

**North Atlantic  
Shell Eggs**March 18  
Atlanta, Ga.

IN PHILADELPHIA, PRICES WERE UNCHANGED TO TWO CENTS HIGHER ON THE HEAVIER WEIGHTS AND UNCHANGED TO TWO CENTS LOWER FOR MEDIUMS. ALL OTHER PRICES WERE UNCHANGED. THE MARKET TONE WAS STEADY TO FULLY STEADY. DEMAND CONTINUED FAIR TO OCCASIONALLY GOOD, BEST ON THE LARGER SIZED WHITE EGGS. SUPPLIES WERE BALANCED TO TIGHT FOR THE HEAVIER WEIGHTS AND MEDIUMS AVAILABLE. BREAKING STOCK OFFERING WERE AT LEAST ADEQUATE TO FULLY ADEQUATE FOR THE LIGHT DEMAND. LIGHT TYPE HENS WERE ADEQUATE TO AMPLE FOR PROCESSORS' NEEDS.

PHILADELPHIA: PRICES TO RETAILERS, SALES TO VOLUME BUYERS, USDA GRADE A AND GRADE A WHITE EGGS IN CARTONS, DELIVERED STORE DOOR, CENTS

PER DOZEN: EXTRA LARGE, .73-.81, LARGE .71-.79, MEDIUM .59-.62.

BOSTON: PRICES TO RETAILERS, SALES TO VOLUME BUYERS, USDA GRADE A AND GRADE A BROWN EGGS IN CARTONS, DELIVERED STORE DOOR, CENTS PER DOZEN: EXTRA LARGE 1.02-1.04, LARGE .93-.95, MEDIUM .68-.70.

NEW ENGLAND: PRICES PAID TO PRODUCERS, CASES EXCHANGED, GRADE YIELD BASIS, BROWN EGGS LOOSE, AT FARM, CENTS PER DOZEN: JUMBO 1.27-1.30, EXTRA LARGE .83-.86, LARGE .74-.77, MEDIUM .49-.52, SMALL .22-.25.

**Delmarva Broiler**

ATLANTA, GA.

MARCH 18, 1999

DELMARVA BROILER/FRYER MARKET. FEDERAL-STATE

Movement of ready-to-cook whole birds was disappointingly slow. Seller offerings were readily available and often difficult to place. Live supplies were about moderate; weights were mixed and irregular in a full range of light to heavy. Processing schedules were moderate to moderately heavy.

Less than trucklot asking prices were unchanged at 52 to 66 cents. Trade sentiment was cautiously steady to weak. Boneless skinless breasts varied from in good balance to fully adequate and slow to clear.

Bone-in breasts were adequate to fully adequate. Other items were fully adequate to ample for the generally lackluster buying interest.

ESTIMATED SLAUGHTER OF BROILER/FRYERS IN DELMARVA (000)

ESTIMATED ACTUAL AVG. WEIGHT ACTUAL AVG. WEIGHT  
03/18 03/16 03/16 03/11 03/09  
2,363 2,337 5.16 2,295 5.06

\*BROILER/FRYER CURRENT NEGOTIATED PRICES FOR IMMEDIATE DELIVERY INCLUDES MOSTLY MULTIPLE-DROP SHIPMENTS OF BRANDED AND WING TAGGED TO NEW YORK CITY FROM DELMARVA BRANDED U.S. GRADE A RANGE 50-66 WEIGHTED AVERAGE 55.34 NO. OF BOXES 6,585

\*7 of 9 plants reporting.

**New York****Egg Market**

ATLANTA, GA.

MARCH 18, 1999

NEW YORK EGGS, MARCH 18, 1999. FEDERAL-STATE

Prices were two cents higher on heavier weights and two cents lower on mediums. Retail demand was unaggressive and reported as light, although best interest remained on large. Supplies were adequate for needs with smaller sizes in the longest position. Trade sentiment was steady to fully steady.

PRICES TO RETAILERS, SALES TO VOLUME BUYERS, USDA GRADE A AND GRADE A, WHITE EGGS IN CARTONS, DELIVERED STORE DOOR, CENTS PER DOZEN.

