lbs and over 38.75 - 48.50

Lambs Total Receipts 159 Head Slaughter Lambs 110 Head Wooled Choice and Prime 3-4 103 lbs 82.00 Choice Few Prime 1-2 Few 3 106-128 lbs 75.00 - 78.75 Good and Few Choice 1-2 87 lbs 79.50 Feeder Lambs 20 Head Medium and Large

Frame 1-2 70-85 lbs 87.00 - 88.50 Medium and Large Frame 1-2 50-60 lbs 86.00 -100.00 Slaughter Ewes and Rams 29 Head Ewes Choice 2-4 38.00 Utility and Good 1-3 31.50 - 40.00 Cull and Low Utility 1-2 38.00 - 42.50

Cows with calves at side 3 pair Medium and Large 1, 4-10 yrs old 900-1100 lbs with calves newborn to 200 lbs 390.00-485.00 per pair. Baby calves returned to farms 93 head newborn to 4 weeks 12.00-87.50 per head. Over 100 lbs 30.00-70.00 per cwt.

Richmond, VA Mon Mar 22, 1999

USDA-VA Dept of Ag Market News Summary of Livestock Auctions by Areas: Southwest Virginia Livestock Summary Including Abingdon Livestock Exchange and Wytheville Virginia for the week of March 15-20, 1999

Feeder Cattle 1542 Head

Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 77.00 - 90.00 74.00 - 82.00 84.00 - 90.00 300-400 81.00 - 90.00 72.00 -80.00 73.00 - 88.50 400-500 82.00 - 90.00 70.00 - 79.00 81.00 - 87.00 500-600 79.00 - 92.00 68.00 - 75.00 78.00 - 85.50 600-700 74.50 - 81.50 64.00 - 70.00 72.00

80.50 700-800 64.00 - 68.00 Holstein Steer Med&Lge 2 200-300 58.00 - 62.00 300-500 51.00 - 64.00 700-900 51.00

Heifers Med&Lge 1 Small 1 Med&Lge 2 200-300 82.00 - 84.00 72.00 - 78.00 75.00 - 84.00 300-400 74.00 - 80.00 60.00 - 73.00 70.00 - 80.00 400-500 71.00 -78.00 57.00 - 70.00 64.00 - 78.00 500-600 65.00 - \$1.00 56.00 - 66.00 64.00 - 72.00 600-700 62.00 - 67.00 ---- 700-800 60.00 - 64.00

Bulls Med&Lge 1 Small 1 Med&Lge 2 200-300 85.00 - 101.00 65.00 - 74.00 84,00 - 89.00 300-400 78.00 - 90.00 65.00 - 74.00 72.00 - 84.00 400-500 80.00 -85,00 62.00 - 78.00 79.00 - 88.50 500-600 78,00 - 83.00 55.00 - 61.00 60.00 - 77.00 600-700 72.00 - 79.00 57.00 - 65.00 69.00 75.00

Slaughter Cattle 165 Head

Slaughter Cows 149 Head Breaking Utility and Commercial 2-4 29.50 - 37.00 Cutter and Boning Utility 1-3 30.00 - 41.00 Canner and Low Cutter 1-2 25.00 - 34.50 Slaughter Bulls 16 Head Yg 1-2 900-1300 lbs 42.00 - 47.00 Yg 1-2

1300-1600 lbs 41.00 - 44.00 Yg 1-2 1600 lbs and over 38.00 - 47.00 Baby calves returned to farms 22 head

newborn to 4 weeks 35.00-105.00 per head.

Lambs Total Receipts 201 Head Slaugh-ter Lambs 28 Head New Crop Choice Few Prime 1-2 Few 3 100 lbs 100.00 Wooled Choice Few Prime 1-2 Few 3 123 lbs 68.00 Feeder Lambs 153 Head Medium and Large Frame 1-2 85-100 lbs 87.00 Medium and Large Frame 1-2 70- 85 lbs 85.00 Medium and Large Frame 1-2 60- 70 lbs 90.00 Medium and Large Frame 1-2 50- 60 lbs 79.00 Medium and Large Frame 1-2 50- 60 lbs 18 Head 92.00 Slaughter Ewes and Rams 20 Head Ewes Choice 2-4 36.00 Utility and Good 1-3 47.00 Cull and Low Utility 1-2 38.00 Rams All 52.00

Goats 195 Head (Sold by the Head) Billies - Large 80.00 - 180.00 - Medium 52.00 - 76.00 - Small 30.00 - 46.00 Nannies -Large 45.00 - 66.00 - Medium 34.00 -

60.00 - Small 18.00 - 32.00 Kids - 10.00 -30.00 Yearlings - 75.00 - 80.00 Mutton 65.00

Richmond, VA Mon Mar 22, 1999

USDA-VA Dept of Ag Market News Summary of Livestock Auctions by Areas: Central and Southeast Virginia Livestock Summary Including Southside (Blackstone) Virginia for the week of March 15-20, 1999

Feeder Cattle 416 Head

Steers Small 1 Med&Lge 2 300-400 80.00 - 82.00 83.00 - 86.00 400-500 78.00 - 80.00 81.00 - 86.00 500-600 65.00 -69.50 76.00 - 81.50 600-700 62.00 - 68.00 68.00 - 74.50 700-800 ----- 63.00 - 68.50 800-900 ----- 63.00 - 64.00 900-1000 -----60.50

Holstein Steer Med&Lge 2 300-500 63.00 - 64.00 500-700 59.00 - 61.00

Heifers Small 1 Med&Lge 2 200-300 --70.00 - 78.00 300-400 65.00 - 67.00 65.00 - 78.00 400-500 55.00 - 65.00 71.50 74.00 500-600 52.00 - 62.00 58.00 -72.00 600-700 ----- 58.00 - 63.00 700-800 - 57.00 - 58.50

