

Keister's Livestock

Middleburg, Pa.
Tuesday, March 25, 1986
Report supplied by PDA
CATTLE 246. Compared with last Tuesday's market: Slaughter steers mostly 1.00-2.00 higher; Cows 2.00-3.00 higher. Choice 1050-1700 steers 54.00-59.00, couple 60.85, Good 50.00-53.75, few Choice holsteins 48.00-54.00, few Good 45.00-49.25, few Standard 42.00-46.00. Choice heifers 47.00-55.50, few Good 43.00-46.00, few Standard 41.25-45.00. Breaking Utility & Commercial slaughter cows 37.75-41.00, Cutter & Boning Utility 35.50-39.25, few Canner & Low Cutter 33.00-35.85. Few Good and Choice slaughter bullocks 50.00-52.00. Yield Grade No. 1 990-1675 lbs. slaughter bulls 43.00-49.85, few #2 760-1050 lbs. 36.25-40.00. Feeder Cattle: Medium Frame #1 400-600 lbs. steers and bulls 50.00-58.50.
CALVES 190. Good & Choice vealers 60.00-77.00, Standard and Good 70-100 lbs. 38.00-48.00, Utility

55-75 lbs. 31.00-40.00. Farm Calves: Holstein Bulls 90-130 lbs. 70.00-102.00, mostly 80.00-95.00.

HOGS 529. Barrows and gilts 1.00-2.00 lower. US No. 1 220-235 lbs. 43.00-43.75, No. 1-2 215-235 lbs. 41.00-43.00, No. 2-3 200-250 lbs. 40.00-41.00, No. 2-4 190-270 lbs. 34.25-40.00. US No. 1-3 270-600 lbs. sows 35.00-39.00, few 40, No. 2-3 250-500 lbs. 32.00-34.00. Boars 26.00-32.00.

FEEDER PIGS 110. US No. 1-3 25-35 lbs. feeder pigs 28.00-41.00, 40-55 lbs. 46.00-56.00 - all per head.

SHEEP 63. Choice 15-35 lbs. spring slaughter lambs 90.00-110.00, couple 135.00, 45-60 lbs. 85.00-94.00, few 80-100 lbs. 66.00-79.00. Slaughter ewes 17.00-29.00. **GOATS 12:** Large 26.00-45.00, Kids 16.00-27.00 - all per head.

Maryland Tobacco

Week Ending March 28

	This Week	Last Year
Total Volume	4,163,836 lbs.	4,149,631 lbs.
Price	\$5,761,518	\$6,202,112
Season Ave.	\$141.98	\$151.40

NEWARK, DE. - Little things can mean a lot in any business. Given the current financial crisis in American agriculture, good management is especially important for farmers.

Burdened by debts, high production costs and low commodity prices, farmers sometimes have trouble recognizing ways to cut costs. And sometimes, in their haste to produce a crop, they overlook details that affect profitability.

University of Delaware extension agricultural agent Dean Belt offers the following advice to

farmers who want to improve their cash flow and general economic stance.

FINE TUNE PRODUCTION:

- Test your soil and compare past records.
- Apply only as much fertilizer as you need to meet realistic yield goals.
- Take into account nutrients supplied by legumes and manure.
- Calibrate your application equipment.
- Band your fertilizer.
- Apply lime if needed.
- Avoid nitrogen losses by timely application.
- Don't add extra sulfur of micronutrients unless soil or tissue analyses or past experience indicate they are needed.
- Fertilize each field according to specific recommendations

rather than treating all fields the same.

- Omit phosphorus and potassium in soils testing high for these nutrients, except for a small amount banded in soils slow to warm up.

- Compare prices of various fertilizers—use the one that provides the most for the money.

- Select the best yielding hybrids possible.

- Plant as early as you can.

- Rotate your crops for maximum yields.

- Compare conventional tillage versus no-tillage for your operation.

- Pool your purchasing power with other growers.

IMPROVE MARKETING PRACTICES:

- Have you established sales price objectives for your 1986 crop?

- Do you know your production costs?

- Plan a marketing strategy now.

REEVALUATE EQUIPMENT NEEDS:

- Does the size of your farm operation justify ownership of costly machinery?

- Consider sharing ownership of specialty or seldom-used equipment.

- Consider doing custom work if you have the time and equipment.

- Delay major machinery purchases if possible.

- If you have equipment you don't need, consider selling it.

