

**Belleville Livestock**

BELLEVILLE, PA  
NOVEMBER 20, 1996

CATTLE 157... SUPPLIED BY THE AUCTION.

HOLSTEINS: couple 47.50.  
COWS: Breaking Utility and Commercial 31.00-35.75, Cutter and Boning Utility 26.50-31.75, Canner and Low Cutter 20.50-26.75 Shells down to 18.00.  
BULLS Yield Grade No 1 32.00-35.50, No 2 28.00-31.75  
FEEDER CATTLE, STEERS. 24.00-30.00, HEIFERS: 20.00-30.00; BULLS. 22.00-28.00.  
CALVES 91. VEALERS. Standard and Good 17.00-22.00, Standard 15.00-18.00.  
FARM CALVES: No. 1 Holstein bulls 95/105 lbs. 65.00-76.00, No. 2 90/120 lbs. 30.00-62.50; No 1 Holstein heifers 90/110 lbs. 90.00-115.00, No. 2 85/110 lbs. 65.00-92.50.  
HOGS 11 BARROWS AND GILTS: couple US 1-2 56.60  
SOWS: US 1-3 48.75-54.00.  
FEEDER PIGS 72 US 1-3 40/50 lbs. 37.50-47.50, 20/40 lbs 18.00-35.00 --- per head  
SHEEP 4. SLAUGHTER LAMBS: Choice 80/100 lbs 60.00-78.00.  
GOATS 10 Large 50.00-60.00 --- per head

**Lancaster Feeder Cattle**

NEW HOLLAND, PA  
NOVEMBER 21, 1996

FEEDER STEERS: Medium and Large 1, 50 head; 422/480 lbs, 50.25-56.50; 450 lbs, 54.82, 51 head; 566/586 lbs, 56.75-61.50; 572 lbs, 59.73; 51 head; 618/680 lbs, 46.75-51.00, 642 lbs, 55.20; 25 head, 843/880 lbs, 59.50-61.25; 863 lbs, 60.61; 14 head; 930 lbs, 62.75, 930 lbs, 62.75  
FEEDER HEIFERS: Medium and Large 1, 37 head; 337/384 lbs, 41.50-44.50, 360 lbs, 43.46, 34 head, 412/479 lbs, 39.50-45.85, 422 lbs, 44.79; 65 head; 517/583 lbs, 40.00-47.74, 552 lbs, 44.13, 18 head, 608/666 lbs, 45.50-46.50; 643 lbs, 45.87; 6 head, 974 lbs, 48.00; 974 lbs, 48.00  
FEEDER BULLS: Medium 1; 17 head; 425/430 lbs, 48.00-50.00; 429 lbs, 49.53; Medium 1-2, 10 head, 381/422 lbs, 36.50, 406 lbs, 36.50, 7 head; 507 lbs, 35.00; 507 lbs, 35.00

**Indiana Farmers**

HOMER CITY, PA  
NOVEMBER 21, 1996

CATTLE: 215 Steers & Heifers: Steady, Cows: Steady.  
STEERS: Choice 1100/1450 lbs, 67.25-74.50; Select 57.00-65.75; Standard 40.00-56.00, Holsteins: Few Standard 34.75-38.50.  
HEIFERS: Choice 1050/1400 lbs, 65.00-70.00, Select 52.50-63.25, Standard 35.00-46.50  
COWS Breaking Utility and Commercial 32.00-36.00, Cutter and Boning Utility 26.00-31.50, Canner & Low Cutter 18.25-26.50, Shells down to 14.00.  
BULLS: Few Yield Grade 1 1250/1870 lbs, 33.50-35.00, Yield Grade 2 900/1550 lbs, 25.00-31.25.  
FEEDER CATTLE STEERS: Few M-1 275/450 lbs, 43.00-54.00, M&L-2 300/950 lbs, 29.00-40.00, HEIFERS: M-1 300/775 lbs, 35.50-45.00; M&L-2 325/800 lbs, 22.00-33.50, Few BULLS: M&L-2 300/750 lbs, 20.00-27.50.  
CALVES: 85: Few Choice 140/250 lbs, 45.00-55.50, Good 140/265 lbs, 24.00-42.50; Standard & Good 75/90 lbs, 14.00-20.00, Utility 50/80 lbs, 6.00-13.00, FARM CALVES Steady, No 1 Holstein Bulls 90/120 lbs, 55.00-77.50, No 2 Holstein Bulls 90/125 lbs, 24.00-52.50; Few No 2 Holstein Heifers 80/100 lbs, 52.50-80.00.

**ADC Considers Expanding Alliance With Land O'Lakes**

(Continued from Page A1)

but least, we have talked about structural issues and how these two businesses can go forward together, either formally or informally."

With Class I sales remaining stagnant but cheese sales and consumption increasing, Dever said that cheese and value added products offer the best potential for profit.

LOL offers the possibility of increased profits because of its already established markets in Poland and Bulgaria and plans to distribute dairy products throughout the world.

