

Virginia Feeder Sales Richmond, VA Tue Aug 10, 1999 USDA-VA Dept of Ag Market News Summary of Northern Virginia Lives-

tock Auctions Front Royal, Marshall, Rockingham, Shenandoah, Staunton Union and Winchester Virginia for the week of

Winchester Virginia for the week of August 2-7, 1999 Feeder Cattle 2613 Head

Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 94.00 - 115.00 69.00 81.00 -97.00 300-400 88.50 - 107.00 77.00 -84.50 75.00 - 87.00 Mostly 75.00 - 89.00 ----- 400-500 75.00 - 93.50 73.00 -78.50 63.00 - 85.00 500-600 74.00 - 87.00 61.00 - 77.00 69.00 - 80.00 600-700 69.00 - 78.60 68.00 - 73.00 69.00 - 72.00

Lancaster Stockyards

Lancaster, PA

Cattle Sales

Every Monday 10 AM

Sheep, Goats, Calves, Hogs

Jim Hunsicker, Mgr.

717-394-7915

717-656-4264

700-800 66.00 - 77.75 65.00 - 68.00 65.00 - 71.00 800-900 66.00 - 73.50 60.00 -65.00 ----- 900-1000 63.00 - 70.85 ------ 1000-1100 66.00 -----

Holstein Steer Med&Lge 2 300-500 53.00 500-700 56.00 700-900 46.00 -52.50

Heifers Med&Lge 1 Small 1 Med&Lge 2 200-300 78.50 - 90.50 60.00 - 73.00 75.00 - 83.00 300-400 74.00 - 87.50 57.50 - 70.00 64.50 - 80.00 Few 60.00 - 74.00 ---------- 400-500 69.50 - 82.00 61.00 - 69.50 63.50 - 78.50 500-600 61.00 - 78.50 54.50 65.00 - 75.50 600-700 59.00 - 75.75 ----- 62.50

800-900 68.50 ----- 62.50 - 63.00 Bulls Med&Lge I Small I Med&Lge 2 200-300 85.00 - 101.50 81.00 77.00 -101.00 Few 90.00 - 112.00 ---- ----300-400 84.00 - 100.50 66.00 - 69.50 72.50 - 92.00 Few 78.00 & 105.00 -------- 400-500 71.00 - 86.50 65.00 - 69.50

Forney Longenecker

150 N. Queen Street, Suite 100

Lancaster, PA 17603

SALOMON SMITH BARNEY

A Member of TravelersGroup

First Vice President

Commodities Only

64.00 - 83.50 500-600 69.00 - 77.00 66.00 - 70.50 67.00 - 75.00 600-700 60.00 -68.00 ----- 56.00 - 61.00 700-900 52.50 -58.50 ----- 52.00 - 53.50 Slaughter Cattle 955 Head

Slaughter Steers & Heifers 60 Head Steers Choice 2-3 1150-1300 lbs 61.75 -65.75 Choice 2-3 1300-1450 lbs 61.50 -66.00 Heifers Choice 2-3 950-1100 lbs 60.00 - 63.75 Choice 2-3 1100-1300 lbs 62.25 - 65.00

Slaughter Cows 770 Head Breaking Utility and Commercial 2-4 31.00 - 41.00 Cutter and Boning Utility 1-3 30.00 - 39.00 Canner and Low Cutter 1-2 21.00 - 32.00

Slaughter Bulls 115 Head Yg 1-2 900-1300 lbs 36.00 - 49.00 Yg 1-2 1300-1600 lbs 42.00 - 51.00 Yg 1-2 1600 lbs and over 40.00 - 51.75

Slaughter Calves and Vealers 10 Head Calves Good and Choice 250-500 lbs 65.00 - 72.00

Cows returned to farms 31 head -Medium and Large 1 and 2, 800-1000 lbs 42.00-57.00 per cwt. Heifers (Bred) 34 head - Mostly Large 1, 850-1000 lbs 485.00-525.00 per head. Baby calves returned to farms 85 head newborn to 4 weeks 12.00-70.00 per head. Over 100 lbs 30.00-111.00 per cwt.

