

A Smashing Success!

Cattlemen and bankers alike say the Gila Cattle Auction is the modern way to market cattle.

There's nothing deadlier than that long ride back to town with a buyer who didn't want your cattle, Bob Boice says.

And, for the cattlemen in Gila county the sale solves this problem as well as bringing roughly three cents more per pound.

Husband and wife team, Bob and Miriam Boice (pictured in first column from left) say, "we're getting about the same net, but with a lot less work. We no longer worry about the cattle being sold especially when there's more than one buyer around wanting the same bunch."

Winnie and Louie Horrell (2nd col., top) said, "buyers want to see the cattle they buy. At the ranch we can show about 10 per cent of them; at the sale yard he sees all of them."

Roy Hicks told Pat Gray, Gila county agricultural agent in charge (2nd col., bottom) "we're really happy this year — our first year in the sale — to get a few cents above market."

"This year's sale," explained Steve and Maxine Bixby (3rd col., top) "was in two parts — one for steers and one for heifers. The sale grew from 1,500 head the first year to 3,599 head this, the third year."

Lloyd Hicks (3rd col., middle) pointed out that this year's sale was his first and he told Pat Gray "it was the best sale to hit our county in a long time. We sold all of our animals this year," he added.

"Pat Gray has been a stupendous help in organizing this sale. Without him we might not have gotten it off the ground. He kept us going when problems were discouraging," said



Blanche and Earl Horrell (3rd col., bottom). They added, "a lot of people who were first opposed to the sale idea now want into it."

In the local area around Globe there are about three cattlemen currently not participating in the sale.

Another to enter the sale for the first time this year is Joe Bassett (not pictured). He felt, "there's a lot more money in cattle selling when they are sorted out by sex and weight" — the practice of the Gila Cattle Auction.

Chester Cooper (4th col., top) said, "best thing that ever happened in Gila County. Besides better prices there's no worry as to the sale dates, no need to run all over the area looking for buyers, and you can plan your work schedule better."

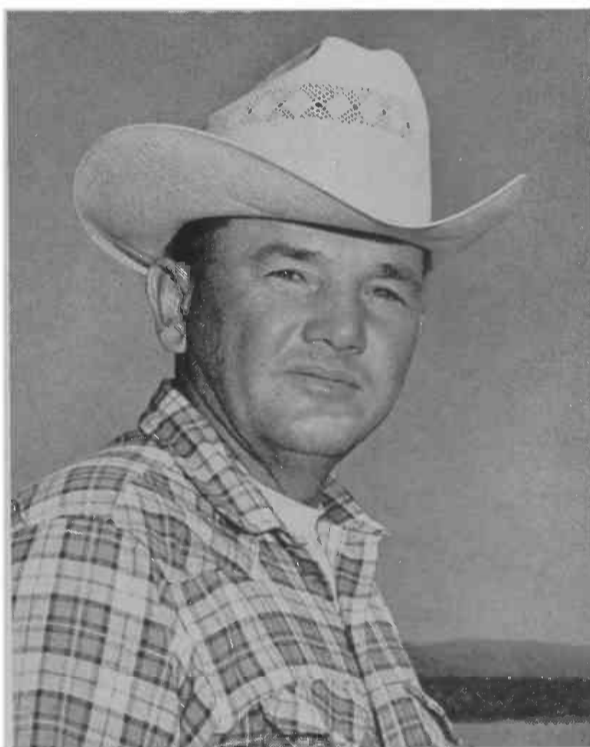
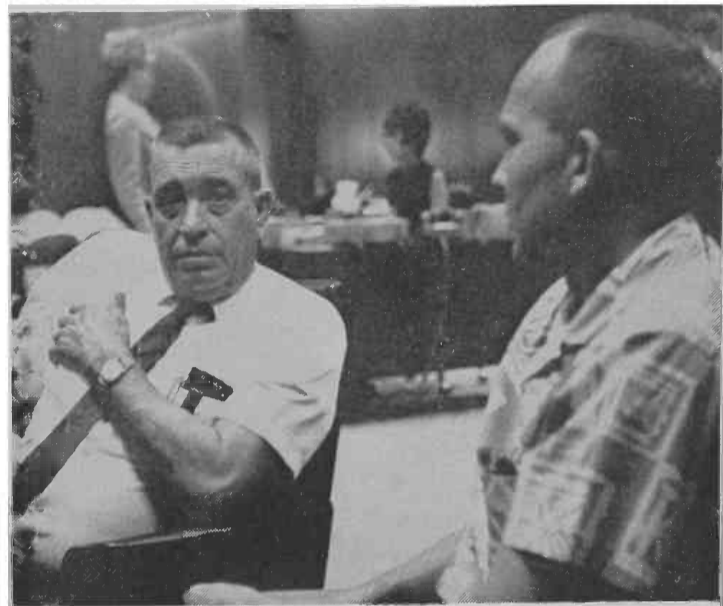
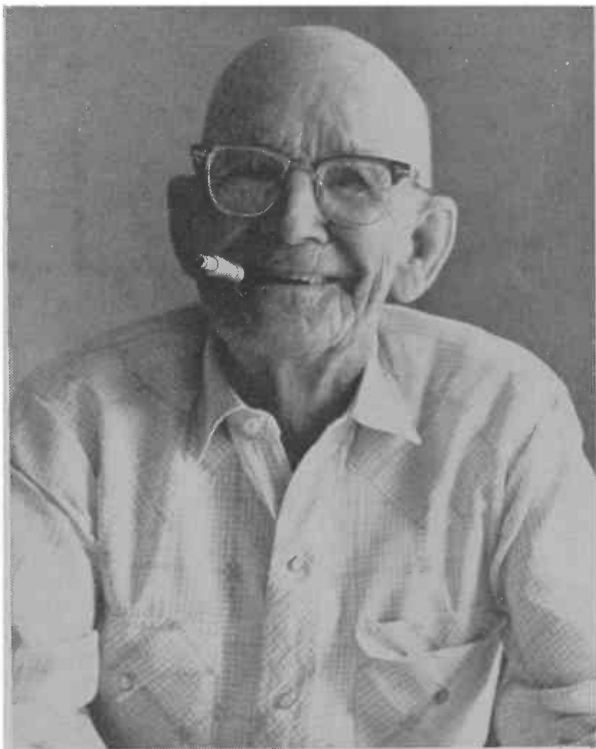
Steve Bixby, Jr., (4th col., middle) felt the new scales just installed at the pens would be another factor in helping next year's sale be a success. Buy-



