

AUGUST 23-29, 1993

WITH WOMEN'S EQUALITY DAY, AUGUST 26.

#### ONLY THE BEGINNING

n a quick trip across the radio dial today you'll find a wide cross-section of offerings, from various types of music and sports to often innovative advertising. People frequently notice that they can identify an advertising jingle from just a few notes as they flip through the stations But the possibility (and impact) of this kind of brand name recognition was not immediately evident to the early radio industry, or its prospective clients. Radio's first commercial was aired on



August 28, 1922, over station WEAF in New York. The Queensboro Realty Corporation of Jackson Heights, New York, sponsored the spot to promote Hawthorne Court, a group ot apartments in Queens, and they paid the going rate \$100 for ten minutes of air time

Speech is the picture of the mind.

#### IP OF THE WEEK

Try a 50/50 mixture of borax and powdered sugar to eliminate ants, but keep it away from children.

### EARTHWISE

nixty percent of a commer-Scial building's electricity is used for lighting and air conditioning Since lights generate heat which in turn raises air conditioning needs, energy-conserving lighting is especially important A study by the California Energy Commission showed that in a typical Fresno office, every 100-watt savings on lighting meant an additional 38-watt savings on air conditioning Solutions range from the simple (using a desk lamp instead of overhead lights) to state of the art (microelectronic sensors)

### CORN SCRAMBLE

8 eggs 1/4 cup water

1/4 cup chopped onion 1/4 cup chopped green pepper 2 tablespoons margarine 2 cups cooked corn,

cut from cob 3/4 teaspoon salt 1/8 teaspoon pepper

1/4 teaspoon thyme n medium bowl, 🥆 beat together the 💸 🎁 eggs and water and set aside Sauté onion and pepper in margarine until just tender Add corn and sea-

well Add the eggs and cook over medium heat, stirring frequently, until eggs are set Serve immediately

sonings to skillet and mix

₩ OLD FARMER'S WEATHER

NORTHEAST:

Heavy rain from possible offshore hurricane then clearing and warming with a few showers remaining

SOUTHEAST:

Showery and hot, sunny and hot Florida with rain central and east

MIDWEST:

Very cool, with widely scattered showers; clear and very warm then rainy and cooler.

NORTHWEST:

Clear and hot then rainy and cool, finally clearing

Southwest:

Clear and very hot, light rain mountains, some scattered

Makes 4 servings.

Carlisle, Pa.
Report Supplied by Auction Tuesday, August 17, 1993 SLAUGHTER STEERS: SELECT

Carlisle Livestock

Market

SLAUGHTER HOLSTEINS: SELECT AND CHOICE 64.00-68.00.

SLAUGHTER HEIFERS: SELECT 64.00-67.50; HOLSTEINS TO 62.50.

SLAUGHTER COWS: ACTIVE! BREAKING UTILITY AND COMMER-CIAL 51.50-57.25; CUTTER AND BON-ING UTILITY 49.00-55.00; CANNER AND LOW CUTTER 44.50-48.75; BIG MIDDLE 45.00-50.00; SHELLY 42.00 AND DOWN.

FEEDER CATTLE: GOOD RUN. FEEDER STEERS 500-950 LBS. MEDIUM AND LARGE #2 65.00-74.00; HOLSTEINS 59.00-68.00. FEEDER HEIFERS 250-350 LBS. MEDIUM #1 84.00-88.00; MEDIUM AND LARGE #1 550-800 LBS. 66.00-77.00.

**VEAL CALVES: STRONG DEMAND** FOR CALVES RETURNING TO FARM. CHOICE 88.00-108.00; STANDARD 60.00-85.00; HOLSTEIN FARM BULLS OVER 95 LBS. TO 185.00; UNDER 95 LBS. TO 170.00.

HOGS: BARROWS AND GILTS US#1-3 220-270 LBS. 46.00-47.00; OVER 300 LBS. 32.00-38.00; UNDER 200 LBS. 34.00-37.00; #2&4 ALL WEIGHTS 43.60-44.50.

SOWS: ACTIVE! OVER 450 LBS. 37.50-38.50; UNDER 450 LBS. 35.75-38.00; #2&4 ALL WEIGHTS 34.00 AND DOWN.

