

Livestock market and auction news

Martinsburg Auction

Martinsburg, Pa.
Monday, January 19
 Report supplied by auction
CATTLE 175 Compared with last Monday's market, Choice slaughter steers 63 00-64 50, Good 60 00-63 00, Standard 55 00-58 00, Utility 45 00-54 00 Good slaughter heifers 58 00-61 00, Standard 55 00-57 00, Utility 43 00-50 00 Utility & Commercial slaughter cows 46 00-50 00, Cutters 43 00-45 00, Canner & Low Cutter 40 00-42 50, Shells down to 35 00 Good slaughter bullocks 55 00-60 00, Standard 55 00-58 00, Utility 45 00-51 00 Yield Grade #1 slaughter bulls 58 00-62 50; yield grade #2 52 00-58 00
CALVES 321 Choice vealers 105 00-110 00, Good 95 00-100 00, Standard & Good 90-110 lbs 65 00-72 00, 70-90 lbs 58 00-60 00, Utility 55-100 lbs 50 00-57 00 Farm calves, holstein bulls 90-120 lbs 95 00-112 00, holstein heifers 85-130 lbs 90 00-172 50
HOGS 406 US No 1-2 200-240 lbs barrows & gilts 43 00-45 00, No 1-3 200-250 lbs 42 00-43 00, No 2-3 260-270 lbs 40 50-42 00, No 1-3 130-185 lbs 31 00-40 00 US No 1-3 300-500 lbs sows 40 00-43 00, No 2-3 300-650 lbs 35 00-40 00 Boars 30 00-37 00
FEEDER PIGS 77 US No 1-3 20-35 lbs feeder pigs 7 00-17 00 per head, No. 1-3 35-50 lbs 17 00-25 50 per head
SHEEP 0. No sales on offer

Belleville Auction

Belleville, Pa.
Wednesday, January 14
 Report supplied by PDA
CATTLE 105 Compared with last Wednesday's market, slaughter cows \$1 50 higher One Choice slaughter steer at 62 85, few Standard 52 00-57 00 One Good slaughter heifer at 58 00 Utility & Commercial slaughter cows 42 50-46 00, couple 47 85, Cutters 41 50-44 75, Canner & Low Cutter 37 50-41 50 Yield Grade #1 950-1900 lbs slaughter bulls 45 10-56 00, one at 59 60
CALVES 143 Couple Choice vealers 94 50 and 95 50, few Good 72 00-80 00, Standard & Good 70-100 lbs 53 00-61 00 Farm calves, holstein bulls 85-130 lbs 70 00-108 00
HOGS 362 Barrows & gilts \$1 75 to \$2 25 lower US No 1-2 200-245 lbs barrows & gilts 44 10-44 85, lot 45 00, No 1-3 200-250 lbs 42 75-44 25, No 1-3 170-180 lbs 33 00-36 00 US No 1-3 350-650 lbs sows 37 00-41 00, couple 41 75, few No 2-3 300-600 lbs 33 75-36 00 Boars 28 00-33 25
FEEDER PIGS 486 US No 1-3 20-35 lbs feeder pigs 10 00-21 00 per head, No 1-3 35-50 lbs 16 00-25 00, No 1-3 60-75 lbs 26 50-32 00, Utility 20-40 lbs 6 50-12 00 per head
SHEEP 34 Choice 80-105 lbs wooled slaughter lambs 54 00-58 00, few Good 70-100 lbs 49 50-51 00, few Utility 60-80 lbs 44 00-49 00
HOLSTEIN DAIRY COWS \$670 and \$1150

Four State Livestock

Hagerstown, Md.
Wednesday, January 14
 Report supplied by auction
SLAUGHTER Fed Steers steady prices Choice 61 00-63 00, Good 56 00-60 00, Medium 55 00 Down Heifers Choice 59 00-62 00, Good 53 00-58 00, Medium 52 00 Down Cows Good run, \$1 00 higher High Yield 46 50-48 75, Average 43 00-46 00, Big Middle 38 00-42 00, Fatty Hef 36 00-38 00, Shelly 41 00 Down Fat Bulls \$1 50 higher Good 57 00-59 60, Medium 52 00-56 00 Veal Calves Steady to \$1 00 lower Choice 98 00-100 00, Good 90 00-97 00, Medium 75 00-89 00, Farm Hfns to 125 00, Farm Bulls to 83 00, Light & Weak 57 00 Down
STOCKER Steers 300-550 lbs Very active, \$1 00 higher Choice 69 00-72 00, Good 64 00-68 00, Medium 59 00-63 00, Culls 58 00 Down Steers 600-850 lbs Choice

64 00-68 00, Good 58 00-63 00, Medium 57 00 Down Heifers (All Weights) Choice 58 00-63 00, Good 53 00-57 00, Medium 52 00 Down Bulls Choice 69 00-74 50, Good 60 00-68 00, Medium 59 00 Down Springing Heifers to \$1200 00 Pigs, Hd 20-30 lbs 8 00-19 00, 40-60 lbs 20 00-27 00 Shoats by Lb to 40 00 Slaughter Hogs \$2 00 under last week 210-230 lbs 42 10-43 25, 240-260 lbs 41 75-42 85, 190-205 lbs 38 75-41 00 Sows 300-475 lbs 35 00-39 50

trade and a 12 00-15 00 price spread between YG 3 and 4's Receipts this week were about 3800 compared to 4574 a week ago and 3354 a year ago
SLAUGHTER STEERS Choice, few Prime 2-4 950-1075 lbs 61 00-63 00, closing 61 00-62 00 Load 1200 lbs 60 00 YG 3-4 59 00-61 00 late Few lots and part loads 4-5 54 00-57 00 Mixed Good and Choice 2-3 850-1000 lbs 58 00-60 00 Good 57 00-59 00
COWS Utility and Commercial 2-3 39 00-42 00, few 43 00 Monday Cutter 37 00-40 00 Canner and Low Cutter 32 00-37 00
BULLS YG 1-2 1000-1900 lbs 46 00-56 00, majority 48 00-53 00