ers will know — not have to guess — how much the cattle weigh.

Fay Bohme (4th col., bottom, and you pronounce it Bo-me) said, "it's the coming way to sell cattle. We raise light weight yearlings in this high country where spring comes late. We topped the sale last year with steers and heifers and this year we topped the sale with heifers. Pat Gray was the instigator of the sale and has done a h---ava swell job. It takes,

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Pesticide Use In Arizona

(from page 17)

Data in the tables cannot be interpreted as an indication of simple trends.

Pesticides used in Arizona can be evaluated in terms of value as well as quantity applied. When quantities of each material are multiplied by a typical price, the value of material is obtained. These values for chlorinated hydrocarbons, organic phosphates, carbamates and other materials are summarized in Table 5.

Organic phosphates dominate the picture from a value point of view. Azodrin, parathion, malathion and cygon are the largest value segments in this category. Chlorinated hydrocarbons rank second in value, with DDT being the major value component. Other pesticides rank third because of the value of treflan, dalapon, MSMA diuron.

Timing of the application of major pesticides is of concern. For example, it is thought that hay with minimum pesticide content can be obtained during the first few months of the year. Frequency of applications of materials was obtained from records filled out by custom applicators. These records contained the material applied, location of application, date and other information. Chart 1 shows the frequency of pesticide application by material types by month, with August being the highest month. Rise in application begins in May and reaches a low level by November. Although application frequency data were obtained only on custom applicators, it appears safe to assume that other applications, i.e., individual owners parallels these figures.

It is apparent that the estimated value of these pesticides in Arizona represents about two per cent of gross value of agricultural production.

Table 4. Changes in Pesticide Application From 1965 to 1966 and 1967

County	Chlorinated Hydrocarbons		Organic Phosphates	
	% Change 1966	% Change 1967	% Change 1966	% Change 1967
Maricopa	+ 45	+ 203	+ 88	+ 305
Pinal	+ 29	+ 165	+ 67	+ 254
Yuma	+ 64	+ 218	+ 112	+ 326
Cochise	+ 9	+ 114	+ 38	+ 186
Pima	+ 29	+ 177	+ 65	+ 276
Graham	+ 40	+ 160	+ 76	+ 241
Other 8 Counties	+ 73	+ 252	+ 117	+ 350
Totals	+ 44	+ 192	+ 85	+ 291

Table 5. Value of Pesticide Used in Arizona, 1967

Chlorinated Hydrocarbons	\$ 3,594,004
Organic Phosphates	4,350,729
Carbamates	67,878
Other	2,387,635
Total	\$10,400,246

Cattle Auction . . . (from page 4)

a lot of effort to organize a thing like this. It's the small rancher like myself who really benefit."

Jim Armer, assistant vice president of livestock loans at First National Bank of Arizona told Dr. C. Curtis Cable, marketing specialist with the Cooperative Extension Service at the U of A (left to right respectively in photo 5th col., top) "this sale had to come because the cattle industry is becoming more sophisticated. Expenses must be cut. The buyers must be able to come to one place and buy all the cattle he needs to fill his orders at one time; at one place. He can no longer afford more than one trip these days. The buyers as well as the cattlemen need a fair shake in the market."

Cable has been working with Pat Gray and between them will prepare a summary of all three sales for the cattlemen.

"I like the sale well. It's great for the small fellow. Generally, I'd have to send my cattle in with another rancher (pooling arrangement) in order to make a sale. That kind of sale sure makes a small operator big. I sell about 25 head a year which doesn't even make a truck load. But

this sale gives us all an even break," said Billy Garlinghouse (5th col., middle).

Art Ohlfest, manager of First National Bank of Arizona in Globe (5th col., bottom) said "we thought the sale was great. I've talked to many cattlemen about the sale and they all like it — seemed pleased with the results. It also provides advantages to the buyers who can see exactly what he's going to get. He can put a full load together at one place which reduces his total operating costs and he saves considerable time by not going around to many places."

In general, cattlemen feel it an overall success. Oh, there are problems, yet. But, each year they face up to the problems as soon as they are recognized and initiate the changes.

They all agree that it's about the best thing to happen to Gila county cow-calf operators . . . the prices they received have been better, which is welcome . . . large and small ranchers, alike, benefit by working together to market their cattle; sorting them; and "having more than one buyer there to stimulate competition."

And, next year? Naturally, an even better sale!