

Cattle conference stresses marketing

UNIVERSITY PARK. — The importance of marketing received a lion's share of attention during the biennial Beef Cattle Conference held recently at Penn State.

H. Louis Moore, College of Agriculture economist, summed it up by saying that aggressive marketing is the greatest need facing the eastern beef cattle business. Competition is keen, he announced, from already efficient poultry marketing in particular.

He predicted that production of poultry broilers will expand 2.4 percent yearly until about the year 2000, with turkey production expanding 2.6 percent annually. Beef cattle production will go up at a slightly lower rate, at about 1.5 percent annually, he said.

The Penn State farm economist indicated the price margin between poultry and red meats will widen in the future, keeping poultry meats a best buy. He added that mechanical deboning is "old hat" today in the poultry business but is not used widely with beef and other red meats. Although mechanical deboning gives consumers lower cost meat, labeling restrictions have limited its use in the red meat industry.

About 88 percent of the beef sold to stores by the end of 1982 will be marketed as boxed beef, he commented. Boxed beef describes the shipment of loins, rounds, and other basic cuts in cardboard boxes. In the older delivery

method, carcasses or sides of beef are shipped from packers to wholesale outlets and retail stores.

He called attention to several aspects of good management that could help to keep cattle producers in business during the next 10 years:

"Be as close as possible to your markets," he suggested. "Understand as much as you can about future markets. Make use of the price edge that eastern cattlemen and farmers have in the current fuel crisis. Make every effort to produce competitive meats. Use the most efficient size operation you can develop in producing cattle."

Moore claimed Pennsylvania cattle producers are in a better competitive position in cattle slaughter than are producers in neighboring states. Fifty-eight percent of all Northeast cattle slaughter is carried out in Pennsylvania, compared to just over one-third of 30 years ago.

Cattle producers were advised to be optimistic about the future of the beef cattle business by Michael O'Feild, vice president of the Farm Credit Banks of Baltimore.

"Tell the public, in various ways, that food is a good buy," O'Feild stated. "You should get your story out to the consuming public. Make them understand that the price of food is cheap in the U.S. The average American spends less of his disposable income for food than any other human being in the

world."

"Take the story of good food buys to the grocery store, your local civic clubs, and everywhere you go. Don't assume that everybody knows as much about agriculture as you do. Less than 3 percent of the U.S. population is

involved in producing food."

"An even better way to convince consumers that foods are good buys is to show them," O'Feild declared. "Take the opportunity to invite a chamber of commerce, ladies' bridge club, or similar

urban group out to your farm. Explain to them that production agriculture is not inexpensive or easy work. Make them appreciate the cheap food you're providing, and perhaps they won't be so reluctant to pay today's prices at the supermarket."

USDA assesses impact of transportation deregulation on agriculture

WASHINGTON, D.C. — Transportation specialists from the U.S. Department of Agriculture and land-grant universities will assess the impact that transportation deregulation will have on agriculture, according to Martin F. Fitzpatrick, director of USDA's Office Of Transportation.

Some of the areas to be evaluated include rail rate and services discrimination among agricultural shippers

and receivers; rail rate flexibility, including contracting, surcharges and adequate notice; and certain provisions of the motor carrier act. Fitzpatrick said the assessment is expected to be completed by early summer.

"This will be the first extensive, objective study of the impacts on agriculture of deregulation based on the Staggers Rail Act and the Motor Carrier Act of 1980," Fitzpatrick said. "In initiating this

assessment, the Office of Transportation is fulfilling its role as the voice of rural transportation.

"The results of this assessment will be used by Congress, farm groups and administration policymakers in their deliberations on the appropriate adjustments needed in transportation policy that will benefit agricultural shippers, as well as presenting an objective and timely picture of the current transportation." Non-USDA team

members are: C. Philip Baumel of Iowa State University; Harold F. Breimyer of the University of Missouri; Stanley K. Seaver of the University of Connecticut; Marc A. Johnson of North Carolina State University; Kenneth L. Casavant of Washington State University; Gene C. Griffin of the Upper Great Plains Transportation Institute, North Dakota State University; L. Orlo Sorenson of Kansas State University; and James H. Lauth, private consultant of Bowie, Md.

CONSTRUCTION EQUIPMENT

AUCTION

FRIDAY, MARCH 26

11:00 A.M.

BELMONT, N.Y.

