

**VIRGINIA CATTLE & HOGS**

**Virginia Feeder Sales**

Richmond, VA  
 Mon Nov 22, 1999  
 USDA-VA Dept of Ag Market News  
 Summary of Northern Virginia Livestock Auctions  
 Front Royal, Marshall, Orange, Rockingham, Shenandoah And Staunton Union Virginia for the week of Nov 15-20, 1999  
**Feeder Cattle 2046 Head**  
 Steers Med&Lge 1 Small 1 Med&Lge 2 200-300 ----- 64.50 - 71.00 77.50 - 92.50  
 300-400 83.00 - 95.00 65.00 - 68.00 83.00 - 90.00  
 400-500 78.00 - 93.00 63.50 - 77.00  
 68.75 - 71.50 500-600 73.00 - 86.50  
 60.00 - 73.00 66.00 - 70.00 600-700 67.00 - 84.00  
 63.00 - 73.50 70.50 - 75.00 700-800 70.00 - 80.00  
 62.50 - 65.50 68.00 - 71.00  
 800-900 75.00 - 79.00 64.00 65.00 - 72.00  
 900-1000 70.00 - 74.50 -----  
 Holstein Steer Med&Lge 2 300-500 69.00  
 500-700 66.00 700-900 57.50  
**Heifers Med&Lge 1 Small 1 Med&Lge 2**  
 200-300 75.00 71.00 - 72.00 66.00 - 78.00  
 300-400 69.00 - 82.00 55.00 - 66.00  
 64.00 - 73.50 400-500 66.50 - 82.00 55.00 - 65.00  
 64.00 - 73.50 500-600 66.00 - 79.50  
 60.00 - 64.00 58.50 - 67.75 600-700 65.00 - 74.00  
 ----- 66.00 - 72.25 700-800 65.00 - 70.50  
 ----- 62.00 - 65.50  
**Bulls Med&Lge 1 Small 1 Med&Lge 2**  
 200-300 93.00 65.00 86.00 - 91.50  
 300-400 80.50 - 94.00 71.00 - 75.00 81.00

- 85.00 400-500 74.00 - 85.00 60.00 - 74.50  
 82.00 500-600 67.00 - 79.00 54.00 - 64.00  
 62.50 - 65.75 600-700 64.50 - 68.50  
 ----- 57.00 - 68.50 Few ----- 77.00  
 700-900 59.00 - 62.50 -----  
**Slaughter Cattle 577 Head**  
 Slaughter Heifers Heifers Standard 1-2 850-1100 lbs 39.00 - 44.00  
**Slaughter Cows 535 Head Breaking Utility and Commercial 2-4 28.50 - 39.25**  
 Cutter and Boning Utility 1-3 27.00 - 39.5  
**Canner and Low Cutter 1-2 20.50 - 35.00**  
 Slaughter Bulls 42 Head Yg 1-2 900-1300 lbs 37.75 - 45.00  
 Yg 1-2 1300-1600 lbs 37.75 - 43.50  
 Yg 1-2 1600 lbs and over 38.25 - 44.25  
 Cows returned to farms 29 head - Medium and Large 1 and 2's, 4-10 yrs old 900-1200 lbs 395.00-530.00 per head.  
 Medium 1 and 2, 6-10 yrs old 950-1050 lbs 440.00-590.00 per head. Baby calves returned to farms 46 head newborn to 4 weeks 16.00-79.00 per head. Over 100 lbs 75.00-84.00 per cwt.  
**Lambs Total Receipts 364 Head Slaughter Lambs 136 Head Woolled Choice Few Prime 1-2 Few 3 93-118 lbs 74.00 - 77.00**  
 Good and Few Choice 1-2 85-95 lbs 77.50 - 78.00  
 Feeder Lambs 176 Head Medium and Large Frame 1-2 85-100 lbs 84.75  
 Medium and Large Frame 1-2 70- 85 lbs 84.00 - 96.00  
 Slaughter Ewes and Rams 52 Head Ewes Choice 2-4 32.00 - 34.00  
 Utility and Good 1-3 34.00 - 35.00  
 Cull and Low Utility 1-2 35.25 - 36.00  
 Rams All 29.00 - 39.00

