

Lancaster Farming's Family Farm Survival Seminar Nov. 13

(continued from Page A1)

in January this year. He's professor of food marketing at the university.

Another speaker who can provide methods to help transition the farm is Liz Brown, a farm accountant from Shippensburg, who spoke at several producer and industry banquets. She's an expert at practical family farm financial planning with a focus on small farms.

Also scheduled is Brad Hilty, Penn State Dairy Alliance, with an expertise in dairy management and marketing. He will provide his views into the realities of dairy farming and product positioning in the New Economy.

Another speaker noted for her expertise on transitioning family businesses is Dr. Cindy Iannarelli, Bridgeville, who operates a consultant company, "Business Cents." "Dr. Cindy," as she is known, spoke at the Mid-Atlantic Fruit and Vegetable Convention at Hershey in February. Her presentation focused on steps families can take now to ensure a smooth transition of the business.

Seating is limited to 400, and the seminar will be no cost to those who sign up. Please fill out and send in the coupon included this issue, indicating family name (limit three members per family) attending the seminar. Please cut the coupon only — no photocopies. Lunch will be provided.

In a future issue, *Lancaster Farming* will list the names of the families who may attend.

Included is a schedule for the seminar this issue.

"For farmers, the timing couldn't be better, since the crops are in at that time and

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FAMILY FARM SURVIVAL SEMINAR

November 13, 2001
at the Lancaster Farm and Home Center

Join us at our FREE Seminar!

Lunch Will Be Provided

Name of family attending _____

Family members attending (complete names, limit 3):

Address: _____

Please return to Lancaster Farming no later than October 19, 2001. Mail to:
**Family Farm Survival Seminar
Lancaster Farming Newspaper
P.O. Box 609, Ephrata, PA 17522**

For more information,
call Karen Hoffer 717-721-4416

**Names selected will appear in the
OCTOBER 27 Issue of Lancaster Farming**

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banquet season is under way," said Andrews. "It comes at no better time to think of the future, when the holidays are here and people are with their

families, discussing their own plans for the future. *Lancaster Farming* can help with those plans."

Bloomsburg Fair: 10,000 Entries, 1,000 Exhibitors

(Continued from Page A1)

Jeff Giger, who assumed the superintendent of livestock position when his father John Giger died in June, announced that a 40-foot by 100-foot show tent with two sets of bleachers will be erected beside the swine barn.

The 4-H and FFA Livestock Sale will be conducted Sept. 28 at 6:30 p.m. in the show tent. The livestock show schedule is

Sept. 24, 10 a.m. dairy goats, arena; poultry and rabbit; Sept. 25, 8:30 a.m., color breed cattle, arena; 9 a.m. 4-H swine, show tent; 11:30 a.m. open swine, show tent; 11:30 a.m. 4-H beef, arena; 2 p.m. 4-H sheep, show tent; Sept. 26, 9 a.m. Holstein cattle, arena; Sept 27, 9 a.m. 4-H dairy cattle, arena; 9:30 a.m.

open sheep, sheep barn.

The lightweight horse-pulling competition will be Sept. 28 at 10 a.m. at the grandstand. Heavyweight horse pulling will begin at 1 p.m.

Pony pulling competitions will be conducted in the arena on Sept. 29 with lightweights starting at 10 a.m. and

LANCASTER FARMING'S FAMILY FARM SURVIVAL SEMINAR SCHEDULE TUESDAY, NOV. 13, 2001

- 8 a.m.-8:50 a.m. – Registration (Coffee and donuts provided)
- 8:50 a.m. – Introduction (Master of Ceremonies)
- 9:00 a.m.-10 a.m. – Farm Marketing In The New Economy
What farm product retailers are looking for and why. John Lord, professor of Food Marketing, St. Joseph's University.
Includes 5-minute Lord Question and Answer Session
- 10 a.m.-10:15 a.m. – Meet The Sponsors' Part I -- separate 5-minute presentations.
- 10:15 a.m. a.m.-11:00 a.m. – Managing Family Farm Finances
What farm owners need to know when transferring the farm to the next generation.
Elizabeth Brown, Farm Accountant, Chambersburg
Includes 5-minute Brown Question and Answer Session
- 11 a.m.- Noon – Specialization And Improving Profits
A look to the realities of dairy farms and product positioning and marketing in the New Economy.
Brad Hilty, Penn State Dairy Alliance
Includes 5-minute Hilty Question and Answer Session
- Noon-1 p.m.: Lunch, provided by Lancaster Farming. Please visit exhibits.
- 1-1:15 p.m.: Meet The Sponsors Part II -- separate five-minute presentations.
- 1:15 p.m.-3:00 p.m. – Keeping Your Family Business Peaceful and Profitable
How to ensure stability in the family farm enterprise.
Dr. Cindy Iannarelli, Business Cents
- 3:00 p.m. – End of Seminar.

