

VIRGINIA CATTLE & HOGS

Virginia Feeder Sales
Richmond, VA
Mon Dec 08, 1997

USDA-VA Dept of Ag Market News
Summary of Livestock Auctions by Areas:

Northern Virginia Livestock Summary including Orange, Rockingham, Shenandoah, Staunton Union and Winchester Virginia for the week of December 1-6, 1997.

Feeder Cattle 2093 head
Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 73.00 - 82.00 69.00 - 300-400 76.50 - 93.00 68.00 - 77.00 85.00 - 96.00 400-500 80.00 - 94.00 73.00 - 80.00 79.00 - 91.00 Few 67.00 - 77.50 56.00 - 63.00 62.00 - 69.00 500-600 64.00 - 86.00 68.00 - 80.00 68.00 - 83.00 600-700 65.00 - 80.00 55.00 - 66.50 65.00 - 78.00 700-800 63.00 - 75.00 - 62.00 - 73.00 800-900 66.00 - 73.00 - 65.00 - 71.00

Holstein Steer Med&Lge 2 300-500 51.00 - 60.00 700-900 41.00 - 45.00

Heifers Med&Lge 1 Small 1 Med&Lge 2 200-300 - 60.00 - 65.00 300-400 59.50 - 71.00 51.00 - 65.00 65.00 - 75.00
Few - 54.00 - 59.00 400-500 61.00 - 76.00 52.00 - 62.00 61.00 - 74.00 Few - 55.00 - 62.00 500-600 59.50 - 74.00 48.00 - 59.00 60.00 - 72.00 600-700 60.00 - 73.00 41.00 - 51.00 51.00 - 60.00 700-800 57.50 - 65.50 - 49.00 - 52.50 800-900 47.25 -

Bulls Med&Lge 1 Small 1 Med&Lge 2 300-400 69.50 - 85.00 60.00 - 72.00 91.50 - 96.00
Few - 81.00 62.00 - 70.00 65.00 - 77.00 500-600 71.00 - 84.00 55.00 - 68.00 61.00 - 70.00 Few 60.00 - 66.00 - 600-700 58.00 - 69.00 59.00 - 60.00 52.50 - 65.50 700-900 45.00 - 46.50

Slaughter Cattle 391 head
Slaughter Heifers Heifers Standard 1-2 850-1100 lbs 38.00 - 40.50
Slaughter Cows 359 head Breaking utility and Commercial 2-4 30.00 - 36.25 Cutter and boning Utility 1-3 27.00 - 36.50

Canner and low Cutter 1-2 20.00 - 31.50
Slaughter Bulls 32 head YG 1-2 900-1300 lbs 34.75 - 42.50 YG 1-2 1300-1600 lbs 35.00 - 42.00 YG 1-2 1600 lbs and over 34.00 - 44.25

Cows returned to farms 17 head - Medium and Large 1, 4-10 yrs old 900-1100 lbs 320.00-460.00 per head. Cows with calves at side 2 pairs - Medium and Large 1, 4-10 yrs old 900-1100 lbs with calves newborn to 200 lbs 440.00-445.00 per pair.

Baby calves returned to farms 86 head newborn to 4 weeks 5.00-50.00 per head. Over 100 lbs 30.00-60.00 per cwt.

Lambs total receipts 211 head Slaughter
Lambs 174 head Woolled Choice few Prime 1-2 few 3 106-120 lbs 74.00 - 77.75 Good and few Choice 1-2 85-86 lbs 83.00 - 88.25 Good and few Choice 1-2 88 lbs 90.00 Feeder Lambs 28 head Medium and Large Frame 1-2 70-85 lbs 97.25 Medium and Large Frame 1-2 60-70 lbs 91.50
Slaughter Ewes and Rams 9 head Ewes Utility and Good 1-3 25.00 - 35.00 Cull and low Utility 1-2 40.00 Rams all 26.00
Slaughter Hogs 30 head Sows US 1-3 300-500 lbs 38.00 - 43.00 US 1-3 500 lbs and over 39.50

Richmond, VA
Mon Dec 08, 1997
USDA-VA Dept of Ag Market News
Summary of Livestock Auctions by Areas:

Southwest Virginia Livestock Summary including Hollins and Tri-State Virginia for the week of December 1-6, 1997.