**Frederick Livestock Auction**

Frederick, Md.  
 November 22, 1999

Report Supplied By Auction  
**SLAUGHTER COWS: 85 HEAD, BETTER QUALITY OFFERED. UTILITY 35.00-39.00; HIGH DRESSING 40.00-43.00, 1 AT 44.50; CANNERS 30.00-35.00; SHELLY 30.00 DOWN.**  
**BULLS: 5 HEAD. YG#2 1600-2000 LBS. TO 42.50; LOW DRESSING 1300-2100 LBS. 38.50-40.00.**  
**FED STEERS: LOW CHOICE HOLSTEINS 1500 LBS. AT 52.75; SELECT 1250 LBS. AT 47.50.**  
**FED HEIFERS: ALL HOLSTEINS, 1 CHOICE 1300 LBS. AT 53.00; 1600-1700 LBS. 42.75-45.75; SELECT 1150-1300 LBS. 43.00-45.00.**  
**VEAL CALVES: 180 HEAD. CULLS 85-110 LBS. 25.00-30.00, 60-85 LBS. 17.00-24.00.**  
**FARM CALVES: HOLSTEIN BULLS BIDDERS VERY SELECTIVE; LARGER DISCOUNTS ON LOWER GRADES. #1 105-120 LBS. 110.00-131.00, 95-105 LBS. 95.00-125.00; 90 LBS. 45.00-60.00; 85 LBS. 30.00-40.00; HOLSTEIN HEIFERS GOOD DEMAND, PRICES STEADY. #1 85-120 LBS. 280.00-310.00; 75-85 LBS. 110.00-160.00; #2 100-120 LBS. 175.00-275.00; BEEF X BULLS 57.00-137.00; BEEF X HEIFERS 67.00-105.00.**  
**BUTCHER HOGS: BEST DEMAND FROM COUNTRY BUTCHERS FOR 300-400 LBS. #1&2 225-270 LBS. 34.50-35.50; 3 HEAD 278 LBS. AT 35.00; 350-400 LBS. 35.00-40.00; 1435 LBS. AT 30.00.**  
**STOCK CATTLE: STEERS, FEW RED LIGHTWEIGHTS 61.00-64.50; HOLSTEINS 500-650 LBS. 45.00-58.00. HEIFERS: 350-700 LBS. 54.00-65.00.**

**BULLS: BLACK 400-600 LBS. 60.00-66.00.**  
**SHEEP: 25.00-31.00; YEARLINGS TO 52.00.**  
**LAMBS: 21 HEAD. CHOICE 100-110 LBS. 71.00-73.50, 80-95 LBS. 72.00-80.00, 50-70 LBS. 90.00-95.00.**  
**GOATS: 10 HEAD. LARGE BILLIES TO 85.00; MEDIUM 45.00-55.00; SMALL 21.00-40.00.**  
**PIGS AND SHOATS: 13 HEAD. BY THE HEAD, 75-110 LBS. 17.00-21.00; BY THE LB. 8 HEAD 118 LBS. AT 35.00; 1 165 LB. AT 42.00.**  
**SOWS: 11 HEAD. 300-350 LBS. 22.00-24.00; 500-630 LBS. 24.50-26.00, 1 AT 28.00; THIN 300-375 LBS. 17.00-20.00.**  
**BOARS: 2 HEAD. 500-600 LBS. 5.00-5.75.**

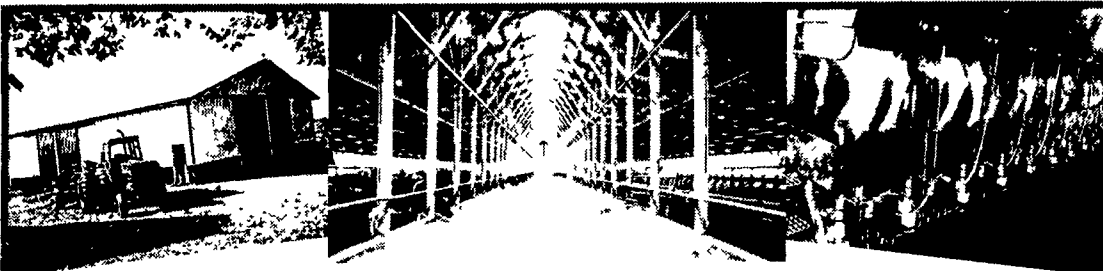
*Some markets not available due to the holiday*

**MOSTLY 32.00, COUPLE TO 34.00, 290-350 LBS. 26.00-36.00; BOARS, ALL WEIGHTS 5.00-12.00; SOWS US#1-3 350-550 LBS. 24.00-28.00; THIN.WEAK,ROUGH TO 20.00; FEEDER PIGS BY THE HEAD 15-30 LBS. 9.00-17.00, 30-65 LBS. 12.50-31.00.**  
**GOATS: BY THE HEAD, ACTIVE! LARGE NANNIES AND BILLIES 50.00-105.00; FANCY KIDS 50.00-74.00; FLESHY KIDS 37.00-49.00; SMALL/THIN KIDS 8.00-35.00.**  
**LAMBS: ACTIVE! CHOICE 50-75 LBS. 115.00-125.00; GOOD AND CHOICE 100-130 LBS. 72.00-75.00.**  
**SHEEP: ALL WEIGHTS 43.00-60.00. SALE EVERY TUES. 5 P.M. FOR RABBITS, POULTRY AND EGGS; 6:30 P.M. FOR LIVESTOCK, STARTING WITH CALVES; SPECIAL FED CATTLE SALE TUES., DEC. 7 AND 28; STATE GRADED FEEDER PIG SALES FRI, NOV. 26 AND DEC. 17; SPECIAL FEEDERE CATTLE SALE TUES., DEC. 28. PEN LOTS OF CATTLE SOLD IN ORDER RECEIVED. SPECIAL FEEDER CATTLE SALE TUES., NOV. 16. ALREADY EARLYBIRD PENS CLOSE TUES. 2 P.M.**