Lambs Total Receipts 370 Head Slaughter Lambs 178 Head New Crop Choice

· 717-295-8914

800-441-1997

Few Prime 1-2 Few 3 93-111 lbs 63.50 -70.00 Good and Few Choice 1-2 86-113 lbs 63.00 - 65.00 Feeder Lambs 106 Head Medium and Large Frame 1-2 85-100 lbs 64.00 Medium and Large Frame 1-2 70- 85 lbs 65.75 - 70.00 Medium and Large Frame 1-2 60- 70 lbs 67.25 - 70.50 Medium and Large Frame 1-2 50- 60 lbs 65.00 - 66.50 Slaughter Ewes and Rams 86 Head Ewes Choice 2-4 21.00 - 22.00 Utility and Good 1-3 21.00 - 25.00 Cull and Low Utilhty 1-2 22.75 - 23.75 Rams All 23.00 Slaughter Wess 6 Med Patrows and

Slaughter Hogs 6 Head Barrows and Gilts US 1-3 200-250 lbs 28.00 - 32.00

Richmond, VA

Tue Aug 10, 1999 USDA-VA Dept of Ag Market News Summary of Southwest Virginia Lives-

tock Auctions Abingdon Livestock Exchange, Hollins and Wytheville Virginia for the week of August 2-7, 1999

Feeder Cattle 1406 Head

Steers Med&Lge I Small 1 Med&Lge 2 200-300 90.00 - 106.00 65.00 - 75.00 85.00 - 96.00 Few 83.00 ----- 300-400 82.00 - 87.00 64.00 - 73.00 78.00 - 84.00 400-500 79.50 - 90.00 63.00 - 75.00 72.00 - 84.00 500-600 76.00 - 83.50 62.00 -74.00 72.00 - 81.00 600-700 74.00 - 81.00 ----- 69.00 - 78.00 700-800 74.00 - 77.00 ----- 70.00 - 75.00

Holstein Steer Med&Lge 2 200-300 56.50 - 72.00 300-500 55.00 - 71.00 500-700 55.00 - 69.00 700-900 45.00 -56.75 900-1100 50.00

Heifers Med&Lge 1 Small 1 Med&Lge 2 200-300 70.00 - 81.50 62.00 - 73.00 -----300-400 72.00 - 78.00 64.00 - 70.00 74.00 - 77.00 400-500 70.00 - 84.00 65.00 -74.00 65.00 - 81.00 500-600 71.50 - 83.00 58.00 - 62.00 69.00 - 80.00 600-700 66.00 - 77.50 54.00 - 58.00 62.00 - 71.50 700-800 62.00 - 66.00 ---- 65.00 800-900 55.00 - 57.00 -----

Buils Med&Lge 1 Small 1 Med&Lge 2 200-300 88.00 - 99.00 ----- 71.00 - 92.00 Few 76.00 - 80.00 ----- 300-400 90.00 - 103.00 ----- 84.00 - 93.00 Few 78.00 -82.00 ----- 72.00 - 76.00 400-500 76.00 -88.00 70.00 - 76.00 71.00 - 84.00 500-600 67.00 - 78.50 ---- 72.00 - 76.00 600-700 64.50 - 73.00 ---- 67.00 - 71.00 700-900 65.00 - 69.50 -----

Slaughter Cattle 259 Head

Slaughter Cows 235 Head Breaking Utility and Commercial 2-4 34.50 - 42.00 Cutter and Boning Utility 1-3 32.00 - 39.50 Canner and Low Cutter 1-2 29.00 - 36.00 Slaughter Bulls 24 Head Yg 1-2

900-1300 lbs 40.00 - 50.00 Yg 1-2 1300-1600 lbs 42.50 - 53.00 Yg 1-2 1600 lbs and over 45.75 - 50.50

Baby calves returned to farms 49 head newborn to 4 weeks 35.00-75.00 per head.