Peoria Cattle

Thursday, January 22
 Report supplied by USDA
 51 weekly cattle summary Compared to last week Slaughter Steers were 100-2 00 lower Heifers 50-150 lower Cows 200 to mostly 3 00 lower Bulls steady Trade on Slaughter Steers and Heifers slow with buyers very selective in response to a lower dressed

HAY AUCTION EVERY FRIDAY - 1:30 P.M. HORSE AUCTION - 7:30 P.M. BEIL'S SALES

1 Mi. North of York Springs on Rt. 15
 717-334-7224, David W. Martin

Why should you sow Hoffman Formulas?

WE ASKED DICK DERR, MANAGER OF HOFFMAN QUALITY CONTROL



Dick Derr Manager of Quality Control for Hoffman Seeds, Inc.

- Q. What's so special about Hoffman Formulas?**
A. They're "special" because we put special seed into them We select high-yielding, winter hardy alfalfas with proven Eastern performance. Vigorous, clean seed with broad disease resistance We match maturities of legumes and grasses We want customers to grow superior crops, and thus build repeat business
- Q. What's the most important thing that goes into Hoffman Formulas?**
A. Our most important ingredient could be "experience" Hoffman was the first seed company to offer a comprehensive program of specialized legume/grass formulas for the Northeast That was in 1963. We've learned many things since that time — things competitors now moving into this field have yet to learn
- Q. Whose experience are you talking about?**
A. Hoffman's 80-year experience My experience in the laboratory and in the field. I've been in this business for over 30 years So has Elmer Applegate, who arranges for our seed The men who blend and inoculate Formulas are long time Hoffman employees with plenty of know how The experience of Hoffman Seed Men is important, too, in recommending the right Formulas for your situation We know what we are doing
- Q. How does this experience help Hoffman customers?**
A. They are buying up-to-date formulations that we know from experience will do a good job for them Every year we ask ourselves, "How can we make Formulas better next year?" Each Formula is reviewed What was learned in the past year is plugged into each decision Slowly but surely we strengthen the formulations The net result is a steady upgrading of performance year after year
- Q. How do you know your Formulas do a good job?**
A. Because I go out and personally check field results on farms In widely scattered areas with the customer along I listen to the customers get to know what they like and what they don't like Their opinions, plus reports from our sales force, help shape the next year's formulating decisions

- Q. Why don't you tell what varieties you use?**
A. Because we put a lot of time and effort into testing and developing our own superior lineup of Formulas We don't want to make it too easy for competitors to catch up We know we're putting the seed that we should into Hoffman Formulas Our sales force knows they perform well Customers recognize this, too, and are telling their friends
- Q. Are sales of Hoffman Formulas increasing?**
A. Definitely. More than doubled over the last 10 years Because of superior performance We are proud to be leaders in the developing of private branded seed products like Hoffman grass/legume Formulas And we intend to continue to lead in this field by giving customers better performance.
- Q. How many customers buy Formulas from Hoffman?**
A. Considerably over 2,000 per year And do you know how many complaints we average? Less than two! That's better than 99.9% satisfied customers Show me the automobile manufacturer who can claim that degree of satisfaction with his cars
- Q. What's the point in using several alfalfa varieties in one Formula?**
A. It's a strong insurance factor When a farmer seeds an alfalfa/grass combination he's putting it in for several years' use He has no way of knowing what kind of weather he'll hit during those years. He doesn't know what diseases might crop up We can't tell him either. But we can offer him a Formula including several superior alfalfas to give him broader tolerance to more of the problems he may face over the life of the stand.

OPENING OF HAY, STRAW, GRAIN FIREWOOD & POSTS SALE

WED., JAN. 28, 1981-1 P.M.

Thomasville Livestock Market, Inc along Rt. 30, 6 mi. West of York.

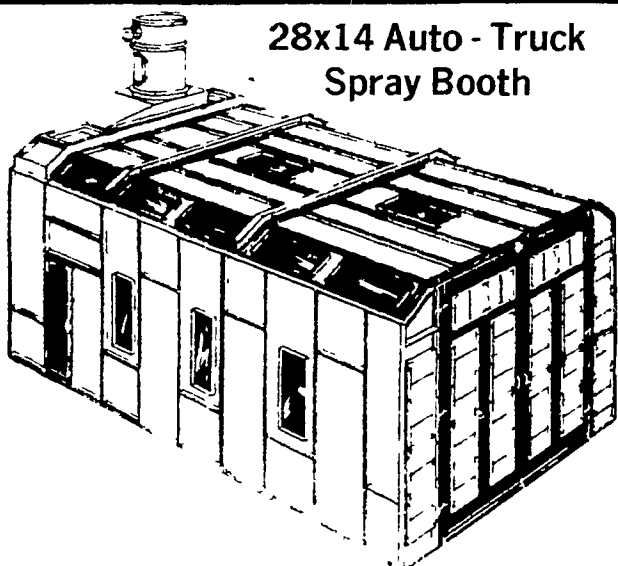
LIVESTOCK SALE every Wed. at 6:30 P.M.

Order of Sale Poultry, Rabbits, Eggs, Veal, Calves, Pigs & Shoats, Stock Cattle, Sheep, Goats, Butcher Cattle, Cows, Heifers, Steers, Hogs, Sows & Boars

We Buy Butcher Hogs Private Treaty All Day Wednesdays

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