

develop Jody Maroni's Sausage Kingdom kiosks in airports, travel plazas and malls nationally. The Jody Maroni concept, founded by Jordan Monkarsh in 1979 on California's Venice Beach Boardwalk, is currently operating in Host Marriott Services airport locations at the Los Angeles International Airport and the Minneapolis/St. Paul International Airport. Under the licensing arrangement, Host Marriott Services operates 150 sq. ft. Jody Maroni kiosks featuring Maroni-made traditional and gourmet poultry and pork sausage sandwiches, all-beef natural casing hot dogs and french fries. Jody Maroni's manufactures both the sausage and the hot dogs using family recipes.  
More ... <http://www.porknet.com/artclvw.cfm?id=1764>

#### REQUESTS & ANNOUNCEMENTS

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Nothing Posted Today.

#### SEARCH ENGINE LINKS

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Yahoo - News About Pigs  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dpigs&lst=1>

Yahoo - News About Pork  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dpork&lst=1>

Yahoo - News About Agriculture  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dagriculture&lst=1>

Yahoo - News About Food Companies / Food Industry  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fbiz%2Eyahoo%2Ecom%2Fn%2Fy%2Fy0012%2Ehtml&lst=1>

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<http://www.porknet.com/aboutporknet.htm>

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**Narveson, Linda**

**From:** Dennis R. Buege [drbuege@facstaff.wisc.edu]  
**Sent:** Monday, December 21, 1998 5:25 PM  
**To:** Rep.Ott  
**Subject:** PorkNet's Daily Update -- Friday, December 18, 1998

**From:** "Knowledgeworks / Dr. Tom Stein" <tomstein@porknet.com>  
**To:** Pork Mail <tomstein@porknet.com>  
**Subject:** PorkNet's Daily Update—Friday, December 18, 1998  
**Reply-To:** tomstein@porknet.com  
**Organization:** Knowledgeworks, Inc  
**Date:** Fri, 18 Dec 1998 13:52:35 -0600

PorkNet's PorkMail Daily Update - Friday, December 18, 1998

This issue received by over 2,000 pork industry professionals

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#### TODAY'S ARTICLES

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1. 'Hog Hunt' to Highlight Pork Producers Financial Plight
2. Saskatchewan Pork Producers Offered Financial Help
3. Weather Worry Hurts Grain, Soybeans
4. Smithfield Foods Projects Strong 3<sup>rd</sup> Quarter Earnings
5. NPPC Urges Immediate Action on Live Hog Price Crisis
6. Glickman Announces Additional Help for Pork Producers
7. Iowa Task Force to Investigate the Pork Industry
8. Iowa Task Force to Look at Shipping Live Hogs to Central America
9. U.S. National Pork Crisis Task Force Created
10. We Need the Facts on Antibiotic Resistance
11. Europe Urged to Re-Think Antibiotic Ban
12. U.S. Consumer Group Urges FDA to Follow European Lead
13. More on Antibiotics, Comments from Drs. Fred Angulo, Don Low
14. Pfizer Will Fight EU Ban on Virginiamycin
15. Costwold USA Announces New Pricing Initiative
16. More on Cotswold's Announcement(Prices Included)
17. Diarrhea in Nursing Piglets Associated with Coccidiosis
18. Genetically-Engineered Animals—Lean, Mean, and MCH-Free

#### MARKETS & PRICES

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'Hog Hunt' Planned to Highlight Pork Producers Financial Plight

December 16, 1998 / UPI / DES MOINES—A group of southwest Iowa pork producers is, according to this story, inviting hunters to haul out their rifles and shoot hogs in a wooded area this week to highlight the plight of the American farmer. The pork producers are asking hunters for a "suggested donation" of \$100 to participate in Hog Hunt '98. The idea surprised state officials, who were cited

as saying that Iowa's hunting laws do not cover domestic animals. State agriculture official Jack Ratigan was quoted as telling today's Des Moines Register, "I've never heard of anything like this, but these are strange times." Farmers Gary and Jackie Muller were cited as saying that the idea came up while local pork producers discussed historically low hog prices.

#### Saskatchewan Pork Producers Offered Financial Help

December 16, 1998 / CP/ The Globe and Mail/ National Post / The Saskatchewan government is, according to these stories, offering struggling hog farmers short-term loans until federal help arrives. Agriculture Minister Eric Upshall was cited as saying that the Government will lend farmers up to \$40 a hog to tide them over until spring. The program also allows up to \$10 a weanling. The money must be paid back at the government's borrowing cost of 5 per cent. The New Brunswick government also announced a plan yesterday to let farmers, especially those in the hog industry, get money through loans and loan guarantees. Agriculture Minister Stuart Jamieson was cited as saying that the program will tie in with a federal farm-aid package that won't kick in until spring.

