

Action Of The Auction Lures, Keeps Employees At Sales Stables

(Continued from Page A28)

people simply began to give him orders and he worked to fill them.

Over the years, Good has watched prices rise. "Top driving horses bring \$3,000. It used to be that \$200 was a good price for a horse."

Order buying is more difficult these days, said Good. "Buying is much harder now since the animals are high-priced and there is so much money involved for the farmer," he said.

Not only the prices but also the market has evolved over the years for Good, who used to buy animals for butchers. "Inspection closed the doors on smaller butchers," he said. "I could name a bunch of butchers I bought for that the government inspection did the same thing."

Clerking At The Auction

John Petersheim, Ronks, has worked at New Holland Sales Stables since 1967. After beginning his tenure at the auction by leading horses through the ring, Petersheim now divides his time between helping out at special horse sales and clerking the beef and dairy sales.

In the days before a special horse sale the barn is filled with dawn-until-dark activity. A blacksmith removes shoes and trims hooves, employees clip and curry, and owners bring in their draft horses and mules or driving horses for the upcoming auction.

"We have a lot of fun around here on days like this," Petersheim said.

In his tenure at the sale barn he has seen the rise of animal prices as the market keeps pace with demand. "We sold horses up to \$800 apiece when I first started, and that was a high

price. Now we sell them anywhere from \$1,500-2,000 apiece, and that can go higher," he said.

He believes the market for horses will remain steady in the coming years, especially in Lancaster, where demand for draft horses for fieldwork or driving horses from the Amish and Mennonite communities makes the auction a hot spot.

Historically, the horses came from the southern and western states because "Lancaster's ground is too high-priced to raise horses, and we're more able to farm it," he said. Those states are still the suppliers of the market, he said.

Another change in the business is the look of the horses. Petersheim believes that the conformation quality of the animals going through the ring has improved.

A love of horses helped to draw Petersheim to the auction. "I always did like a public auction," he said. "I used to come in a good bit, so they asked me to help. When I came in I just couldn't get away from it."

He said, "It's jam-packed full sometimes on Mondays," he said, estimating that the seating surrounding the ring holds 500-600 people. "Our special Friday sales there are a good bit more people. They come to visit and to buy and sell."

Approximately 200-250 horses are sold each Monday, mostly riding horses and ponies with a few draft and driving horses.

Significance Of The Auction

Numbers attest to the volume of business transacted at the auction. An average of 160 horses come through the auction per week, along with 1,000 slaughter hogs, 400 dairy cows,

heifers, and bulls, 375 feeder pigs, 1,200 sheep, 1,400 goats, 1,400 beef cattle, and 900 calves.

Ron Ranck has been around sale barns since 1976, when he sorted cattle at Vintage Sales Stables. Later, in 1991, he began working in the ring at New Holland Sales Stables. He is also a partner in B & R Cattle Co., a feeder cattle business.

As a ring man he gives the auctioneer the starting price for the cattle entering the ring. "I evaluate what the cattle are worth and start a few cents below what I think they will bring to get some activity," he said.

According to Ranck, auction centers are integral to setting a competitive market.

"If you do not have your market anymore, direct trade will not be the same. An auction creates a comparison for farmers who are sending cattle to the packers. They have the option, if they feel they are not getting a fair bid from the packer, that they can still send to the auction. There are places in the country where that liberty has been eliminated by closed livestock markets.

"Sale barns establish the market and show producers what their cattle are worth."

As for the future of New Holland Sales, Ranck believes that the business is well-positioned "as long as the small- to midsize packers stay in business."

The auction is a hub for the kosher markets in cities — namely New York City, Baltimore, Boston, and Philadelphia. Buyers seeking high Choice and Prime cattle go to the sale barn to purchase animals for the kosher trade. Quality cattle also are purchased for export to Japan.

land.

Keynote speaker Bruce Vincent, a third generation logger from Montana, said that loggers, miners, and farmers are losing their ability to manage natural resources because of environmentalists manipulating the court system.

Congress is listening to movie stars and basing public policy not on reality but on perception of reality. Environmentalists want to create a perfect world and view the enemy as man and capitalism.

Growing up, Vincent believed loggers were stewards of the forest. When he went to college, he found out he was considered a tree murderer.

These conflicting viewpoints develop because most of the nation are enjoying an incredible amount of leisure time and money to vacation in rural areas. They want to keep pristine forests and countrysides. Consequently, they go back to their legislators and pass laws without understanding the effect of their decisions on nature.

In the case of Montana loggers, environmentalists wanted to increase the remnant population of grisley bears to native levels. Vincent told how scholars and environmentalists proposed to try embryo transplants between black bears and griseys. Local residents realize that these two breeds are eternal enemies and the foolishness of the plan. They also realized the danger this entailed to local families and children, but they were told their advice wasn't requested.

Environmentalists proposed tying bells on children when they went out to play to keep



The supply of horses for the auction traditionally comes from western and southern states. The horses used to be unloaded from the railroad directly into the sale barn.



Show sales go back a long way in sales stables history. Aaron Kolb had the grand champion at the 1948 show sale. Norman Kolb, at 16 years old, is holding the winning cow.



Bruce Vincent, a third-generation logger from Montana, warned farmers that agriculture will suffer the same fate as the logging industry unless they ban together to fight the enemy — ignorance.

bears from attacking the children. Of course, a few bad bears would eat the children, environmentalists admitted, but if bells were discovered in bear "poop," these bears would be dealt with.

"There is a common cry for common sense," Vincent said of the frustration in dealing with the reasoning of many environmentalists.

Environmentalists passed laws to prevent further logging in the area, which resulted in too many trees. A severe thunderstorm started 165 fires in one night and seven million acres of forest burned in two days. This was the result of loggers not

being allowed to manage the forest.

Environmentalists said they would rather see the forest burned than managed by man. When Vincent spoke out against them, his equipment was blown up.

Cutting out logging livelihoods resulted in people without jobs and a severely depressed local economy. Environmentalists proposed that the area should become a tourist mecca. To support the hospitals and schools in the area, one million tourists would be needed annually — an impossibility.

Evening news reports por-

(Turn to Page A36)

MidAtlantic Farm Credit Reports To Stockholders

LOU ANN GOOD
Food And Family
Features Editor

NEW HOLLAND (Lancaster Co.) — Stockholders attending one of MidAtlantic Farm Credit's annual meetings conducted at several sites recently discovered something is wrong and

something is right in rural America.

The "right" is the profitable returns the organization was able to provide to owners-members this past year.

The "wrong" is the mandated environmental laws forcing generations of farm families off the



J. Robert Frazee, chief executive officer, and Sandy Weaver, vice president of marketing, review Farm Credit's successful year by crediting the superb management of its 44-member board.