Lambs Total Receipts 68 Head Feeder Lambs 47 Head Medium and Large Frame 1-2 85-100 lbs 69.00 Medium and Large Frame 1-2 70- 85 lbs 65.50 - 71.00 Medium and Large Frame 1-2 60- 70 lbs 64.50 - 65.00 Slaughter Ewes and Rams 21

Lancaster Farming, Saturday, August 14, 1999-A9

Head Ewes Choice 2-4 24.00 Rams All 30.00

Goats 203 Head (Sold by the Head) Billies Large 59.00 - 75.00 Medium 36.00 -57.50 Small 20.00 - 39 50 Nannes Large 70.00 - 120.00 Medium 26.00 - 35.00 Small 10.00 - 32.00 Kids 12.00 - 26.00

Richmond, VA

Tue Aug 10, 1999

USDA-VA Dept of Ag Market News Summary of Central & Southeast Virgi-

nia Livestock Auctions Southside (Blackstone) and Lynchburg Virginia for the week of August 2 7, 1999

Feeder Cattle 577 Head Holstein Steer Med&Lge 2 200-300

55.00 - 65.00 300-500 58.00 - 65.00 500-700 53.00 - 58.50

Buils Med&Lge 1 Small 1 Med&Lge 2 200-300 ----- 70.00 - 84 00 85.00 - 95 00 300-400 84.00 - 87.00 62.00 - 80.00 77.00 - 94.00 400-500 78.00 - 82.00 62.00 -74.00 70.00 - 85.00 500-600 81.00 51.00 -69.00 57.00 - 72.00 600-700 --- 54.00 -58.00 63.00 - 72.50

Slaughter Cattle 222 Head

Slaughter Cows 201 Head Breaking Utility and Commercial 2-4 25.50 - 33.50 Cutter and Boning Utility 1-3 27.00 - 32.00 Canner and Low Cutter 1-2 20.00 - 24.00 Slaughter Bulls 21 Head Yg 1-2

900-1300 lbs 37.25 - 47.00 Yg 1-2 1300-1600 lbs 40.00 - 42 00 Yg 1-2 1600 lbs and over 40.00 - 48.25

Goats 40 Head (Sold by the Head) Billies - Medium 25.00 - 37.00 Nannies -Medium 33.00 - 36.00 Kids - 13.00 - 26.00

Cows returned to farms 16 head Medium 1, Large 1, and Large 2, 800-1200 lbs 32.00-35.25 per cwt. Baby caives returned to farms 8 Head newborn to 4 weeks 22.00-36.00 per head.

New Holland Horses

New Holland Sales Stables New Holland, Pa. Monday, August 9, 1999 Report Supplied By Auction

240 HEAD MARKET MODERATELY STRONG

WORK HORSES 475 00 900.00 DRIVING HORSES 550 00-1325 00 RIDING HORSES 575 00-1375 00 REGISTERED RIDING: 900-4000 KILLERS, HEAVYWEIGHTS

575.00-825 00, LIGHTWEIGHTS 325.00-575 00 PONIES 275.00-575 00.

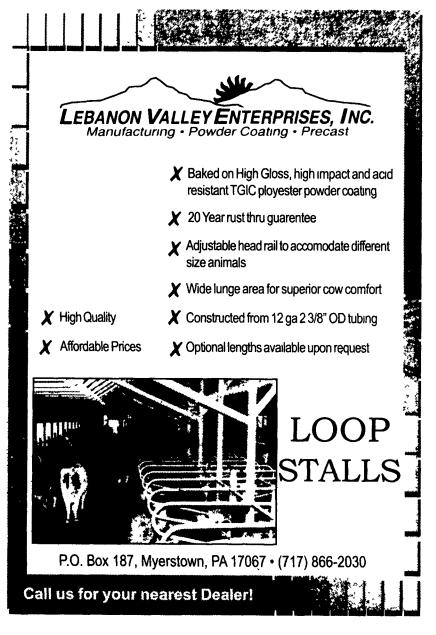
LARGE PONIES 350.00-650 00 COLTS 200.00-250 00.





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- Tax deductibility and accelerated write-offs: Lease payments are income tax deductible over the term of the lease compared to 20-year depreciation of farm buildings and 39-year depreciation of commercial buildings. Could reduce tax liability this year.
- Low upfront costs: As little as one monthly lease payment.



Bulls Medð 200-300 88.00 Few 76.00 - 80 - 103.00 -------

- Flexible lease term: Building lease terms from five to fifteen years.
- Customized payment schedules: Lease payment schedules are specially designed to match your cash flow.
- First: Talk with a qualified builder to determine your needs and building cost. Then: Call your Telmark representative for your financing.

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