

Cows For Christmas Cash Pays Off For Farmers

CORNING, IA — Dairymen nationwide will be receiving more cash for their cows this Christmas season as a result of the National Farmers Organization's *Cows for Christmas Cash* program -- a marketing program which utilizes cull cow contracts to extract higher prices from packers, according to NFO Slaughter Cattle Director Andy Neutzling.

The National Farmers Organization, he explained, is moving cull cows on a series of contracts from Dec. 12 through Jan. 16 for Midwest dairy and livestock producers at a number of NFO collection points throughout Iowa, Minnesota, Wisconsin, Illinois, South Dakota and Nebraska.

"Producers, by utilizing these forward contracts, are receiving 97 cents/cwt. for their cows in the eastern region and 95 cents/cwt. in the western region compared with a cash market price of 88 cents/cwt. in the west and 90 cents/cwt. in the east," Neutzling emphasized. "These prices can amount to a significant amount of cash for producers who have cull or less productive milk cows to move during this time period. We urge producers to take advantage of this pricing opportunity."

Neutzling added that these contracts, which will be continued throughout the entire year in addition to NFO's cow block cash price, will play a large part in supporting the entire livestock market. These prices will establish a floor price for the cow market and will also allow dairymen to utilize supply management techniques to make their operations more efficient.

Producers may take advantage of these Sunday and Monday cow movements either through forward

contracting their cattle through the NFO home office, 515-322-3131, or at one of the collection points listed below.

The cow movements will take place on the following dates at the following NFO collection points:

Dec. 19- Rush City, Faribault, Caledonia, Chatfield, Browns Valley, Wilmar, St. Cloud, Sleepy Eye and Columbia, Minn.; Big Stone, S.D.; Wakefield-Hartington, Neb.; Curtiss, Independence, Muscoda, Pioneer, Darlington, Hazel Green, Mineral Point, Brandon

and Shiocton, Wis.

Dec. 27- Farley, Decorah and Maquoketa, Iowa; Tri-County, Ill.; Belle Plaine, Caledonia, St. Cloud and Thief River Falls, Minn.; Holcombe, Ellsworth, Pioneer, Rock County, Sauk City, Windsor, Lancaster, Brandon and Shiocton, Wis.

Jan. 3- Farley, Maquoketa and Decorah, Iowa; Caledonia, Winona, Harmony and St. Cloud, Minn.; Tri-County, Ill.; Pioneer, Readstown, Rock County, Seneca, Tomah, Windsor, Darlington, Hazel Green

and Lancaster, Wis.

Jan. 9- Farley and Marengo, Iowa; Chatfield, Caledonia and St. Cloud, Minn.; Benoit, Clear Lake, Ellsworth, Darlington, Brandon and Shiocton, Wis.

Jan. 16- Farley and Decorah, Iowa; Caledonia and St. Cloud, Minn.; Holcombe, Independence and Rock County, Wis.

Producers may participate in these cow movements by forward contracting their cows through the National Farmers Organization or by moving their cows through these points uncontracted on a cash market basis. For further details, contact NFO's Slaughter Cattle Division at 515-322-3131



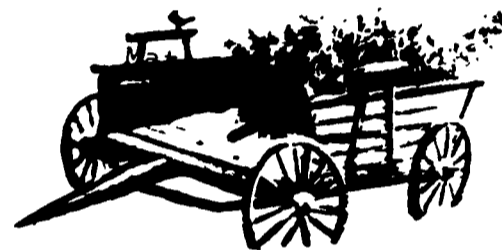
Season's Greetings



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Seasons Greetings



One of the Joys of the Holiday Season
is the opportunity to say

THANK YOU

We wish you and yours a holiday season filled with
happy hours. And a 1989 New Year filled with happy days.

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