

Glimpses From Farm Shows Past

(Continued from Page E27)

What's In A Market Report?

EPHRATA (Lancaster Co.) — The USDA's Agricultural Marketing Service (AMS) collects and distributes price and sales reports on farm products to provide equal access to both buyers and sellers on current marketing information.

Uniform standards (such as quality grade and yield grade) on which to quote prices have been established for each commodity. The commodity's price basis — per-hundred weight, per-head, per-ton, per-bushel, etc. — should be noted in the report. Most livestock prices are reported on a per-hundred pound weight basis (CWT) with those on a per-head basis adequately noted. The weighted average is computed by dividing the total value of the sales by the total number of units sold.

For example: "Choice 2-3 steers, 1100-1400 lbs, sold 65-68.00" means the market reporter considered those steers of Choice quality, ranging from 1,100 to 1,400 pounds, with the estimated yield of closely trimmed retail cuts graded at 2-3 (on a scale of 1-5 yield grades) and at prices ranging 65 to 68 cents per-pound live weight.

The word "market" can refer to the geographic location where the commodity is traded or the price at which it is traded. Market reports may denote market activity, price trend, supply, demand and undertone. An explanation of these terms follows:

- **MARKET ACTIVITY:** The pace at which sales are made.
 - Active - Supplies readily clearing the market.
 - Moderate - Supplies clearing at a reasonable rate.
 - Slow - Supplies are not clearing the market.
 - Inactive - Sales are intermittent with few buyers or sellers.
- **TREND:** The direction in which prices are moving in relation to trading in the previous reporting period.
 - Higher - Majority of sales are at prices measurably higher.
 - Firm - Prices are higher, but not measurably so.
 - Steady - Prices are unchanged.
 - Weak - Prices are lower, but not measurably so.
 - Lower - Prices for most sales are lower.
- **SUPPLY:** The quantity of the commodity currently available.
 - Heavy - Volume of supply is above average.
 - Moderate - Volume is average.
 - Light - Volume is below average.
- **DEMAND:** The desire to possess a commodity coupled with the willingness and ability to pay.
 - Very Good - Offerings or supplies are rapidly absorbed.
 - Good - Firm confidence on the part of buyers that general market conditions are good. Trading is more active than normal.
 - Moderate - Average buyer interest and trading.
 - Light - Demand is below average.
 - Very Light - Few buyers are interested in trading.
- **UNDERTONE:** Sense of direction in a given market situation.



Baked potatoes weren't invented yesterday, as evidenced by the people who enjoy them in the mid 1950s at the Farm Show Food Center. (Turn to Page E29)



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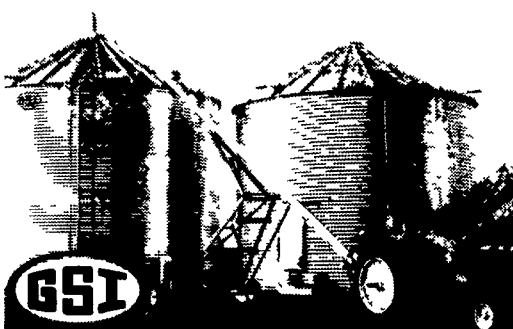
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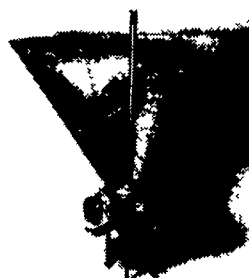
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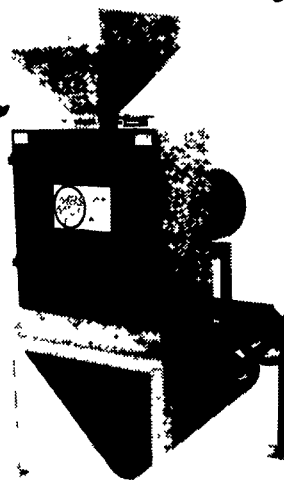


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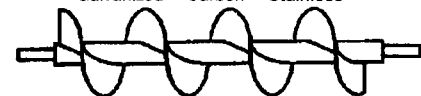
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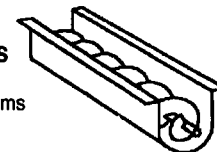
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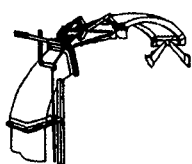
U-TROUGHS

Standard Auger Specifications

	4"	6"	8"	10"
Tube Gauge	16	14	14	12
Flight Thickness	3/16"	3/16"	3/16"	1/4"
Bu /Hr	250	850	2000	3000
RPM	431	431	431	431

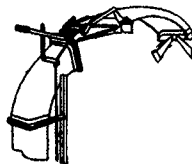
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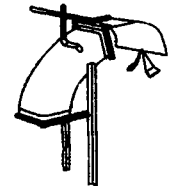
Big Willy H/D, 12" Silage Spreader

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