

North Atlantic Shell Eggs
January 16, 1997
Atlanta, Ga.

PRICES TO RETAILERS IN PHILADELPHIA WERE UNCHANGED TO HIGHER, AND PRICES IN NEW ENGLAND FOR BROWN JUMBO THROUGH LARGE WERE HIGHER, BALANCE UNCHANGED. THE MARKET TONE WAS STEADY TO FIRM. RETAIL DEMAND WAS MODERATE TO GOOD AND WHOLESAL DEMAND IMPROVED AND WAS GOOD. SUPPLIES OF BOTH BROWN AND WHITE LARGE SIZES WERE TIGHT, AND OTHER SUPPLIES WERE ABOUT ADEQUATE. BREAKING STOCK SUPPLIES WERE ADEQUATE. PHILADELPHIA, PRICES TO RETAILERS, SALES TO VOLUME BUYERS, USDA GRADE A AND GRADE A, WHITE EGGS IN CARTONS, DELIVERED STORE DOOR, EXTRA LARGE .81-.88, LARGE .79-.86, MEDIUM .74-.77.

Delmarva Broiler

JANUARY 15, 1997

Movement of ready-to-cook whole birds remained light and selective. Offerings were adequate to ample, and were more readily available on the over 3 pound sizes. Live supplies were at least moderate; weights were mostly desirable to heavier than desired. Processing schedules were moderate to heavy. Less than trucklot asking prices were 1 cent lower at 59 to 73 cents. Trade sentiment was weak. Bone-in breasts remained in short supply. Boneless skinless breasts were fully adequate to ample. Wings were adequate to fully adequate. Leg quarters had tightened and several plants reported a no more than adequate supply.

ESTIMATED SLAUGHTER OF BROILER/FRYERS IN DELMARVA (000) ESTIMATED ACTUAL AVG. WEIGHT ACTUAL AVG. WEIGHT 01/15 01/13 01/13 01/08 01/06 2,361 2,433 4.88 2,401 4.88 *BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIP-

MENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA

BRANDED U.S. GRADE A RANGE 53.50-76 WEIGHTED AVERAGE 62.60 NO. OF BOXES 8,974 *8 of 9 plants reporting.

National Egg Market

JANUARY 15, 1997

Prices were unchanged to higher for the large sizes in the East and Midwest, elsewhere, prices were unchanged. The market tone was steady to firm, strongest for large. Demand remained moderate to good, best into retail and breaking channels. Supplies of large were adequate to tight partially due to increased molting, slaughter, breaking and export; the balance of sizes were generally adequate. Breaking stock supplies were adequate to barely adequate for the moderate to good demand, and the undertone remained steady to fully steady. Live hen supplies were adequate for full plant schedules.

National Grain Market

ST. JOSEPH, MO
JANUARY 15, 1997

Grain and soybean bids finished higher, today, due to adverse weather conditions across the Midwest, curtailing movement of commodities. Fund buying on the board was also supportive, especially to corn bids. Wheat 2 to 5 cents higher. Corn 2 to 5 cents higher. Sorghum 4 to 6 cents higher. Soybeans 8 to 10 cents higher. Cold temperatures and snow in the upper Midwest have created serious problems for movement of all commodities. Barge, rail, and truck movement have all slowed. U.S. Export Sales: Commodity Tonnage Del date Nothing new to report. Date Change Year ago Truck Bids: 01/15/97 01/14/97 01/17/96 Wheat: Kansas City (HRW, ORD) 4.59-4.61 up 3 5.18 Minneapolis (DNS, 14%) 4.45 1/4 up 2 3/4 5.22 Portland (SW) 4.10-4.13 up 2-5 5.27-5.30 St. Louis (SRW) 3.77-3.78 unch-dn 3 4.64-4.72 Corn, US 2 Yellow: Kansas City

2.72-2.73 up 3 3.57-3.59 Minneapolis 2.54 3/4 up 3 3.07 1/4 Southern Iowa 2.65-2.68 up 3-2 3.53-3.55 Omaha 2.60-2.62 up 5-4 3.21-3.24 Soybeans, US 1 Yellow: Kansas City 7.45-7.46 up 8 7.29-7.30 Minneapolis 7.12 1/2 up 8 1/2 6.90 1/4 Southern Iowa 7.34 up 8 7.37-7.40 Cent IL Processors 7.48 1/2-7.55 1/2 up 10 1/2- 7.28 1/4-7.38 1/4 8 1/2 Futures: Kansas City (Mar) Wheat 4.18 1/2 up 2 3/4 4.83 Minneapolis (Mar) Wheat 3.95 1/4 up 2 3/4 4.77 Chicago (Mar) Wheat 3.90 1/4 up 2 1/4 4.79 Chicago (Mar) Corn 2.73 3/4 up 3 3.51 1/4 Chicago (Mar) Soybeans 7.45 1/2 up 8 1/2 7.36 1/4 Export Bids: Barge or rail, Port of New Orleans or North Texas Gulf. US 1 HRW Wheat, Ord. Protein: 4.82 1/2 up 3/4 5.44 US 2 SRW Wheat: 4.25 1/4-4.26 1/4 up 2 1/4-1 1/4 5.22-5.23 US 2 Yellow Corn: 3.08 3/4-3.11 3/4 up 4-5 3.88 1/4-3.89 1/4 US 2 Yellow Sorghum: Rail 4.89 up 6 6.83-6.84 Barge 5.07-5.10 up 4-6 6.90-6.92 US 1 Yellow Soybeans: 7.85 1/2-7.87 1/2 up 10 1/2- 7.81 1/4-7.82 1/4 11 1/2