**Carlisle Livestock**

Carlisle, Pa.  
 November 23, 1999

Report Supplied By Auction  
**SLAUGHTER CATTLE: COWS, BREAKERS 38.50-41.75; BONERS 32.00-38.00; LEAN 33.00-40.00; LOW DRESSING LIGHTS DOWN TO 28.00; SHELLY 27.00 AND DOWN.**  
**FEEDER CATTLE: STEERS, HOLSTEINS/HEREFORDS/DAIRY TYPES 400-850 LBS. 56.00-70.00; HEIFERS, HOLSTEINS/HEREFORDS/DAIRY TYPES 400-900 LBS. 53.00-66.00, 1 AT 44.50; CALVES RETURNING TO THE FARM, HOLSTEIN BULLS #1 95-145 LBS. 91.00-121.00; HOLSTEIN HEIFERS #1 90-130 LBS. 235.00-250.00; #2 80-130 LBS. 165.00-195.00; BEEF X BULLS 1 AT 90 LBS. 75.00.**  
**SWINE: HOGS US#1-3 220-270 LBS.**



**The Building you want.  
 The Lease you need.**



Telmark has been leasing equipment for over 30 years. Did you know that we've been leasing new buildings for that long too? Consider:

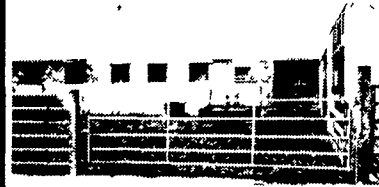
- **Tax deductibility and accelerated write-offs:** Lease payments are income tax deductible over the term of the lease compared to 20-year depreciation of farm buildings and 39-year depreciation of commercial buildings. **Could reduce tax liability this year.**
- **Low upfront costs:** As little as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

<b>Ken Darlington</b> PA,NJ,MD,VA,WV 610-793-0150	<b>Michele Bogucki</b> PA,MD,VA,WV 717-244-3665	<b>Sue Beshore</b> PA,MD 717-932-1715	<b>Doug Snee</b> Southwest PA,WV 724-627-5941	<b>Andrew McLean</b> Delmarva 410-827-5052	<b>Elizabeth Anderson</b> Delmarva 410-651-4128
<b>Mike Dixon</b> Southwest PA,MD 814-684-5707	<b>Fred Dixon</b> Northwest PA 724-346-3455	<b>Mike Fullam</b> Central PA 570-966-9202	<b>Brenda Pflieger</b> Central PA 570-522-0505	<b>Frank Hunter</b> Northwest PA 716-595-3954	<b>Lisa Francisco Sonnen</b> Northeast PA, North NJ 717-866-9217

**TELMARK**  
 www.telmark.com  
 800-451-3322

**Galvanized Gates**



**Featuring**

- 1 9 OD 12 gauge 50/55 High Tensil Tubing
- Hot Dipped Galvanized Hinges and Latches
- Notched Fits For Strength With Corrosion Protected Welds
- Custom Built To Your Specifications

Standard Sizes  
 In Stock



Reinholds, PA  
 717-484-2233

**FREE COMMODITY MARKET NEWSLETTER**

Whether your trade interests are grains or gold, Lehigh Valley Futures, Inc has the knowledge and expertise to assist you in these markets. For a copy of our newsletter and/or a free trading kit, please contact.

**Lehigh Valley Futures, Inc.**

5000 Tilghman Street Suite 249  
 Allentown, PA 18104  
 1-800-543-8939 or 1-610-366-7979 Fax 1-610-366-9842  
 lvfuture@microserve.net

The risk of loss in trading futures and options on futures can be substantial. Futures and options trading may not be suitable for everyone. You should carefully consider the risks in light of your financial condition in deciding whether to trade.

ZARTMAN FARMS Introduces...

**The Ultimate in Cow Comfort**

**Ulti-mat™**  
 All Rubber Mattress Installation



*Absolutely the Ultimate in Cow Comfort*

**Features:**

- An all rubber mattress that is repairable (no sewing to come apart, no material to tear)
- Choice of mattress covers
- 3" nominal thickness
- Water and acid resistant polyurethane binder
- The most comfort for cows of any type of installation
- 3 year warranty
- Uses PA reclaimed tire rubber
- Designed by farmers
- Inert does not promote fungus or bacterial growth
- Patent pending
- NEW Farmer Friendly Installation allows changing cover or repairing mattress in minutes!**

\*Manufactured exclusively for ZARTMAN FARMS\*

>>> CALL FOR REFERENCES <<<

Installation and Financing Available

**ZARTMAN FARMS**

820 Hilltop Road, Ephrata, PA 17522 • 717-733-1050