Feeder Cattle 1079 head
Steers Med&Lge 1 Small 1 Med&Lge 2 300-400 87.00 - 94.00 64.00 - 65.00 78.00 - 88.00 400-500 80.00 - 91.50 68.00 - 74.00 76.00 - 83.00 500-600 77.00 - 92.00 62.00 - 69.00 65.00 - 79.00 600-700 68.00 - 75.50 58.00 - 65.00 65.50 - 72.00 700-800 64.00 - 71.50 - 58.00 - 63.50 800-900 69.00 - 72.00 -

Holstein Steer Med&Lge 2 500-700 48.00 - 55.00 700-900 48.00 900-1100 45.50

Heifers Med&Lge 1 Small 1 Med&Lge 2 300-400 65.00 - 75.00 56.00 - 62.00 62.00 - 71.00 400-500 61.00 - 77.00 56.00 - 65.00 60.00 - 71.00 500-600 61.00 - 75.00 52.00 - 60.00 59.00 - 68.00 600-700 61.00 - 71.00 47.00 - 58.00 55.00 - 64.00 700-800 55.00 - 63.00 - 53.00 - 58.00 800-900 55.00 - 60.00 -

Bulls Med&Lge 1 Small 1 Med&Lge 2 300-400 80.00 - 96.00 64.00 - 73.00 64.00 - 86.00 400-500 78.00 - 87.00 59.00 - 71.00 68.00 - 80.00 500-600 70.50 - 83.00 65.00 - 70.00 67.00 - 77.00 600-700 65.00 - 71.00 - 65.00 - 70.00 700-900 61.00 - 68.00 -

Slaughter Cattle 194 head
Slaughter Cows 174 head Breaking utility and Commercial 2-4 28.00 - 36.00 Cutter and boning Utility 1-3 25.00 - 33.00 Canner and low Cutter 1-2 17.00 - 27.00

Slaughter Bulls 20 head YG 1-2 900-1300 lbs 38.00 - 43.00 YG 1-2 1300-1600 lbs 34.00 - 42.50 YG 1-2 1600 lbs and over 37.00 - 41.00

Richmond, VA
Mon Dec 08, 1997
USDA-VA Dept of Ag Market News
Summary of Livestock Auctions by Areas:

Central and Southeast Virginia Livestock Summary including Southside (Blackstone) and Lynchburg Virginia for the week of December 1-6, 1997.

Feeder Cattle 986 head
Steers Med&Lge 1 Small 1 Med&Lge 2 300-400 84.00 - 89.00 62.00 - 74.50 75.00 - 82.00 400-500 76.00 - 85.00 70.00 - 78.50 75.00 - 80.00 500-600 73.00 - 77.00 56.00 - 73.00 72.00 - 79.00 600-700 64.00 - 70.50 63.00 - 65.00 64.00 - 69.00 700-800 - 57.00 63.50 - 67.50 800-900 - 60.00 - 61.00 Holstein Steer Med&Lge 2 300-500 50.00 - 54.50

500-700 53.50
Heifers Med&Lge 1 Small 1 Med&Lge 2 300-400 64.50 - 73.50 52.00 - 61.00 57.00 - 73.00 400-500 64.00 - 72.50 45.00 - 60.00 60.00 - 72.00 500-600 60.00 - 68.00 55.00 - 61.00 59.00 - 65.00 600-700 62.00 - 63.00 - 59.00 - 63.00

Bulls Med&Lge 1 Small 1 Med&Lge 2 300-400 72.00 - 91.00 55.00 - 72.00 68.00 - 86.00 400-500 65.00 - 82.00 55.00 - 72.00 65.00 - 79.00 500-600 64.00 - 75.00 49.00 - 64.00 68.00 - 70.00 600-700 59.00 - 64.00 51.00 55.00 - 60.00 700-900 50.00 - 61.00 - 52.00 - 56.50

Slaughter Cattle 275 head
Slaughter Cows 252 head Breaking utility and Commercial 2-4 25.00 - 31.75 Cutter and boning Utility 1-3 26.00 - 31.50 Canner and low Cutter 1-2 20.00 - 25.00

Slaughter Bulls 23 head YG 1-2 900-1300 lbs 32.50 - 39.25 YG 1-2 1300-1600 lbs 37.50 - 42.00 YG 1-2 1600 lbs and over 26.00 - 45.50

Cows returned to farms 73 head - Medium 1, Medium 2, and Large 1, 900-1200 lbs 27.50-34.00 per cwt. Cows with calves at side 76 pairs - Medium 1, Medium 2 and Large 1, 750-1300 lbs with calves 375.00-580.00 mostly 430.00-505.00 per pair. Medium 1, Medium 2, and Large 2, 750-1100 lbs 350.00-435.00 per pair. Baby calves returned to farms 22 head over 100 lbs 17.00-24.00 per cwt.

Lambs total receipts 42 head Feeder Lambs 42 head Medium and Large Frame 1-2 70-85 lbs 83.00 Medium and Large Frame 1-2 60-70 lbs 87.00

State Graded Feeder Cattle Sale 276 head sold at Lynchburg, Virginia on December 1, 1997. Steers 147 head. Heifers 129 head.

