

Pennsylvania Livestock

WAYNESBURG, PA
JANUARY 30, 1997

CATTLE:
SLAUGHTER COWS: Utility & Commercial 32.00-43.00; Cutter & Boning Utility 27.00-31.50; Canner & Low Cutter 22.00-26.50; Shells 20.00 & down.
BULLS: Yield Grade 1 1500/2000 lbs, 33.00-44.00; Yield Grade 2 1000/1400 lbs, 28.00-39.00.

FEEDER STEERS: M&L 1 300/500 lbs, 40.00-67.00; 250/280 lbs, 48.00-70.00; M 600/900 lbs, 43.50-58.00;
HEIFERS: M 1&L 1 300/500 lbs, 35.00-65.00; L 1 400/650 lbs, 38.00-56.00;
BULLS: M&L 1 300/620 lbs, 32.00-59.00;
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CALVES: Veal: Prime 40.00-68.00; Choice 38.00-50.00; Good 35.00-48.00; Farm Calves: #1 Holstein Bulls 90/120 lbs, few 35.00-50.00; #2 Holstein Bulls 80/100 lbs, few 20.00-40.00; Beef X Bulls & Hfrs/Hd 20.00-55.00.

HOGS: Barrows & Gilts #1-2 210/255 lbs, 50.00-60.00; #2-3 255/280 lbs, 47.00-55.00; Sows: #1-3 300/500 lbs, 30.00-48.00; Feeder Pigs: 1-3 15/20 lbs, 5.00-17.00/hd; 1-3 25/35 lbs, 10.00-30.00/hd.

LAMBS: High Choice 80/100 lbs, 90.00-122.00; Choice 70/90 lbs, 90.00-140.00; Feeder Lambs: Good 70.00-103.00; Sheep 20.00-58.00; Fat Sheep 30.00 and down.

GOATS: Large 60.00-115.00/hd; Medium 30.00-65.00/hd; Small 5.00-45.00/hd.

HORSES: Horses 42.00-61.00; Ponies 20.00-44.50.

Lebanon Valley Livestock

Frederickburg, PA

Tuesday, January 28, 1997

Report supplied by Auction

STEERS HIGH CHOICE AND PRIME 1200-1470 LBS. 67.75-69.75; **SELECT** 50.00-62.00; **STANDARD** 58.00-60.00.

HOLSTEINS: SELECT 51.25-54.00.
HEIFERS SELECT 42.00-49.75.

COWS BREAKING UTILITY AND COMMERCIAL 35.00-41.50; **CUTTER AND BONING UTILITY** 32.00-34.75; **CANNER AND LOW CUTTER** 28.00-31.00; **SHELLS** 20.00 AND DOWN.

BULLS: YG#1 40.00-43.00.
CALVES: STANDARD AND GOOD 25.00-50.00; **UTILITY** 5.00-22.00.

FARM CALVES: #1 HOLSTEIN BULLS 95-105 LBS. 60.00-92.00; #2 HOLSTEIN BULLS 45.00-58.00; #1 HOLSTEIN HEIFERS 95.00-102.00; #2 HOLSTEIN HEIFERS 35.00-60.00.

HOGS: US#1-2 240-255 LBS. 51.00-53.50.

SOWS: US1-3 47.00-50.00 AND 44.75-46.00; US2-3 30.00-34.00.

BOARS 35.25-36.50.
SHREPS: 70-85 LBS. 90.00-107.00.

GOATS: LARGE 60.00-83.00; MEDIUM 40.00-57.00; SMALL 30.00-35.00.

Dairy MAP 'Managing for Success' Workshop

YORK (York County) — Every dairy farm operator has some ideas about the direction they would like their farm business to take in the future. But how does the farm operator take the steps needed to turn those ideas into re-

ality on the farm? Dairy MAP "Managing for Success" helps the dairy producer chart a direction for their farm and turn ideas into action. Producers learn to use four management concepts to organize their business: the mission statement, "SMART" goals, tactical plans and control plans. The tools provide a framework to take the small steps needed to accomplish major changes in a farm business. Nonfarm business managers have successfully used these concepts for many years to improve productivity and efficiency. Dairy farming is a business, and top business skills are just as vital to the bottom line as getting the chores done.