DIRECTIONS TO THE FARM AND HOME CENTER:

FROM NORTH: From Harrisburg, take Rt. 283 south to Lancaster. Take exit 72 (Manheim Pike) south. After crossing under Rt. 30 bypass, make left onto Service Road. Continue straight into Farm and Home Center (look for sign)

FROM WEST: From York, follow Rt. 30 East through construction to Lancaster's Manheim Pike (Rt. 72) Exit. At bottom of exit, make left onto Manheim Pike. Make left onto Service Road. Continue straight into Farm and Home Center (look for sign).

FROM EAST: From Philadelphia, follow Rt. 30 West to Rt. 283 north. Take first exit (Manheim Pike Exit, Rt. 72) and, at bottom of exit, .. make left onto Rt. 72 Manheim Pike South. After crossing under Rt. 30 bypass, make left onto Service Rd. Continue straight into Farm and Home Center (look for sign).

FROM SOUTH: From Baltimore, take Rt. 83 North to York. Take 30 East. Exit at Lancaster's Manheim Pike (Rt. 72) exit. At bottom of exit, make left onto Manheim Pike. Make left onto Service Road. Continue straight into Farm and Home Center (look for sign).

heavyweights at 1 p.m.

Main concert events in the grandstand include Jo Dee Messina and Terri Clark Sept. 22, Loretta Lynn and Don Williams Sept. 24, LFO and Dream Sept.

25, Lonestar Sept. 26, Brooks and Dunn Sept. 27, and Styx Sept. 28.

Anyone interested in ticket availability should call (570) 387-4192 or (570) 387-4191.

St. Louis Feeder Cattle

Greenville, IL

September 13, 2001

Report Supplied By USDA

Cattle and calves: 405 head. Compared to last week slaughter steers and heifers were weak to 1.00 lower. Supply was mainly Choice and Select and Choice slaughter steers and heifers. Moderate supply of holstein steers.

Total Receipts this week: 405 Last week: 490 Last year: 695

SLAUGHTER STEERS: Choice 2-4 1050-1500 lbs 67.00-69.00; Few YG 2-3 and Fancy 2-4 1100-1400 lbs 69.00-70.00, few 70.25; Select and Choice 2-3 975-1375 lbs 65.00-67.00. Select 2-3 950-1275 lbs 61.00-65.00.

HOLSTEIN STEERS: Choice 2-3 1350-1750 lbs 63.00-65.00, few up to 66.00. Select and Choice 2-3 1150-1650 lbs 60.00-63.00. Select 2-3 1150-1500 lbs 56.00-60.00.

SLAUGHTER HEIFERS: Choice 2-4 975-1400 lbs 67.00-69.00. Few 2-3 and Fancy 2-4 1150-1350 lbs 69.00-70.00, few 70.25. Select and Choice 2-3 950-1200 lbs 65.00-67.00. Select 2-3 950-1250 lbs 61.00-65.00.

HEIFERETTES: Medium and Large Frame 1150-1400 lbs 47.00-58.00.

FEEDER CATTLE: Compared with last week, feeder steers under 500 lbs were 2.00-3.00 higher, over 500 lbs were

steady. Feeder heifers were 2.00-4.00 higher.

Overall quality was above last weeks level. Moderate buyer attendance.

FEEDER STEERS: Medium and Large Frame 1-2: Thin: 200-300 lbs 100.00-115.00 300-400 lbs 95.00-101.00, Fancy 101.00-107.00 400-500 lbs 90.00-97.00, Fancy 97.00-103.00 500-600 lbs 85.00-92.00 Moderately Fleishy: 400-600 lbs 80.00-90.00

FEEDER HEIFERS: Medium and Large Frame 1-2: Thin: 300-400 lbs 90.00-98.00, Fancy 98.00-102.00 400-500 lbs 85.00-93.00, Fancy 93.00-100.00 500-600 lbs 83.00-89.00 600-700 lbs 77.00-84.00 700-800 lbs 73.00-79.00 Moderately Fleishy: 400-600 lbs 75.00-85.00 600-700 lbs 71.00-77.00 700-800 lbs 65.00-73.00

COW/CALF PAIRS: Large Frame 1-10 yrs old 560.00-750.00/pr.

