

Virginia Feeder Sales Richmond, VA

Tue Jan 27, 1998 USDA-VA Dept of Ag Market News Summary of Livestock Auctions by areas: Northern Virginia Livestock Sum-

mary including Marshall, Orange, Rockingham, Shenandoah, Staunton Union and Winchester Virginia for the week of January 19-24,

Feeder Cattle 1622 head

Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 71.00 - 81.00 ---- 300-400 76.00 - 83.50 75.00 - 81.00 77.00 - 83.00 400-500 80.00 - 90.00 74.00 - 85.00 73.00 - 87.00 500-600 80.00 - 91.00 75.00 -80.00 78.00 - 85.00 Few 68.00 - 78.00 --64.00 - 73.50 600-700 68.00 - 82.10 73.00 78.00 70.00 - 76.00 700-800 62.00 ---- 62.00 - 69.00 800-900 65.00 ---- 60.00 - 67.00 900-1000 67.00 --- 52.00 - 61.00 Holstein Steer Med&Lge 2 900-1100

Heifers Med&Lge 1 Small 1 Med&Lge 2 300-400 65.00 - 75.00 59.00 - 69.00 63.00 - 74.00 400-500 65.00 - 75.50 58.00 66.50 63.00 - 70.00 500-600 63.50 -75.00 55.00 - 64.00 60.00 - 70.00 600-700 62.00 - 76.00 ----- 62.00 - 64.00 700-800 55.00 - 63.00 ·

Bulls Med&Lge 1 Small 1 Med&Lge 2 300-400 75.00 - 86.00 63.50 - 74.00 73.00 - 85,00 400-500 66,50 - 84,00 -82.00 500-600 70.00 - 84.00 -----

73.00 600-700 71.00 - 77.00 ---- 66.00 700-900 55.00 - 61.00 -----

Slaughter Cattle 588 head

Slaughter Cows 527 head Breaking utility and Commercial 2-4 32.50 - 44.00 Cutter and boning Utility 1-3 29.25 - 44.25 Canner and low Cutter 1-2 25.00 - 37.50

Slaughter Bulls 55 head YG 1-2 900-1300 ibs 34.00 - 48.50 YG 1-2 1300-1600 lbs 38.50 - 48.75 YG 1-2 1600 lbs and over 40.00 - 55.00

Slaughter Calves and Vealers 6 head Calves Good and Choice 250-500 lbs

Lambs total receipts 443 head Slaughter Lambs 281 head New Crop Good and few Choice 1-2 86 lbs 116.00 Wooled Choice and Prime 3-4 125 lbs 69.00 Choice few Prime 1-2 few 3 102-116 lbs 86.00 - 89.75 Good and few Choice 1-2 83 lbs 102.00 Good and few Choice 1-2 91 lbs 96.00 Good and few Choice 1-2 99 lbs 85.00 Feeder Lambs 104 head Medium and Large Frame 1-2 70-85 lbs 110.00 Medium and Large Frame 1-2 60-70 lbs 113.00 -115.00 Medium and Large Frame 1-2 50-60 lbs 106.00 Slaughter Ewes and Rams 58 head Ewes Choice 2-4 34.75 -37.00 Utility and Good 1-3 40.00 - 49.50 Cull and low Utility 1-2 53.50

Baby calves returned to farms 82 head newborn to 4 weeks 12.50-69.00 per head. Over 100 lbs 32.50-87.50 per cwt.

Slaughter Hogs 9 head Sows US 1-3 300-500 lbs 29.00 US 1-3 500 lbs and over 27.50 - 34.00 Boars 300-600 lbs 14.00

Tue Jan 27, 1996

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

Abingdon Stockyard Exchange, Hollins and Wytheville Virginia for the week of January 19-24, 1998.

Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 84.00 - 94.00 69.00 - 71.00 -300-400 84.00 - 97.00 70.00 - 75.00 74.50 88.00 400-500 83.00 - 91.50 65.00 -74.00 72.00 - 87.00 500-600 79.50 - 87.00

Feeder Cattle 1004 head

55.00 - 68.50 68.00 - 80.00 600-700 65.00 · 81.50 ----- 62.00 - 75.50 700-800 66.00 -72.50 ---- 62.00 - 69.00 800-900 67.00 -------- 900-1000 64.00 - 65.50

Holstein Steer Med&Lge 2 200-300 70.00 - 73.00 300-500 61.00 - 68.00

Heifers Med&Lge 1 Small 1 Med&Lge 2 200-300 70.00 - 78.00 ---- 71.50 - 76.00 300-400 73.00 - 77.50 57.00 - 70.00 62.00 73.00 400-500 71.00 - 81.00 55.00 -69.50 64.00 - 80.00 500-600 67.50 - 79.00 55.00 - 70.50 65.00 - 76.00 600-700 62.00 - 68.50 ----- 57.50 - 59.25 700-800 66.50 -67.50 ---- 55.00 - 59.00 800-900 59.50 -62.50

Bulls Med&Lge 1 Small 1 Med&Lge 2 200-300 90.00 - 94.00 68.00 - 77.00 ---- 300-400 81.00 - 88.00 ---- 400-500 73.00 - 81.50 66.00 - 73.00 70.00 - 78.00 500-600 74.00 - 80.00 ---- 65.00 - 68.50 Few 60.00 - 64.00 ---- 600-700 63.00 - 64.50 ----- 700-900 53.00 - 57.00 --

Slaughter Cattle 230 head

Slaughter Cows 213 head Breaking utility and Commercial 2-4 33.50 - 42.50 Cutter and boning Utility 1-3 29.00 - 42.50 Canner and low Cutter 1-2 17.00 - 31.50

Slaughter Bulls 17 head YG 1-2 900-1300 lbs 41.00 - 45.00 YG 1-2 1300-1600 lbs 38.50 - 49.50 YG 1-2 1600 lbs and over 46.50 - 50.00

Lambs total receipts 11 head Slaughter Lambs 11 head Wooled Choice few Prime 1-2 few 3 108 lbs 93.50

> Richmond, VA Tue Jan 27, 1996

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 January 19-24,

Feeder Cattle 744 head

Steers Med&Lge 1 Small 1 Med&Lge 2 300-400 90.00 - 92.00 72.00 - 80.00 79.00 92.00 400-500 78.00 - 92.00 67.50 -82.00 78.00 - 90.00 500-600 78.00 - 86.50 72.00 - 78.00 75.00 - 84.00 600-700 --56.50 - 66.50 65.00 - 75.50 700-800 71.50 - 73.00 ---- 62.00 - 67.00 800-900 68.00 ----- 58.50 900-1000 62.50 ---

Holstein Steer Med&Lge 2 200-300 57.00 - 62.50

Heifers Med&Lge 1 Small 1 Med&Lge 2 200-300 71.00 - 74.00 ---- 70.00 - 74.50 300-400 73.00 - 76.00 61.00 - 69.50 66.25 76.00 400-500 72.00 - 79.00 55.00 -66.00 65.75 - 76.00 500-600 66.00 - 69.50 51.00 - 64.25 64.00 - 70.00 600-700 66.00 50.00 - 62.00 65.50 - 66.00 700-800 62.00 - 63.50 ---- 56.00 - 59.50

Bulls Med&Lge 1 Small 1 Med&Lge 2 200-300 ---- 84.50 - 86.00 300-400 86.00 - 91.00 70.00 - 83.50 79.00 - 92.00 400-500 78.00 - 89.00 67.00 - 75.00 75.00 - 86.50 500-600 75.00 - 81.50 63.00 -76.00 75.00 - 83.00 600-700 65.00 - 71.00 56.00 - 59.00 62.00 - 71.50 700-900 63.00 -- 53.00 - 58.50