St. Louis Cattle, Hogs

SPRINGFIELD, IL
JANUARY 27, 1997

Cattle: 350 head, last week 250, and last year 400 head. Compared to last week, slaughter steers and heifers weak to mostly 1.00 lower. Slaughter cows steady. Slaughter bulls weak to 1.00 lower. Supply mainly Select and Choice steers and heifers. Light supply of Holstein steers. Around 15% cows.

SLAUGHTER STEERS: Choice 2-4 1050-1350 lbs. 62.00-64.00; 2-3 1150-1375 lbs. 64.00-65.00; Select and Choice 2-3 975-1250 lbs. 58.00-62.00; Select 2-3 975-1300 lbs. 54.00-58.00.

Holstein Steers: Few Choice 2-3 1300-1450 lbs. 60.00-63.00; Select and Choice 2-3 1175-1400 lbs. 57.00-60.00; Select 2-3 1150-1350 lbs. 50.00-57.00.

SLAUGHTER HEIFERS: Choice 2-4 900-1250 lbs. 61.00-63.00; 2-3 absent; Select and Choice 2-3 875-1150 lbs. 57.00-61.00; Select 2-3 875-1150 lbs. 53.00-57.00.

SLAUGHTER COWS: Cutter, Boning and Breaking Utility 1-4 29.00-32.00; High Yielding 32.00-33.00, few up to 34.00; Canner and Low Cutter 1-2 25.00-29.00; Shelly Canner 1-2 20.00-25.00; Low Yielding 17.00-20.00.

BULLS: Yield Grade 1-2 1300-1900 lbs. 30.00-34.00, Individual at 35.00.

Special Sale Work and Driving Horses

New Holland Sales Stables

New Holland, PA

Friday, January 24, 1997

Report Supplied by Auction

314 HEAD.

WORK HORSES: VIRGINIA, PAIRS 2100.00-3500.00, SINGLES 1000.00-1600.00; TENNESSEE, PAIRS 2250.00-2750.00, SINGLES 850.00-1600.00; VIRGINIA, PAIRS 2750.00-3200.00, SINGLES 1125.00-1900.00; MICHIGAN, PAIRS 2800.00-3400.00, SINGLES 1150.00-2150.00; TENNESSEE, PAIRS 2700.00-3200.00, SINGLES 1300.00-1850.00.

MULES: PAIRS 2500.00-4400.00, SINGLES 1175.00-2000.00.

DRIVING HORSES: NEW JERSEY 625.00-1850.00; NEW YORK 600.00-850.00; OHIO 650.00-2450.00; KENTUCKY 750.00-2500.00; CANADA 625.00-1450.00; OHIO 1100.00-3600.00.

LOCAL DRIVING 550.00-1600.00; **WORK HORSES,** PAIRS 1850.00-3000.00, SINGLES 900.00-1475.00; **PONIES** 310.00-750.00.

Working together with business partners, participants develop a mission statement and a set of "SMART" goals for their farm operation. The mission statement and goals provide the foundation the producer uses to chart the course of future management decisions. The mission and goals build a framework to evaluate financial decisions, feeding management decisions, labor management decisions and every other major decision on the farm. Advanced Dairy-MAP modules teach producers to apply the concepts to the management of finance and labor resources.

A "Managing for Success" workshop is planned for Friday, February 7, 1997 and Friday, February 14, 1997 at the Old Country Buffet along Route 30 in York. The workshops run from 9:30 a.m. to 3:00 p.m. each day and cost \$50/farm operation. Meal costs are additional and will be payable at the workshops. Many agribusinesses provide scholarships for producers to attend the sessions. Reimbursement information will be provided at the workshops. The workshops will be led by Tim Beck, York County Extension Dairy/Livestock Agent; Duane Duncan, Cumberland County Dairy Agent; Roland Freund, Regional Farm Management Agent; and Laura Watts, Cumberland County Agricultural Agent.