Sale will be held on the Don Hunt property across from the BOCES school; 2 miles southeast of Belmont off Exit 30 on Rt. 17 Expressway. From Rt. 19 in Belmont, take Rt. 244 across river, then north on Angelica Road (#48), 1 1/2 miles north to sale site.

NOTICE: Area contractors having excess inventory after completing jobs, will sell a very well maintained line of equipment in this auction.

CRAWLER/TRACTORS: Cat. D 8H good cond./straight blade; Cat D 8H straight blade w/tilt & winch; Cat D6 46A power shift-cable blade; Cat. D 7 17A; Cat. D 6C good U.C. - 30" pads-angle blade-winch; Cat. D 6C tractor excellent; new Balderson U blade-straight blade w/tilt 1972; Cat. D 6B 44A, straight blade-winch; Cat D 3 79U 1977-6 way blade - winch; Cat. D 3 79U 1979-6 way blade; IH TD 20; Case 850 1972 - 6 way blade; JD 450C low hours-6 way blade-1976.

CRAWLER/LOADERS: Case 450 new U.C. rebuilt engine.

MOTOR GRADES: Cat. 12 70D w/snow wing - good tires; Galion 503.

EXCAVATORS: Drott 50-tilling house-tripple grouser; Hein Werner C-12; Gradall 600-GM 371D upper-gas lower-3 buckets.

WHEEL LOADERS: Trojan 3000B soft cab - 3 1/2 G.P. bucket - Cummins diesel; Hough H70 G.P. bucket-Cummins diesel.

SCRAPERS: Euclid S-7 GM 671 diesel; tractor drawn scraper.

PAVERS: Blaw Knox P.F. 120; Blaw Knox P.F. 65; Layton 500 w/heat.

ROLLERS: Galion 8-12 ton; Essex 3-5 ton Bros 9 wheel rubber tire asphalt roller w/Cont. gas eng.; 1 row type roller.

TRAILERS: 1974 General 9 ton-excellent; 1961 Rodgers 35 ton detach. gooseneck; 1975 Hyster 25 ton - excellent cond.; gooseneck w/beavertail.

TRUCKS: 1978 Chev. C-30 flat bed dump; 1977 Ford F350 flat bed dump; 1977 Chev C-60 4-6 yd. dump; 1974 Ford F600 dump; 1973 IH tandem gas 10-12 dump; 1973 IH tandem cab & chassis; (2) 1973 Dodge D 600 4-5 yd. dump; 1972 Dodge D-16 18' flat bed; 1971 IH 1 ton 4WD dump-snow plow-4 spd; 1966 IH tandem gas-5x3 trans. 10 yd dump; 1970 GMC single axle dump; 1958 B51 Mack tractor single axle.

TRENCHER: 1979 Davis Mdl. DH5 4 cyl. Case diesel.

TRACTOR/BACKHOES: Ford 3500 D 2000 orig. hours-new rubber; Simplicity 20 HP. tractor w/backhoe & loader; Case 580B 1975-low hours-cappy. others.

FARM WHEEL TRACTORS: Ford 8N, Farmall M; others.

MISC.: JD Cable burrier; 7 H generator; Olster pipe machine-1/8" to 2"; utility pick-up tool box; Hyd. broom (loader mounted type); two broom w/4 cyl. gas eng.; Rinco mulcher gas eng.-large cap.; New paint striper; Jeager Air compressor-diesel, Power lawn sweeper w/basket; 15 HP Gilson tractor w/mower, snow plow, drag, plow, chains; Sweepster 4' power broom - like new.

NOTE: THIS IS ONLY A PARTIAL LIST!!

ROY TEITSWORTH, INC.
Sales Managers & Auctioneers
Geneseo, New York
716-243-1563

COMPLETE DISPERSAL CATTLE, MACHINERY, SUGARING EQUIP- MENT AND PRODUCE Morris and Delia Bartholomew THURSDAY, MARCH 25 10:30 A.M.

Having decided to discontinue farming after 38 years, Mr. & Mrs. Bartholomew have commissioned us to sell their personal property at the farm located on Rt. 26 approx. 5 mi. north of Cincinnati and 5 mi. south of South Otselic, watch for auction arrows.

72 Holstein Cattle 72

This dairy consists of 37 milk cows, 4 bred heifers, 15 open and breeding age heifers, 13 started heifers to 6 mo. 3 started Angus to yearling, 2 are heifers and 1 bull calf. This dairy is in the following lactation 12 strictly fresh, 6 due May and June, 5 due July, 3 due August, 2 due September, 3 due October, 5 due November and 3 in December. This is a good young healthy dairy with good condition and well uddered cattle. All eastern breeding for several years, all home raised dairy to choose from.

