

# Tobacco

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But even though on-farm and auction prices were similar in the higher grades, the price difference was apparent in the lower grades, many sellers noted. "Where I gained," said Lititz grower Carl Schnupp, "is that my bottoms brought the same as everything else."

Schnupp, who sold 12,000 pounds on Monday, noted that, although offers that he had received for his better tobacco on the farm had been as high as the auction prices, buyers were only willing to pay him 60 cents for his bottoms through private-treaty sale. "I gained on my out-grade, too," he said, pointing out that the lowest price he received for his out-grade at the auction was 45 cents, compared to a 25-cent offer on the farm.

Schnupp does feel that the auction should be more centrally located in the county, an attitude also expressed by Donald Shellenberger, a Washington Boro grower.

"It's too far to go for the same price I was offered on the farm," said Shellenberger, at the same time conceding that the presence of the auction may have influenced at least one buyer to offer him one price for both his higher and lower

grades through private sale. "I think the auction helped to raise the price, 10 cents, at least," said Shellenberger.

Though the auction may have driven prices for lower grade tobacco higher than the normal levels, most buyers remained enthusiastic. We'd like to see the auction work," said Bobby Oldham, a buyer for Parker Tobacco Co., of Hartsville, Tenn., one of the larger companies represented at the sale. "I think it's a good sale," Oldham continued. "We're satisfied with what we're finding, but we'd like to have more of it (Type 609) grown here."

Oldham, who stated that he also buys "in the country," said that he would rather buy his tobacco through the auction. "I'll buy 200,000 pounds a day, if it comes," he said.

Prices took an upturn in Wednesday's sale, with 303,000 pounds averaging \$1.16 for all grades. Probst speculated that the stronger prices were the result of farmers "holding together" and consigning their tobacco to the auction, rather than succumbing to private-treaty offers. "The farmers are really happy with this thing," concluded Probst. "I'm really pleased."

The auction manager notes that no sales will be held this coming week. Sales the following week will be held on Dec. 30, and Jan. 3.



It was standing-room-only at the state's first tobacco auction on Monday. Sales are scheduled for Monday, Wednesday and Friday at Martin Auctioneers, Inc., until this year's crop is sold.



North Carolina tobacco auctioneer Mitch Ashby will be selling tobacco at the auction throughout the season.

## Cornell winter dairy schools

ITHACA, NY — Dairy farmers across New York are invited to a series of four regional meetings designed to keep farmers up to date on state-of-the-art dairy production and management techniques.

Scheduled during January 1986, the "Winter Dairy Management Schools" will be held in Painted Post, Kingston, Watertown, and Batavia. A team of animal scientists from the New York State College of Agriculture and Life Sciences will conduct a two-day meeting in each location.

Focusing on the latest Cornell recommendations on dairy operations, the meetings will feature lectures on feeding, dairy herd profile, farm management, milk management, reproduction, and breeding and genetics.

A highlight will be a presentation on the use of biosynthetic bovine growth hormone that dramatically boosts cows' milk yields and its effect on feeding, reproduction, and genetics. The growth hormone is expected to become available

commercially in the near future.

Speakers at these meetings will be Charles J. Sniffen, Larry E. Chase, Terry R. Smith, J. Murray Elliot, R. David Smith, E. John Pollak, William G. Merrill, David M. Galton, and Robert W. Everett, all in Cornell's Department of Animal Science—the sponsor of the regional meetings.

Open to all dairy farmers in the state, the 1986 winter dairy management schools will be held at the following dates and

locations: January 7-8— Painted Post (Holiday Inn, U.S. 15 South, Gang Mills exit); January 9-10— Kingston (Holiday Inn, Thruway Exit 19); January 21-22— Watertown (Holiday Inn, Route 11); January 23-24— Batavia (Holiday Inn, Thruway Exit 48).

For more information about registration and the program for the January meetings, contact Robert Everett, B22 Morrison Hall, Cornell University, Ithaca, NY 14853-4801, or call (607) 256-4416.



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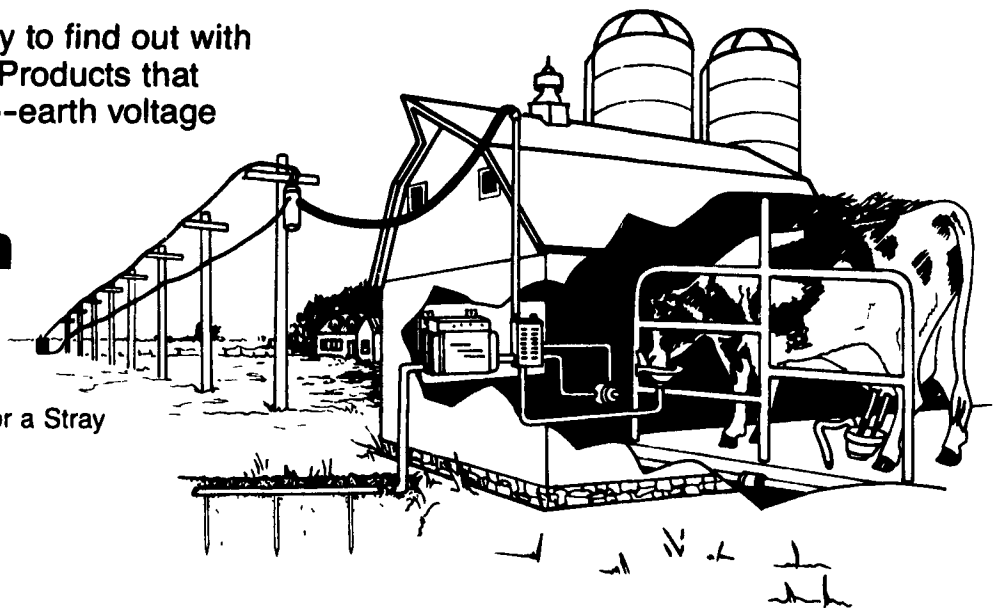
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