Bulls Med&Lge 1 Small 1 Med&Lge 2 300-400 ----- 76.00 - 80.00 76.00 - 89.00 400-500 84.00 - 84.50 64.50 - 69.00 75.00 - 87.50 500-600 ----- 58.00 - 68.00 70.00 -75.00 600-700 ---- 57.00 60.00 - 65.50 700-900 ----- 38.00 - 42.50

Slaughter Cattle 84 Head

Slaughter Cows 78 Head Breaking Utility and Commercial 2-4 28.00 - 32.00 Cutter and Boning Utility 1-3 28.75 - 31.25 Canner and Low Cutter 1-2 22.00 - 23.00 Slaughter Bulls 6 Head Yg 1-2 900-1300 lbs 40.00 Yg 1-2 1300-1600 lbs 39.00 Yg 1-2 1600 lbs and over 40.00 -

46.00 Cows returned to farms 20 head -Medium 1, Large 1 and Large 2, 800-1250 lbs 32.00-40.00 per cwt. Cows with calves at side 16 pairs - Medium 1, Large 1 and Large 2, 750-1150 lbs 400.00-480.00 per pair. Baby calves returned to farms 18 head newborn to 4 weeks 16.00-35.00 per cwt. Over 100 lbs 42.00-47.00 per cwt.

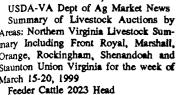


Virginia **Feeder Sales** Richmond, VA Mon Mar 22, 1999

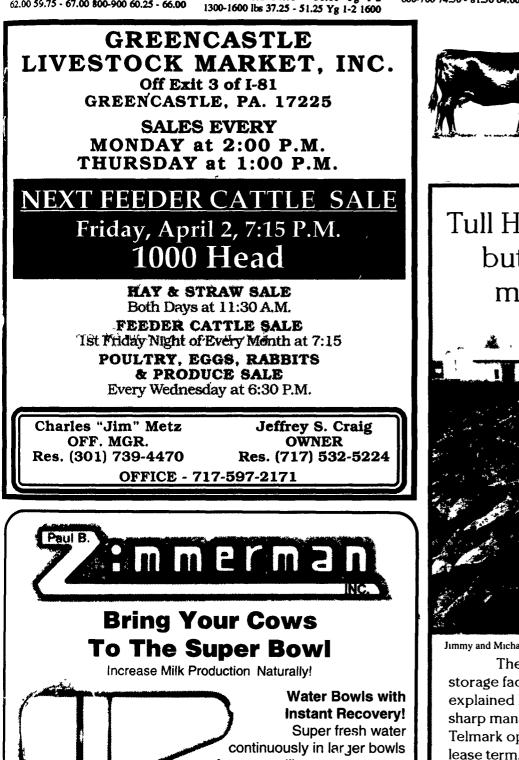
USDA-VA Dept of Ag Market News Summary of Livestock Auctions by Areas: Northern Virginia Livestock Summary Including Front Royal, Marshall. Orange, Rockingham, Shenandoah and Staunton Union Virginia for the week of March 15-20, 1999

Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 91.00 - 98.00 77.00 81.00 - 84.00 300-400 93.00 - 104.00 75.00 78.50 -88.00 Few 84.00 - 93.00 ----- 400-500 79.50 - 95.00 70.00 - 79.50 81.00 - 86.00 --- 60.50 - 74.00 500-600 76.00 Fe₩ - 92.10 70.00 - 75.50 70.00 - 83.25 Few 58.00 - 61.00 600-700 70.00 - 83.25

00 60.00 - 77.75 700-800 63.00 - 71.00 62.00 59.75 - 67.00 800-900 60.25 - 66.00



65.00 70.50 - 74.00 600-700 63.50 - 68.00 64.00 -Slaughter Cattle 335 Head Slaughter Cows 304 Head Breaking Utility and Commercial 2-4 30.00 - 40.50 Cutter and Boning Utility 1-3 30.50 - 40.75 Canner and Low Cutter 1-2 26.00 - 34.00 Slaughter Bulls 31 Head Yg 1-2 900-1300 lbs 34.75 - 50.00 Yg 1-2



VIRGINIA CATTLE & HOGS

----- 60.25 - 61.50 900-1000 58.00 - 62.00

Holstein Steer Med&Lge 2 300-500

Heifers Med&Lge 1 Small 1 Med&Lge

300-400 72.00 - 81.50 64.00 - 77.00 67.00

- 74.50 400-500 64.00 - 78.50 62.75 -

70.00 65.00 - 71.50 500-600 64.00 - 75.50

53.00 - 61.50 63.00 - 69.85 600-700 58.00

- 74.00 50.00 61.00 - 66.00 700-800 59.00

Bulls Med&Lge 1 Small 1 Med&Lge 2

300-400 79.50 - 92.00 67.00 65.00 - 69.00 400-500 76.00 - 88.00 57.50 - 72.50 70.00

79.00 500-600 65.00 - 83.00 58.50 -

51.00 - 62.00 500-700 55.00 - 60.50

2 200-300 73.50 - 81.00 64.00 - 69.00 --

and ships in

42.00 53.50 - 54.50

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

Lancaster Farming, Saturday, March 27, 1999-A9

for more milk at no extra cost. Available in 2 models for both pressurized & gravity feed systems, the Zimmerman bowls can be built into new or added to WB95G existing tie stall housing. nounted on stanchion

 3 gallon capacity Unbreakable PVC construction

Exceptional durability

Minimizes water waste

with optional splash guard



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.

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