Machinery

Oliver 1650 diesel tractor w/brand new motor plus new tires, all the way around, also with a tractor comforter in excellent condition, AC D17 Gas tractor w/all new rubber perfect condition, H 273 baler w/kicker and sweep head, NH 717 chopper, NH pickup head selling separately, NH 25 Whirl-a-feed blower, NH 33 Flail chopper, NH 328 spreader, 2 kicker racks, AC running gear, 2 Lamco self unloading boxes, David Bradley running gear, Fahr 16'-tedder new last year, Oliver 4340 gas 3 btm. plow, Int. drags, AC lime sower, Oliver 2 btm. plow, plus many more misc. items not mentioned. Some lumber, 2 fanning mills, milk cans, dump station, universal 4 unit milker w/motor, 3 Universal floor type milkers; NI #506 Hydro bucket w/2 in 1 dirt bucket w/hand trip.

PRODUCE AND SEED

3 ton principle fertilizer, BROON grass and corn seed, approx. 5500 bales of mixed hay, 20' of corn silage in a 16x40 silo. Also selling sugaring equipment.

Farm for sale. The farm consists of 235 acres, 100 tillable, 9 room house, 42 stanchion barn, for more information contact Strout Realty, Carol Wood, Salesperson 607-863-4143.

Manager's Note. All cattle will be blood and TB tested ready for interstate shipment day of sale, shipping fever shots and pregnancy examined. This is a good young dairy w/nice heifers and calves plus a top line of machinery and produce.

MORRIS & DELIA BARTHOLOMEW
Owners
607-863-3694
Jack Wood Livestock and Auction Service
Sales Managers, Cincinnati, NY 13040
607-863-4141

PUBLIC AUCTION

Industrial Equipment, Farm Machinery,
Motorola 2 way radios and other
related tools & misc. items.
SATURDAY, APRIL 3
9:00 a.m.

The undersigned will offer for sale on the premises 1 mile east of Jacksonville, Md. via Sweet Air Road to Blemheim Road north turn right first farm on left, Phoenix, Balto. Co., Md. (arrow signs posted).

Equipment

1980 J.D. diesel 310 A back hoe loader fully equipped approx. 1060 hrs.; Smith 100 C.F.M. air compressor on rubber with only approx. 350 hrs.; Massey Ferguson diesel 1085 tractor fully equipped w/closed cab, stereo and other options; Ford 350 skid loader w/dirt bucket & manure bucket; 40' Fruehauf trailer w/air brakes & working lights contractors storage trailer; Massey Ferguson model 33-15 disc rubber tire grain drill current model used once; Century 16' boom sprayer w/pump; Massey Ferguson 12' heavy duty transport disc; Massey Ferguson 4 bottom 16" plow, 3 pt. hitch; Motorola base station with remote station and 6 mobile units; antenna & all misc. hardware w/1 1/2 yrs. warranty in shop for parts and labor.

Office Furniture

Mita DC 110 copier machine recently purchased, uses any type stationery; executive secretary desk; 4 drawer legal file cabinet; 2-2 drawer legal file cabinet; two 2 drawer standard file cabinet; metal 4 shelves office storage closet.

Tools & Equipment

3 Rigid 300 tripod & motor threading machines; Rigid 500 hand held threading machine; 5 Rigid pipe vises; Milwaukee sawzalls in boxes and right angle drills in boxes; 24 assorted Rigid pipe wrenches from 12" thru 48"; 4 top quality good condition hammer drills; Milwaukee core drilling machine; bits from 2" to 6" excellent condition; auger drill bits; electrical sheet metal shears; 6 variable speed drills; 3 lead fire pots; 6 B-tanks; turbo tanks; Knapp gang box; 2 side type tool boxes for pick-up truck; high pressure electric steamer; 30 Rigid assorted disc from 1/2" to 2"; Rigid pipe cutters from 1/2" to 2" to 8"; Turbo rigs for B tanks; misc. jack hammers; air hammers; air tampers; misc. plumbing parts and many other items too numerous to mention. Not responsible for accidents. Lunch served. Everything sold as is.

Terms- Cash or approved checks.

By Order of;
NAIOBLOFS FARMS,
Phoenix, Md.
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David W. Shrodes-Auctioneers
Phones 301-692-5667 or 301-996-2424