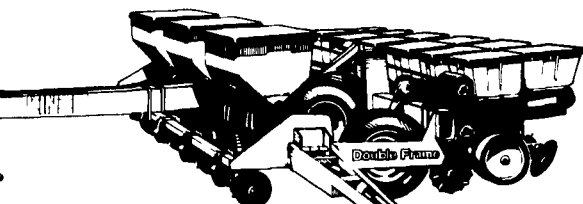
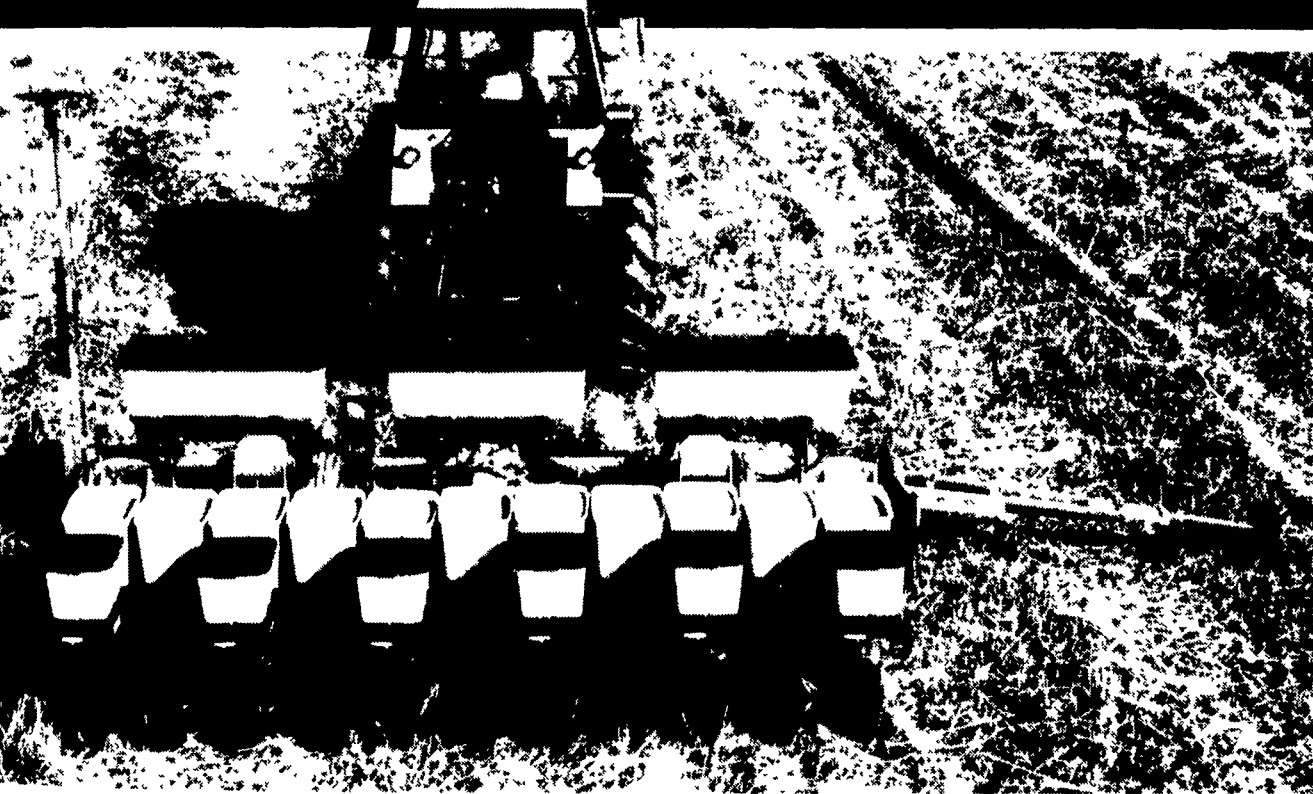
LOOK FOR OTHER WAYS TO REDUCE PRESENT FINANCIAL BURDENS:

- Give up rented land that doesn't return a profit. Concentrate on your best ground.

- Consider restructuring some loans.

"Take charge of your operation," says Belt. "Management is still the key to efficient production. You must know your costs before any effective decision can be made."

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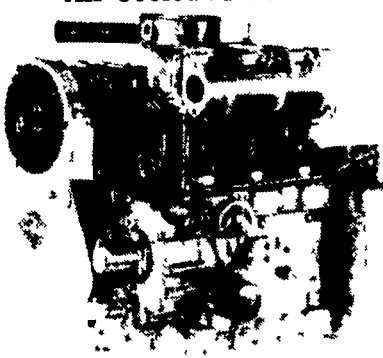
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