BOARS: 300-700 LBS. 28.25-29.50.

PEEDER PIOS- BY THE TRAD 20-25 LBS. 23.00-24.00; 30-40 LBS. 27.00-34.00.

SHEEP: 20.00-45.00.

LAMBS: GOOD AND CHOICE 50-100 LBS. 59.00-80.00; GOOD 100-120 LBS. 49.00-56.00.

GOATS: BY THE HEAD SM/MED/ KIDS 27.00-54.00.

SALE EVERY TUESDAY. RABBITS, EGGS, POULTRY, SALE TIME 5 P.M. RECEIVING 4 P.M. RABBITS, EGGS, POULTRY AND PRODUCE. LIVES-TOCK SALE TIME 7 P.M. NEXT STATE GRADED FEEDER PIG SALE FRIDAY, AUG. 27. GRADING 7-11 A.M. SALE TIME 1:30 P.M.

#### Keister's Middleburg Auction Middleburg, Pa.

Tuesday, August 17, 1993 Report Supplied by PDA

CATTLE 406.. PDA ..steers mostly .50 higher, cows steady to strong. STEERS: Choice 1075/1475 lbs. 70.75-75.50, few Select 65.00-70.00. HOLSTEINS: few Choice 1200/1400 lbs. 67.Mj2Jrb1 Q63.00-65.00, Standard 58.00-60.00. HEIFERS: few Low Choice 66.00-71.75. COWS: Breaking Utility and Commercial

Bon. Utility 48.50-53.75, couple to 54.75, Canner and Low Cutter 42.00-47.50. Shells down to 36.00. BULLS: Yield Grade No. 1 1000/1700 lbs. 58.00-65.75, three head 68.00-69.50. FEEDER CATTLE: few Medium Frame No. 1 375/900 lbs. steers 72.00-81.00, few Large No. 2 400/700 lbs. 60.00-75.00.

CALVES 198... VEALERS: few Choice 90.00-114.00, Standard and Good 70/100 lbs. 55.00-65.00. RETURNED TO FARM: No. 1 Holstein bulls 85/130 lbs. 150.00-175.00, No. 2 80/125 lbs. 85.00-145.00; few No. 1 Holstein heifers 80/115 lbs. 185.00-200.00. Few Beef cross bulls and heifers 70/110 lbs. 75.00-160.00.

HOGS 588..(8/16 & 8/17/93).. BAR-ROWS AND GILTS: US No. 1 230/250 lbs. 49.00-51.50, 1-2 220/250 lbs. 46.25-48.75, 1-3 220/250 lbs. 45.00-46.00, 2-3 200/300 lbs. 42.50-44.75. SOWS: US 1-3 400/625 lbs. 34.00-36.50. BOARS: 230/725 lbs. 28.00-31.50. Lightweights 25/45 lbs. 25.00-30.00.

FEEDER PIGS 300..Few lots US 1-3 50/70 lbs. 35.00-37.00. - all per head.

SHEEP 43...Choice 45/90 lbs. Spring sl. lambs 50.00-64.00, one lots 95 lbs. at 40.00. Slaughter sheep: few 24.00-50.00.

GOATS 36...Large 40.00-115.00. Medium 20.00-44.00, Small Kids 14.00-26.00 .-- all per head.



## WHAT'S AHEAD FOR

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· When Buying options, your risk is limited to the loss of the premium paid plus all transaction cost. Buying futures and options have inherent risk and should be done only with risk capital.

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### FIELD DAY

On Thursday, August 26, 1993,

Hoffman Seeds, Inc., invites you to attend a field day to see the latest Funk's Go brand corn hybrids from Ciba Seeds for the Delmarva area. The field day will be held at the following location:

7:30 A.M. - 10 A.M. - Greenfields, Rt. 213 Cecilton, MD

> Contact: Mike Scheeler 410-275-2267

Hoffman representatives will be on hand to answer your questions.

Stop by for coffee and donuts and talk to the company reps.

## HOFFMAN SEEDS, INC. Hoffman

144 Main St., Landisville, PA 17538 Phone: 1-800-776-7929

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