Slaughter Cattle 268 head

Slaughter Cows 255 head Breaking utility and Commercial 2-4 32.00 - 35.00 Cutter and boning Utility 1-3 30.00 - 36.00 Canner and low Cutter 1-2 22.00 - 28.00 Slaughter Bulls 13 head YG 1-2 900-1300 lbs 45.50 - 50.00 YG 1-2

1300-1600 lbs 41.50 - 42.00 YG 1-2 1600 lbs and over 36.75 - 48.00

Lambs total receipts 20 head Feeder Lambs 20 head Medium and Large Frame 1-2 \$5-100 lbs \$7.00 - 91.00

Slaughter Hogs 8 head Barrows and Gilts US 1-3 200-250 lbs 33.50 Sows US

1-3 300-500 lbs 30.50 - 37.00 State Graded Feeder Cattle Sale 263 head held at Lynchburg, Virginia on January 19, 1998. Steers 118 head. Heifers 145

head. Steers Med&Lge 1 Med&Lge 2 300-400 94.50 89.50 - 92.00 400-500 89.00 - 94.00 88.00 - 93.00 500-600 80.00 86.50 78.50 - 83.00 600-700 74.50 -75.00 69.50 - 78.00 700-800 68.50 - 72.50 800-900 65.50 - 69.50

Heifers Med&Lge 1 Med&Lge 2 300-400 76.50 - 77.00 75.00 - 78.00 400-500 71.75 - 78.00 68.00 - 72.00 500-600 66.50 - 71.50 67.75 - 72.00 600-700 67.00 - 69.75 65.00 - 65.50

Richmond, VA Fri Jan 23, 1998

USDA-VA Dept of Ag Market News Special State Graded Slaughter Cattle

Front Royal, Virginia on January 22,

1998 91 head sold. Steers Choice 2-3 1225-1500 lbs 60.00 -67.00 Choice 2-3 1500-1700 lbs 55.00 -

58.00 Select 2-3 1400-1500 lbs 55.00 Heifers Choice 2-3 1150-1450 lbs 60.00



Tull Hill Farms doesn't own that building, but a sharp management decision made it one of their best assets.



Jimmy and Michael Hill, Tull Hill Farms, Kinston, North Carolina

The Hill family was ready to pay cash for a new 80,000 square foot storage facility for Tull Hill Farms. They changed their mind when Telmark explained how much they could save by leasing the facility instead. Their sharp management decision saved profits by adding to the bottom line with a Telmark operating lease. They also have a buyout option at the end of the lease term.

The Hill family found the tax breaks, end-of-term buyout option, and flexible payment plan so attractive, they leased the complete facility. Most lenders aren't ready to offer this kind of alternative financing.

Telmark understands building and equipment financing needs for all types of commercial and agricultural operations. For a financing source that's been listening to farmers for over 30 years, call your Telmark representative or 800-451-3322.

Darlington 717-733-3532

Doug Snee 412-627-5941

Andrew McLean 410-827-5052

Anderson 410-651-4128

Mike Dixon Fred Dixon 814-684-5707 412-346-3455

Lisa Francisco Sonnen Frank Hunter 716-595-3954 717-866-9217

Mike Fullam 717-966-9202



800-451-3322 In the Northeast, PA, KY, MI, VA, OH, WV, IN, WI, IL, NC, SC, AL, GA, TN, MN, MO and IA. Min lease: \$5,000

CAPLAN & LUBER, LLP

Offices In Pennsylvania and New Jersey 1-800-472-4356

Internet: http://caplublaw.com

Call Richard Caplan or Joel Luber for a FREE consultation

"Lawyers Who Understand Farming & Farmers"

Our law firm handles matters including:

Planning for farm business, tax and estate matters; preparing wills, trusts, partnership and corporation forms.

Resolving farm insurance coverage disputes;

Obtaining recovery for injuries arising from farm

Handling real estate, equipment and other farm business transactions;

Protecting farmers from environmental liability;

Counseling in agricultural and water law; farm-related contracts and all types of litigation;

Assisting with electricity & natural gas procurement

BUY FACTORY DIRECT