#### Weather Worry Hurts Grain, Soybeans

CHICAGO (AP) -- Soybean and grain futures fell Thursday, erasing gains from a brief rally earlier in the day on the Chicago Board of Trade. Speculation about the weather—both in the Midwest and in South America—caused prices to fluctuate, analysts said. "We were up on early thoughts that we were going to have a (Midwest) freeze that could do some damage. I think people started to rethink that as the day went on," said Don Roose, an analyst with Iowa-based U.S. Commodities Inc. Meanwhile, he said "almost ideal" growing conditions in South America were putting pressure on prices as traders anticipated bumper crops there. Continued slow export pace also put pressure on the market, Roose said. Wheat for March delivery fell 1 3/4 cents to \$2.76 1/4 a bushel; March corn was down 2 1/2 cents to \$2.20 3/4 a bushel; March oats dropped 1 1/4 cents to \$1.12 a bushel; January soybeans fell 4 3/4 cents to \$5.48 a bushel. Meanwhile, meat and livestock futures were mixed on the Chicago Mercantile Exchange. February live cattle rose .27 cent to 58.97 cents a pound; January feeder cattle were up .30 cent to 67.77 cents a pound; February lean hogs rose .20 cent to 28.15 cents a pound; February pork bellies fell 1.18 cents to 42.27 cents a pound.

#### Daily Market Summary

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eext%2Emissouri%2Eedu%2Fagebb%2Fmkt%2Fbullet7%2Ec&lst=1>

USDA Midwest Direct Hogs (updated daily)

<http://www.porknet.com/webnav.cfm?link=gopher%3A%2F%2Fshelley%2Eca%2Euuky%2E>

edu%2F00%2F%2Eagwx%2Fusr%2Fmarkets%2Fusda%2FWHLS831&lst=1

National Base Lean Hog Carcass Slaughter Cost Report (updated daily)

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eams%2Eusda%2Egov%2Fmncs%2Fmn%5Freports%2FNW%5FLS295%2Etxt&lst=1>

2Fmncs%2Fmn%5Freports%2FNW%5FLS295%2Etxt&lst=1

Weekly Midwest Hog Review (updated each Friday)

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eams%2Eusda%2Egov%2Fmncs%2Fmn%5Freports%2Fsc%5Fls851%2Etxt&lst=1>

2Fmncs%2Fmn%5Freports%2Fsc%5Fls851%2Etxt&lst=1

Iowa-Southern Minnesota Direct Hogs (updated daily)

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eams%2Eusda%2Egov%2Fmncs%2Fmn%5Freports%2FNW%5FLS230%2Etxt&lst=1>

2Fmncs%2Fmn%5Freports%2FNW%5FLS230%2Etxt&lst=1

#### NATIONAL PORK PRODUCERS COUNCIL NEWS

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<http://www.nppc.org/NEWS/newsLeader-rls.html>

#### BUSINESS & COMPANIES

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##### Smithfield Foods Projects Higher Third Quarter Earnings

SMITHFIELD, Va. / December 15, 1998 / Joseph W. Luter, III, chairman and chief executive of Smithfield Foods, Inc. (Nasdaq: SFDS) today issued the following statement: "Smithfield Foods is having an extremely strong third quarter. If present trends continue, the Company should more than double last years third quarter earnings despite some sizeable losses at the Company's Hog Production Group." Smithfield Foods reported record third quarter earnings in fiscal 1998. In that quarter, the Company reported net income of \$23.7 million, or \$.60 per diluted share.

#### INTERNATIONAL TRADE

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Nothing Posted Today.

#### INDUSTRY ANALYSIS (MARKETING, STRATEGY, MARKET POTENTIAL)

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##### NPPC Urges USDA to take Immediate Action on Live Hog Price Crisis

December 16, 1998 / National Pork Producers Council / Des Moines, Iowa / In a letter today to Ag Secretary Dan Glickman, NPPC President Donna Reifschneider, a producer from Smithton, Ill., urged Secretary

of Agriculture Dan Glickman to implement immediate intervention strategies discussed during their meeting on Dec. 11. The proposed low hog price remedies include guaranteed loan programs and/or cash infusion, increasing slaughter capacity and direct U.S. government intervention on Canadian live hog for slaughter imports.

By way of graphic illustration, if other ag commodities were experiencing the same economic destruction pork producers are with sub-\$10/cwt. live hogs, their prices would be estimated at: \$16.48/cwt. cattle, \$.75/bu. corn, \$1.50/bu. soybeans and fluid milk worth less than \$5/cwt.