RANGE EXTRA LARGE 81-83 LARGE 78-81 MEDIUM 60-63

SOURCE: USDA/AMS POULTRY PROGRAMS, MARKET NEWS BRANCH FOR ADDITIONAL INFORMATION, PLEASE CALL (404) 562-5850.

**Hackettstown****Poultry & Egg**

Hackettstown, N.J.

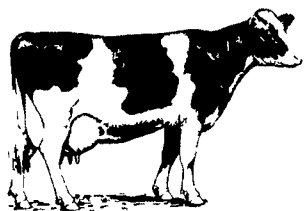
Report Supplied by Auction  
Tuesday, March 16, 1999

Report Supplied by Auction  
HEAVY FOWL .60-1.00 LB.

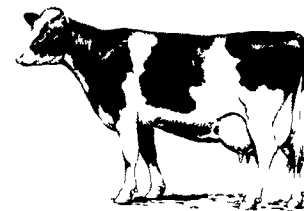
ROASTERS 1.40 LB.  
BROILERS .80-1.15 LB  
GEESE 3.50 EA.  
GEESE .10 LB.  
BANTAMS 2.25-4.00 EA.  
ROOSTERS 1.00-6.50 EA., .60-1.40

LB.  
BUNNIES 2.50-6.50 EA.  
DUCKS EA. 1.75-2.00.  
DUCKS 1.50-1.70 LB.  
RABBITS 1.60-2.55 LB.  
PIGEONS 1.50-3.00 EA.  
CHICKS .10-1.10 EA.

GRADE A EGGS: WHITE JUMBO, EX LRGE. .60-.86, LARGE .60-.78, BROWN, JUMBO, EX. LRGE. .82-.93, LARGE .80-.76.



## COMPARE YOUR FEED COSTS WITH PENNFIELD COMPLETE FEEDS WITH SUPERFLAKE® CORN



Here is what it costs to make your own 16% grind and mix ration

Ingredients	Cost/Unit	Total Cost	Crude Protein
350 lbs. 48% Soybean Meal	\$162.00/ton	\$28.35	168 lbs.
300 lbs. Distillers Grains	\$133.00/ton	\$19.95	69 lbs.
1190 lbs. Shell Corn	\$2.64/bushel	\$56.10	87 lbs.
100 lbs. Cane Molasses	\$8.75/100 lbs.	\$8.75	-0-
60 lbs. Vitamin-Mineral Premix	\$28.60/50 lbs.	\$34.32	-0-
Grind & Mix Charge	\$12.00/ton	\$12.00	-0-
<b>Total Cost Per Ton</b>		<b>\$159.47</b>	<b>324 lbs. 16.2%</b>

Here is what it costs to use Pennfield's Complete Feed

You Order	#75041 Pro-SuperFlake® 16%	\$172.80
	8 ton Volume Discount	- \$4.00
	Early Order Discount	- \$2.00
	Mid-Week Delivery	- \$1.00
	4% Cash Discount	- \$6.63

► **Feed Price – All Natural 16% - Delivered to Farm**

**\$159.17\*** ◀

\*Additional charge for deliveries more than 75 miles from the Mount Joy Plant.

\*Feed and grain prices effective Monday, March 22.

### AREAS TO LOOK AT TO IMPROVE PROFITABILITY

1. Use 2-feed system for milk cows. Fresh cows get high density feed for peak lactation, and tail enders are fed least cost ration.
2. Feed more forages – especially to mid and late lactation-cows. This will reduce amount of feed needed to balance the feeding program.
3. Don't keep extra heifers – it costs approximately \$350 per year to feed each heifer. Milking cows x 60% gives you total number of heifers birth to fresh. Example: 50 milk cows x 60% = 30 heifers total.
4. Improve heifer growing program for the generally neglected yearling heifer. Bigger "spring of rib" heifers will eat more forage and give a bigger milk check during their first lactation. Heifers need to average 17,000-20,000 lbs. of milk for their first lactation.
5. Know your actual costs – a good farm records system that separates crops from dairy will show you actual crop costs/profits and milk sales costs/profits.

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# pennfield feeds

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