

**Delmarva Broiler**

ATLANTA, GA.  
MARCH 24, 1999

DELMARVA BROILER/FRYER MARKET. FEDERAL-STATE Movement of ready-to-cook whole birds remained disappointingly slow. Offerings were readily available and in many instances difficult to place. Live supplies were at least moderate; weights were mixed in a range of light to heavy. Processing schedules were again reduced and just moderate as several plants sought to keep supplies from accumulating. Less than trucklot asking prices were 1 cent lower at 50 to 64 cents. Trade sentiment continued weak and unsettled. In the parts complex, breast items were in best balance; however, all parts were available and competitively priced in an effort to stimulate a limited demand.

ESTIMATED SLAUGHTER OF BROILER/FRYERS IN DELMARVA (000)

ESTIMATED ACTUAL AVG. WEIGHT ACTUAL AVG. WEIGHT  
03/24 03/22 03/22 03/17 03/15  
2,260 2,344 5.19 2,369 5.20  
\*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 49-67 WEIGHTED AVERAGE 53.45 NO. OF BOXES 9,060  
\*7 of 9 plants reporting.

**NY Phil**

Frozen Eggs  
ATLANTA, GA.  
MARCH 19, 1999

EASTERN REGION FROZEN EGGS, MARCH 19, 1999. FEDERAL-STATE

All price ranges remained unchanged, although, the majority of trading occurred at lower levels. The market tone was barely steady. Demand was mostly light. Supplies were at least adequate. Liquid and frozen eggs (ingredients included) processed under federal inspection in the Eastern region for the week ending March 13, 1999 were 6% more than last week, and 8% less than the same week last year. Shell egg supplies were adequate to fully adequate. WHOLESALE SELLING PRICES (CENTS PER POUND IN 30 LB. CON-

TAINERS)  
TRUCKLOTS LTL (MIN. 25 CONT.) RANGE MOSTLY RANGE  
WHOLE 43-48 45-47 49-62 BLENDS  
(/) TFEWR 70-80 WHITES 35-40 36-38 41-50 SUGARED YOLKS (MIN 43% SOLIDS) 65-69 66-68 70-80 SALTED YOLKS (MIN 43% SOLIDS) 62-67 62-64 68-84  
(/) - WHOLE PLUS YOLK PLUS SWEETENER, GENERALLY 28-32% EGG SOLIDS.

**New York**

Egg Market  
ATLANTA, GA.  
MARCH 24, 1999

NEW YORK EGGS, MARCH 24, 1999. FEDERAL-STATE

Prices were one cent lower for mediums and unchanged on the balance. The market tone was steady for the larger sizes and barely steady for the smaller sizes. Demand was light to moderate, best where specials were planned or in progress. A feature on 18-pack large eggs was advertised for 99 cents, restrictions apply. Supplies of all sizes were available, however mediums remained in the longest position.

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 57-60

**Hackettstown Poultry & Egg**

Hackettstown, N.J.

Report Supplied by Auction  
Tuesday, March 23, 1999

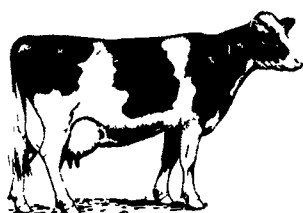
Report Supplied by Auction  
HEAVY FOWL .65-1.45 LB.  
MIXED FOWL 3.00-4.50 EA.  
ROASTERS 1.00 LB.  
PULLETS 1.50-8.75 EA.  
GEESE .25 LB., 2.50-3.50 EA.  
BANTAMS .45-1.55 LB., 1.00-4.50 EA.  
ROOSTERS 1.00-1.50 EA., .95-1.45 LB.  
BUNNIES 2.00-8.25 EA.  
DUCKS 2.00-4.50 EA., 1.50-1.75 LB.  
RABBITS .75-6.25 EA., .25-1.80 LB.  
PIGEONS 2.75-5.00 EA.

GUINEAS 8.00-11.50 EA.  
GRADE A EGGS: WHITE JUMBO, EX. LRGE. .80-97, LARGE .75-.83, BROWN, JUMBO, EX. LRGE. .97-1.16, LARGE .90-97.

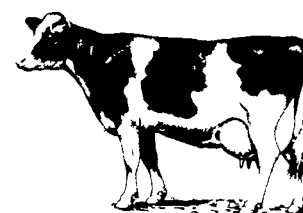
**Middleburg Livestock Auction Rabbit And Poultry Market Report**

Report Supplied By Auction  
March 23, 1999

Rabbits: 3.25-13.25.  
Bunnies 1.50-5.25.  
Banty Roosters: 1.00-4.50.  
Banty Hens: 3.50-4.00.  
Big Roosters 4.25-8.00.  
Red Hens: 2.50-5.00.  
Geese 4.00.  
Peacocks 25.00-32.50.  
Silkies 3.00.  
Muscovy Drakes 15.00, Hens 7.00.  
Doves 4.00-5.00.  
Pigeons 1.50-2.50.  
Late Easter rabbit sale March 30, noon.



**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.

Round The Clock Service - 24 Hours Per Day



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