Steers Med&Lge 1 Med&Lge 2 300-400 89.00 - 94.00 89.00 400-500 81.00 - 88.50 80.00 - 90.00 500-600 78.50 - 85.00 76.00 - 82.50 600-700 68.70 - 70.75 66.00 - 70.25 700-800 64.75 - 67.00 -
Heifers Med&Lge 1 Med&Lge 2 300-400 69.00 - 72.50 72.00 - 73.00 400-500 70.00 - 71.50 67.50 - 70.25 500-600 68.00 - 69.75 67.00 - 68.25 600-700 61.00 - 64.75 -

Richmond, VA
Fri Dec 05, 1997
USDA-VA Dept of Ag Market News
Special State Graded Slaughter Cattle Sale

Front Royal, Virginia on December 4, 1997. 61 head sold.
Steers Choice 2-3 1200-1600 lbs 62.00 - 67.50

Heifers Choice 2-3 1200-1500 lbs 63.50 - 67.50 ad

New Holland Horses

New Holland Sales Stables
New Holland, PA
Monday, December 8, 1997
Report Supplied By Auction
201 HEAD. MARKET STEADY.
DRIVING 410.00-985.00.
RIDING 475.00-875.00.
BETTER RIDING 1085.00-1500.00.
REGISTERED RIDING 685.00-1110.00.
KILLERS, HEAVYWEIGHTS 685.00-860.00, LIGHTWEIGHTS 410.00-535.00.
PONIES 145.00-400.00.
LARGE PONIES 450.00-500.00.
COLTS 75.00-205.00.

OLDHAM/COASTAL LEAF

will be receiving 609 tobacco at our two locations this week. We will be receiving at our Farmersville location on Monday, Dec. 15 and Wednesday, Dec. 17. Our Quarryville location will be open Tuesday, Dec. 16 and Thursday Dec. 18. Call for an appointment at either location.

Please continue to strip your tobacco in 3 grades (Tips, Middles, and Bottoms). Any green or damaged tobacco must be baled separately in an outgrade bale. *It does make a difference!*

Location #1

Clarence Shirk Farm
374 S. Farmersville Rd.
Ephrata, PA
(717) 656-9847
Buyers: Clarence Shirk
Joey Bowen

Location #2

Behind Ross' Feed & Grain
27 N. Church St.
Quarryville, PA
(717) 786-0397
Buyers: Ken "Groundhog" Swayne
"Big" Ron Bowen



ENB has been a part of Ephrata since 1881. This building at 110 East Main Street was the Bank's home from 1884 until 1925.

My calendar has 365 days

Although I am new to Ephrata National Bank, ENB is not new to me. In my 26 years of agricultural lending, mostly in Lancaster County, I came to respect ENB as a tough competitor for quality agricultural loans.

ENB has been providing loans and other banking services to farmers since 1881. Many of the philosophies that helped ENB enjoy more than a century of growth are as important today as they ever were. Take the way we calculate interest on loans. The traditional way to calculate interest on a loan is to use the number of days in a year, which on my calendar is 365. Many, if not most, lenders use a 360-day year.

What does that mean to you? Well, on a \$100,000 loan at 8½% (the current prime rate), your interest bill at ENB would be \$8,500. If you paid interest on the basis of a 360-day year, your loan would cost you \$8,618, or an annual difference of \$118.

If you prefer the traditional way we calculate interest, give me a call. We've got lots to talk about.



Bob Look
Bob Look, VP
Ag Lending

For more ag lending information call 717 732-2911

The Ephrata National Bank
MEMBER FDIC

Serving farmers since 1881

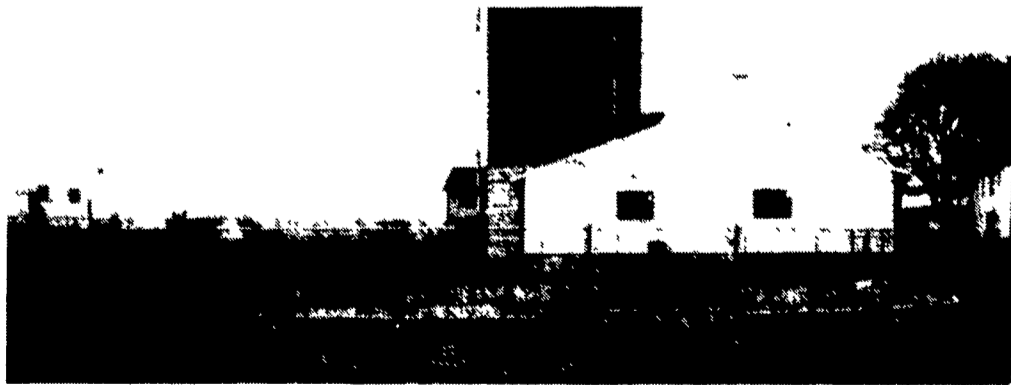
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