the industry had to make improvements in every area of hog marketing and growing.

Also on the program was an explanation of hog contracting by Paul Gehman of Gehman's Feed Mill in Denver. Gehman told the group that his company is the largest hog contracting firm in the area, with some 9000 animals out on feed. Contractees get a \$2 guarantee on all marketable hogs plus at least 50 percent of the profit, Gehman said. They favor farmers with environmentally controlled buildings, and don't like operations where some hogs are contracted and some are owned by the farmer.

"That doesn't work too well, we've found," Gehman said. "Disease is a problem, and there's always a chance that some of our feed is going to find its way into the farmer's own

One of Gehman's farmers, Monroe Good, was at the meeting to tell why he liked the idea of contracting. "I'm basically a dairyman," he told the group. "Hogs are a secondary income for me. I like contracting because it gives me a little insurance. I know I'm going to make some money, at least. It saves me time, too, because I don't have to hunt the feeder pigs to fill up my pens. And I don't have to borrow money at 8 percent to pay for my pigs and feed."

Gehman told the farmers that their contractees paid the same price for feed that other farmers paid. The only difference in feed prices was that a quantity discount was not given to contractees.

On the subject of the hog market in the next six months, Sparlin said pork producers would have to contend with the high cost of feed in the coming months, and big question marks in the cattle market. Another big question, he noted, was the number of feeder pigs produced in the last two

"There's been no increase to speak of in the Midwestern hog operations. This could tighten supplies, so I think the next six months looks pretty good."

Gehman pointed out that in 1966, growers were netting about \$6 to \$7 per head. Today, they're netting about the same, but they now have twice as much money tied up in their operations. The feedman also said that corn prices could go up to \$3.40 per bushel in the near future.

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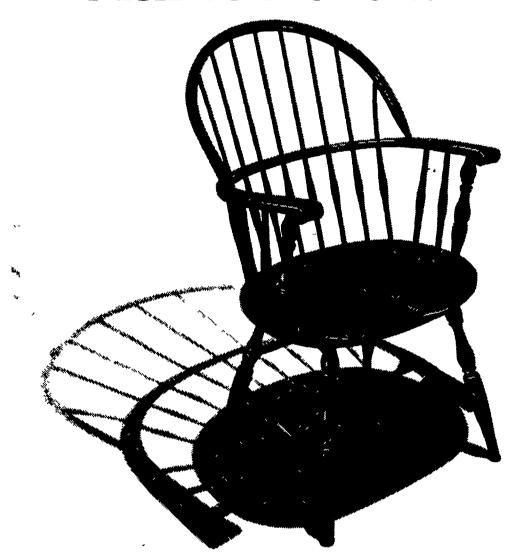
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