ADC is attractive to LOL because the largest segment of the U.S. population resides on the East Coast and the largest parts of its cheese and butter business is here. This would enable LOL to more efficiently transport its product.

Dever promised that two facts are non-negotiable. "Anything that we do or agree to do has to provide both a short and long-term economic benefit to the ADC mem-

bers, and the philosophy that the organization is here to benefit the members and only the members must be continued.

During the business session, ADC reported sales of \$605 million and a net margin of \$5.8 million for the the 1996 fiscal year. Although \$5.8 million is a 25 percent return on invested capital, the board elected to reinvest that money into the manufacturing operation instead of sending a thirteenth check.

In other business, the Outstanding Young Cooperators Kenneth and Denise Sanner were introduced. The Sanners operate a 390-acre, 173-head Holstein farm near Kutztown. The Sanners and first runner-up couple David and Beth Hill, who operate a 1,710 acre, 261-Holstein farm near Kennedyville, Md., will attend the National Milk Producers Federation meeting held in California the first week of December. The purpose of the young cooperative program is to educate young members and develop leadership skills.

Fran Howard, editor-in-chief of "Dairy Profit Weekly," received ADC's Agricultural Communicator Award on Friday. Howard is co-owner and president of DPW Publishing Inc., and reports on dairy industry issues, from milk marketing and pricing to legislation.

The theme during the two-day meeting was A Platform for Progress. The Thursday night banquet featured motivational speaker



At ADC's 79th annual meeting, Laura England, public relations manager for ADC, congratulates Ag Communicator Award recipient Fran Howard, right, who is editor-in-chief for "Dairy Profit Weekly."

Jeanne Robertson, the Miss Congeniality winner in the Miss America Contest in 1963. Thomas Suber of the U.S. Dairy Export Council addressed the

Thursday afternoon session. Atlantic, based in Southampton, is a 3,600-member dairy cooperative that markets and processes milk in the Middle Atlantic region.

**MILK AMERICA'S HEALTH KICK**

**Pennsylvania Livestock**

WAYNESBURG, PA  
NOVEMBER 21, 1996

CATTLE: SLAUGHTER-COWS: Utility & Commercial 30.00-39.25; Cutter & Boning Utility 24.00-29.75; Canner & Low Cutter 18.00-25.00; Shells 18.00 and down.  
BULLS. Yield Grade 1 1500/2000 lbs, 33.00-40.50; Yield Grade 2 1000/1400 lbs, 28.00-35.00.  
FEEDER STEERS: M&L 1 300/500 lbs, 40.00-56.00; 250/280 lbs, 48.00-60.00, M 600/900 lbs, 43.50-57.00; HEIFERS: M 1&L 1 300/500 lbs, 35.00-50.00; L 1 400/650 lbs, 38.00-51.00, BULLS: M&L 1 300/620 lbs, 32.00-53.50.  
CALVES: Veal: Prime 40.00-55.00; 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 Bull & Hfrs/Hd 20.00-55.00.  
HOGS: Barrows & Gilts: #1-2 210/255 lbs, 52.00-61.50; #2-3 255/280 lbs, 50.00-60.00; Sows: #1-3 300/500 lbs, 30.00-48.00, Feeder Pigs: 1-3 15/20 lbs, 5.00-17.00/hd, 1-3 2.5/3.5 lbs, 10.00-30.00/hd.  
LAMBS: High Choice 80/100 lbs, 70.00-86.00; Choice 70/90 lbs, 76.00-105.00, Feeder Lambs: Good 60.00-94.00; Sheep 15.00-40.00; Fat Sheep 30.00 and down  
GOATS. Large 50.00-90.00/hd; Medium 20.00-40.00/hd; Small 10.00-34.00/hd.  
HORSES: Horses 42.00-61.00; Ponies 20.00-44.50.

**DAIRY FARMERS LIST THE TOP 10 REASONS WHY**



**ADC is the Place to Be**

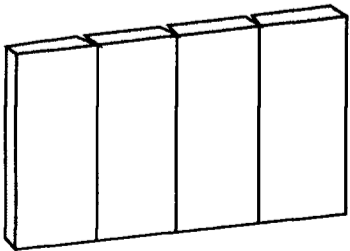
- 10 Choice of federal order markets (Orders 2 and 4) at competitive pay prices
- 9 Profit-making milk manufacturing plant and top-notch quality control laboratory
- 8 Diversified marketing program with domestic and international sales
- 7 Strong customer base and guaranteed markets for all member milk
- 6 Round-the-clock field services from quality checks to inspection services
- 5 Outstanding educational programs and award-winning communications activities
- 4 Extra money in producers' pockets through over-order premiums and quality milk bonuses
- 3 Twice monthly milk checks, with a direct deposit option
- 2 One of the fastest patronage revolving funds among cooperatives (five years)
- 1 Unmatched financial record, with 79 continuous years of payments to dairy farmers

Marketing milk for dairy farmers is our major business. We are farmer-owned and controlled, with a unified strength that gives us unusual bargaining power in the marketplace.

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