

Livestock Notes

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major changes in the demand for beef. Increases in substitute products such as the supply of pork and poultry can reduce beef demand. Likewise, consumers' increasing preference for white meat has a negative effect on beef demand. The models show these effects and they are both significant and important in terms of the magnitude of impact on beef demand. While the checkoff programs are significant, they alone cannot be used to completely offset negative effects from increasing supplies of competing products and changes in consumer preferences. Checkoff programs cannot offset the negative price effect from consumers shifting to more white meats, at least based on experiences for current programs. Income is shown to have a significant positive impact on beef demand. If real incomes grow between 5 percent to 6 percent annually, positive gains in beef demand due to income would more than offset the negative effects from changing consumer preferences.

Total live weight beef revenue gains net of by-products are esti-

mated to be either \$3.612 billion or \$1.493 billion, depending on the base from which the revenue gains are estimated (see Table 2). The rate of return to producers are estimated by dividing the revenue gains by the total assessments and by the checkoff expenditures. Assuming some programs would have existed without the national checkoff, the rate of return was estimated to be 1:5.2 for all assessments or 1:13.4 when compared to just the three program areas. With either method for determining the rate, the rate of return to the national beef checkoff programs has been substantial.

Bad Year For Wool

Anyone who sold wool this year knows that wool prices were exceptionally low. There were a number of reasons for this. Australia and New Zealand had a great deal of wool in storage and that kept world prices down.

The recession also played a part, and major buyers of wool, countries like China and the Soviet Union, did not purchase as much as in other years.

While there was a lot of grumbling about the low prices, most

producers still sold their wool, figuring that a few pennies was better than no pennies. Because prices were low throughout the country, it will produce a low national average price for 1991. This is actually good news because it will lead to a higher wool incentive payment next April.

The Wool Incentive Payment is a government program which provides an incentive to keep sheep producers in business. The money comes from duties on imported wool. You must sign up for this program at your local ASCS office. Some years (as in 1990) it pays you oave 100% of what you originally got for your wool.

With low wool prices, we need to keep the economics of raising sheep in perspective. Even in good years, wool from any ewe is worth no more than five to ten dollars, unless you sell directly to hand-spinners. However, if that ewe has, on average, one and a half lambs per year, and you sell those lambs for \$60 each, your income from the lambs is \$90. While we always want a good wool market, the lamb market is much more important to the health of the sheep industry.

Plan To Operate Tractors Safely
Tractors have contributed immeasurably to farm productivity and helped make it possible for each farmer to feed nearly 100 others.

To continue doing so, farmers must operate tractors safety. It's a good idea even for experienced operators to review the following guidelines periodically:

- Know your tractor and how to

use it safely. Review the safety precautions in the operator's manual regularly.

- Be sure your tractor is ready and that you are properly dressed for work. Wear clothing that cannot be snagged or entangled and proper personal protective equipment for job conditions.

- Train new and inexperienced operators. Have them review the operator's manual before operating the tractor.

- Don't allow riders, particularly children. Teach them to drive only when they have developed the maturity, size, and strength to handle a tractor safely.

- Overturns are a leading cause of tractor deaths. Install a rollover protective structure (ROPS) with safety belt on tractors where they can be added. Always wear your safety belt.

- Disengage drives and turn off the engine before leaving the tractor operator's station.

- Stay clear of moving parts and keep others away.

- Check equipment before starting. Make sure guarding is in place and working.

- Repair hydraulic leaks and tighten loose fittings.

- Check for bystanders before you start or move equipment.

- Hitch towed loads only to the drawbar. When using the three-point hitch, add front weights as necessary to maintain stability and prevent steering problems.

- Add rear weight when using a front-end loader. Travel with the load low to maintain stability and visibility.

- Never "bypass" start at the starter, the ground or elsewhere, as you then bypass the safety inter-

locks. "Boost" start only as recommended in your tractor operator's manual.