BRED COWS: Large Frame 2-10 yrs old in 2nd and 3rd stage 510.00-620.00/hd.

Slaughter Cows and Bulls: 150 head. Compared to last week, cows were weak to 1.00 lower. Bulls were steady.

SLAUGHTER COWS: % Lean Weight Price Breakers 75-80 % 850-1200 lbs 39.00-42.00 Boners 80-85 % 850-1200 lbs 40.00-44.00 High Yielding 80-85 % over 1100 lbs 42.00-45.00 Lean 85-90 % 850-1200 lbs 37.00-40.00 85-90 % 750-850 lbs 33.00-37.00 85-90 % under 750

lbs 29.00-33.00

COWS: Cutter, Breaking and Boning Utility 1-4 39.00-42.00. High Yielding 42.00-44.00, few up to 45.00. Few Commercial 3-4 38.00-40.00. Canner and low Cutter 1-2 35.00-39.00. Shelly Canner 1-2 31.00-35.00; Low Yielding 26.00-31.00.

BULLS: Yield Grade 1-2 1050-2250 lbs 48.00-52.00, Low Yielding 46.00-48.00.

Yield Grade 1 1500-1850 lbs 52.00-53.00.

National Weekly Lamb Report

Des Moines, Iowa

September 11, 2001

Report Supplied By USDA

NATIONAL WEEKLY LAMB REPORT: Prior week slaughtered lamb count for week ending Monday, September 10 — **FORWARD CONTRACTS:** Domestic 31; Imported 0. **FORMULA ARRANGEMENTS:** Domestic 26,984. Imported 729.

PACKER OWNED SHEEP SLAUGHTERED: Week ending Monday, September 10 - **DOMESTIC:** 4,432 head; carcass weight range 25-112 lbs, avg. 68 lbs; dressing percentage range 48.6-50.0%, avg. 49.2; Choice or better grade 99.7; Good 0.1%. **IMPORTED:** None.

FORWARD CONTRACT PURCHASES: None.

FORMULA PURCHASES: DOMESTIC: 28,659 head; 48-108 lbs, avg. 72 lbs; price range 49.63-123.44, weighted avg. price 114.66 per cwt. **IMPORTED:** 729 head; 66-69 lbs, avg. 68 lbs; 83.94-123.44, wtd. avg. 122.15.

Virginia Sheep Auction

Richmond, Va.

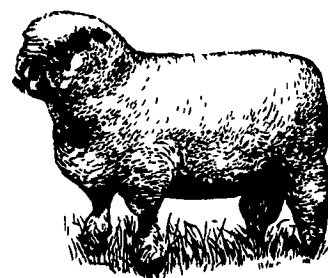
September 8, 2001

Report Supplied by USDA

Shenandoah, Va. Livestock Auction: **SHEEP:** 164 head. Prices per cwt. based on in weights.

SLAUGHTER LAMBS: 68 head. New Crop: Choice few Prime 1-2 few 3, 111 lb 65.00, 100 lb 72.00; Good and few Choice 1-2, 89 lb 74.00.

FEEDER LAMBS: 96 head. Medium and Large 1-2, 70-85 lb 75-78.00; Small 1-2, 80-82.75.



Eastern Cornbelt Direct Feeder Cattle Weekly

Springfield, Ill.

September 7, 2001

Report Supplied By USDA

Eastern Cornbelt Direct Feeder Cattle Summary, includes Illinois, Indiana, Michigan, and Ohio. Compared to last week, feeder steers and heifers were steady to firm late in the week. Trading activity was slow to moderate. Demand was moderate. Receipts this week 30% beef type steers, 33% holstein steers and 37% heifers. Confirmed sales 1250 this week, 1200 last week and 2200 a year ago.

FEEDER STEERS: Medium and Large 1-2: 775-900 lbs 84.50-88.50; few loads 1050 lbs 74.50.

HOLSTEIN STEERS: Large 3: 650-700 lbs 79.00-81.00; 700-850 lbs 74.50-76.00; load lot 1000 lbs 69.50.

FEEDER HEIFERS: Medium and Large 1-2: load lot 528 lbs 90.00; large load lot 548 lbs 98.50; 725-850 lbs 82.00-86.50, few up to 88.00.

Prices are based FOB the farm unless otherwise indicated. Delivered prices include freight, commissions, and other expenses.