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PENNFIELD DAIRY DAYS

The Family Dairy Farm

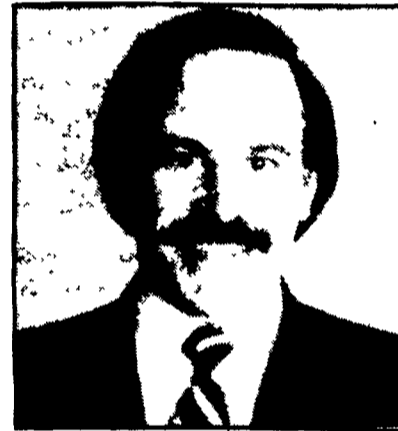
Profitable and Enjoyable



Featured Speakers

Timothy Snyder, Ph.D. PAS
Mgr., Dairy Nutrition,
Pennfield Corp.

Roger L. Saltman, DVM, PAS
Senior Technical Services Manager
Hoffmann - La Roche Inc.



Dr. Snyder grew up and worked on a central Pennsylvania dairy farm. He graduated from the Dairy Science Department at Delaware Valley College with emphasis on nutrition /management and went on for an advance degree at Va. Tech with emphasis on forage utilization. Dr. Snyder received his Ph D from the Dairy and Animal Science department at Penn State University in rumen function. During college he also worked on a dairy research farm and on a dairy farm in Germany.

Dr. Snyder was employed as a multicounty extension agent in North Carolina. There, he emphasized dairy and forage production.

He did extensive research and teaching in graduate school. He was previously employed in dairy/ruminant research and technical service for a farm supply cooperative for five years. He has been with Pennfield in dairy/ruminant research and technical service for the past 10 years.

Dr. Saltman was raised in southern California and came East to attend Princeton University. After college, he purchased a small farm with a partner and farmed in the Finger Lakes Region of upstate New York. Afterward, Dr. Saltman returned to school to take a veterinary degree at Cornell Veterinary School.

For six years, Dr. Saltman was in a multidisciplinary practice based in central New York. There, he specialized in production medicine, including ration formulation, nutritional consulting, and records analysis.

Dr. Saltman joined American Cyanamid in 1987 as part of the Bovine Somatotropin (BST) project. He became involved in research and animal industry education, new product development, and technical service consultation. After the sale of the Cyanamid feed additive business, Dr. Saltman became senior technical services manager with Hoffmann-La Roche.

Meeting Agenda

9:30 AM	Milk, Coffee and Donuts Visit Four Dairy Display Areas	
10:00 AM	Where Are the Profit Opportunities? Don Mahlandt, Director of Dairy Sales	
10:20 AM	Opportunity #1: Birth to 6 Mos.	Dr. Saltman
10:40 AM	Opportunity #2: Pre-Fresh - Post Fresh	Dr. Snyder
11:00 AM	Opportunity #3: Optimum Udder Health	Dr. Saltman
11:20 AM	Opportunity #4: High Performance Feeding, Forage and Grain Processing	Dr. Snyder
11:40 AM	Lunch - Visit Displays	
1:00 PM	Opportunity #5: High Performance Feeding, Balancing Proteins, Energy, Amino Acids	Dr. Snyder
1:20 PM	Opportunity #6: Improving Reproduction	Dr. Saltman
1:40 PM	Questions & Answers - Door Prizes	
2:00 PM	Adjourn	

1997 Dairy Meetings

Monday	Jan. 20	Shadowbrook Inn	Tunkhannock, PA
Tuesday	Jan. 21	Lebanon Valley Expo Ctr.	Lebanon, PA
Wednesday	Jan. 22	McConnellsburg FireHall	McConnellsburg, PA
Thursday	Jan. 23	Yoder's Restaurant	New Holland, PA
Friday	Jan. 24	Berlin Fire Hall	Berlin, PA
Monday	Feb. 3	New York Region Dibble's Inn	Vernon, NY
Tuesday	Feb. 4	Kauffman Center	Greencastle, PA
Wednesday	Feb. 5	Howard Johnson Rest.	Millington, MD
Thursday	Feb. 6	Plain & Fancy Rest.	Bird-In-Hand, PA
Friday	Feb. 7	Camelot Restaurant	Milroy, PA

Ladies Welcome: The information presented at these meetings will be directed towards the FAMILY DAIRY FARM and its future. Since many wives play a key role in the Family Farm Operation, we would strongly urge both husband and wife to attend as the information presented will be for the "Management Team".

TO MAKE RESERVATIONS CALL 1-800-732-0467

Transportation Available

pennfield feeds