To register for the workshops, call Penn State Cooperative Ex-

tension at (717) 840-7408. Penn State encourages persons with disabilities to participate in its programs and activities. If you anticipate needing any type of accommodation or have questions about the physical access provided, please contact Tim Beck (telephone 717-840-7408) in advance of your participation.

The Pennsylvania State University is committed to the policy that all persons shall have equal access to programs, facilities, admission, and employment without regard to personal characteristics not re-

lated to ability, performance, or qualifications as determined by University policy or by state or federal authorities. The Pennsylvania State University does not discriminate against any person because of age, ancestry, color, disability or handicap, national origin, race, religious creed, sex, sexual orientation, or veteran status. Direct all nondiscrimination inquiries to the Affirmative Action Director, The Pennsylvania State University, 201 Willard Building, University Park, PA 16802-2801; telephone (814) 863-0471.

Farm Computerized Accounting Course Set

YORK (York Co.) — Penn State Cooperative Extension in York County will offer a computerized farm record keeping course for Windows®-based computers on Monday, February 3, 1997 and Monday, February 10, 1997 from 10 a.m. to 3 p.m. for farm record keepers interested in computerizing their farm accounting. The workshop series is intended to familiarize the farm manager and/or his designated record keeper with a farm financial record keeping system that uses low-cost, flexible, easy to use computer software. Participants will be asked to bring their computers to the workshops. Each session will be held in Meeting Room 2 at the York County Extension Office.

The reasons for computerized farm record keeping are:

- Software is now very economical and readily available.
- Software is time-proven, easy to learn, and adaptable to any farm enterprise.
- Software is flexible and adaptable to simple or complex record keeping systems.
- The "Family Farm Chart of Accounts" developed by Dr. Larry Jenkins, Farm Management Specialist from Penn State University, will help farm managers utilize the full potential of low cost computerized record keeping systems.

The course outline includes setting up accounts and categories, printing financial reports and customizing categories and accounts for each farm operation.

Accounting concepts will be demonstrated using Microsoft Money® software. Participants

must provide their own copy of the software for the workshop.

The course will be instructed by Dr. Larry Jenkins, Penn State Agricultural Economist. Enrollment for the course is limited to 12 farms on a first-come, first-serve basis because of individual instruction. Cost for the course is \$7/farm operation to cover the cost of lunch. To register for the workshops, call Penn State Cooperative Extension at (717) 840-7408 on or before January 20, 1997. Penn State encourages persons with disabilities to participate in its programs and activities. If you anticipate needing any type of accommodation or have questions about the physical access provided, please contact Tim Beck (telephone 717-840-7408) in advance of your participation.

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Pennsylvania Agricultural Commodities Marketing Association, Inc.

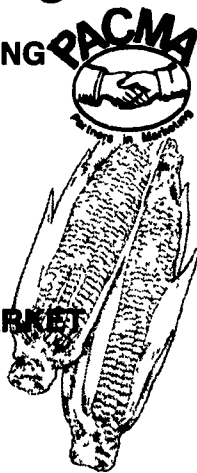
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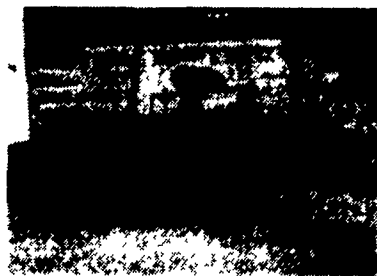
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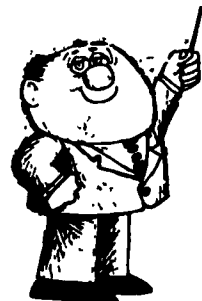
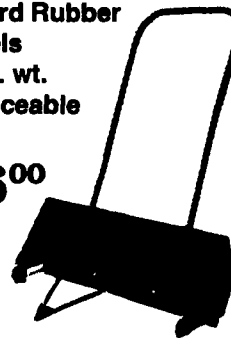
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