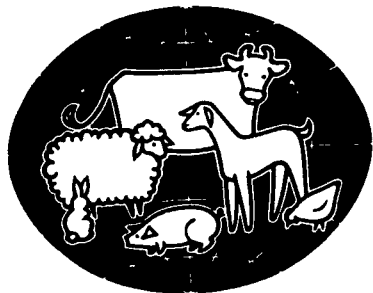
- Use flashing warning lights, a legible slow-moving vehicle (SMV) emblem, and other lights to see and be seen on public roads. Obey all traffic laws.

Lamb Industry Probe

You may have read the article in the Sunbury Daily Item concerning the Justice Department's investigation of the lamb industry. The heart of the issue is the steady decline in prices received by sheep producers for lamb on the hoof compared to retail prices which have remained the same or increased.

An estimated 3,000 to 4,000 sheep producers have been driven out of business due to the prolonged depressed market prices which have been about 20 dollars per hundred weight under cost of production.

Anyone with evidence of a monopoly or price setting, or any other information regarding the lamb investigation, may be reported to Bruce Yamanaga, Justice Department Attorney, phone (202) 224-3424.



Give A Cow For Christmas

Lititz (Lancaster Co.) — The Lititz Church of the Brethren will host the fourth annual Heifer Project International "Living Gift Fair" November 23, from 9 a.m. to 2 p.m.

Sponsored by HPI and an ecumenical group of local volunteers, the fair enables people to deal with two problems at once — holiday shopping and global hunger.

Shoppers purchase animals or shares of animals in the name of a friend. The friend receives an attractive HPI gift card. A family in need receives the HPI animal that is purchased. Colorfully decorated tables provide information about how the HPI animals benefit poor families in the U.S. and around the world.

Shoppers at the fair will be able to choose from a variety of HPI animals, ranging from the more traditional — cows, goats, pigs, sheep, and rabbits — to the more exotic — yaks, water buffalo, and honeybees.

"The unique thing about the Living Gift Fair," says volunteer fair coordinator Dan Fitzkee, of Manheim, "is that you can buy gifts for loved ones and help a needy family at

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PUBLIC AUCTION

Rt. 49 And 50, Tuckahoe, N.J.

Sat., Nov. 23, 1991

9:30 A.M.

(Public Inspection- 8:00 A.M.). Owners Discontinuing Breeding And Direct Sales. Farming Operation To Remain. EXOTIC Animals, Birds, Waterfowl, Llamas, Pot Belly Pigs, Pygmy Goats, Rheas, Black Swans, Mute Swans, Snow Geese, Barhead Geese, Ruddy Geese, Cacklers, Canadian Geese, African Geese, Barnacles, Mallards, Call Ducks (All Colors), Peafowl, Doves (White & Ringneck) & Pheasants (Silver, Golden, Gig, Cinnamon, Lady Amhearst, Reeves, Ringneck), Bob White, Quail, Pigeons, (White King, Fantail, Rollers).

LIVESTOCK... Ponies, Goats, Cattle, Sheep (St. Croix Barbadoes, Cheviot), Turkeys, Chickens, Silkies, Guineas, Ducks (Pekin, Muscovy, Indian Runner). **EQUIPMENT...** 1986 Ford Ranger XLT-Club Cab- 5 Speed- Loaded- Excellent Condition- 69,000 Miles, McCormick Farmall Super C Tractor With Hydraulic Quick Hitch- One Owner- Excellent Condition, John Deere MT Tractor, 4 Horse Gooseneck Trailer, Ball Hitch, 4-Wheel Flat Hay Wagon, Buckeye 2 Horse Driving wagon, Pony 4-Wheel Driving Wagon, Sulkies, Feed Scale, Incubators (Marsh-Rolox Automatic & Styrofoam Automatic), 5 Tier Stack Brooder With Individual Thermostats, Other Outside Brooders, Essick 6 Cu. Ft. Cement Mixer, Wheelbarrows, Hand Tools, Pallets, Crates, Cages, Pens, Buckets, 4' And 8' Hay Racks With Feeders.

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