NPPC made 20 specific recommendations for improving the live hog price. More, including a list of the 20 recommendations ...  
<http://www.porknet.com/artclvw.cfm?id> 89

#### Glickman Announces Additional Steps to Help U.S. Pork Producers

December 17, 1998 / USDA Press Release / WASHINGTON—Agriculture Secretary Dan Glickman today announced that the Clinton Administration is taking several additional steps to help pork producers through the toughest economic times they have faced in 35 years. Specifically, Glickman said he is accelerating USDA's purchase of pork products and urging the Departments of Defense and Veterans Affairs to consider additional pork purchases. He said he also expects pork to be included in a package of export guarantees for South Korea. Glickman announced that he will meet with meat packers and processors to explore ways to increase hog slaughter and move more pork through the marketing system. He said he will also meet with retail food industry representatives to urge them to take advantage of large hog supplies by featuring pork products and reflecting lower farm prices in their prices to consumers.  
More ...

#### Iowa Secretary of Agriculture Speeds Selection of Task Force to Investigate the Pork Industry

December 17, 1998 / Des Moines, Iowa / Secretary of Agriculture-elect Patty Judge is speeding up the selection of a task force to investigate the pork industry. Judge has named incoming Deputy Agriculture Secretary Brent Halling as chairman of the task force. Halling will lead the investigation into the gap between prices for live hogs and prices at the meat counter. Source: Yahoo News

#### Iowa Task Force to Look at Shipping Live Hogs to Central America

December 17, 1998 / Des Moines, Iowa / Secretary of Agriculture-elect Patty Judge says her task force on the pork industry will consider shipping live hogs to Central America. Judge says the move would end the glut of hogs at packing plants. Prices for live hogs at some plants has fallen to below ten-dollars a hundredweight. Source: Yahoo News

## Pork Crisis Task Force Created

WASHINGTON (AP) -- A crisis task force is being formed within the Agriculture Department to come up with ways to assist pork producers, struggling with their lowest prices in four decades. Agriculture Secretary Dan Glickman announced the formation of the task force Thursday as one way the government is working to help hog farmers. Steps are also under way to speed millions of dollars of planned pork purchases. The Pork Crisis Task Force, made up of USDA officials, will recommend other actions that could help support hog prices. The secretary also plans to meet with pork industry leaders on Monday to discuss the problem. He said he is especially anxious to question retailers at the meeting about why low farm prices have not been passed on to consumers. To help ease the pressure of loans, Glickman has ordered the Farm Service Agency to assist farmers applying for loans by basing pork prices on futures contracts rather than the current lower market prices. The agency also will soon allow some producers to shift payments due in 1999 to the end of their loan period. More... <http://www.porknet.com/artclvw.cfm?id=1790>

## CURRENT ISSUES

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### We Need the Facts on Antibiotic Resistance

December 1998 / Canadian Cattlemen / Gren Winslow / In an editorial, Gren Winslow writes: Thank goodness the livestock industry is waking up to the danger posed by antibiotic resistant bugs. Larry Helland and the folks who run the Canada-Alberta Beef Industry Development Fund are, according to this story, to be commended for putting their money up to find out what, if any, role livestock feeding practices play in creating antibiotic resistant bacteria. The sooner we get the facts on the table the better. And it would be a good idea if they put the bite on the pork and poultry people, for this is not solely a problem for cattle. All livestock are, according to this story, under the gun. In fact, it can be argued that poultry and pork are really the main players in this story. Once again, animal agriculture is, according to this story, back on the defensive. Given the level of concern over this topic in the medical community, and the public, the only clear conclusion is that agriculture needs to start building a strong case for the use of antibiotics in feed, if it wants to keep them. That's why we commend the Alberta cattlemen for putting their money on the table.

More ... <http://www.porknet.com/artclvw.cfm?id=1777>

### Europe Urged to Re-Think Antibiotic Ban

December 17, 1998 / PA News / Martha Linden / Parliamentary Staff, PA News / U.K. Agriculture Minister Nick Brown was cited as urging his European counterparts to rethink the effects of an antibiotics ban on food producers.



More... <http://www.porknet.com/artclvw.cfm?id=1781>

#### U.S. Consumer Group Urges FDA to Follow European Lead and Ban Antibiotic Feeding to Livestock

December 15, 1998 / CSPI Press Release / The European Union (EU) Monday banned the addition to livestock feed of several antibiotics that are widely used in European agriculture. The Center for Science in the Public Interest (CSPI) earlier this year published a report, "Protecting the Crown Jewels of Medicine," that urged the FDA to ban the subtherapeutic use in livestock of antibiotics that may undermine antibiotics' use in human medicine. "The EU's ban on four antibiotics used in animal feed is a sensible follow-up to the World Health Organization's 1997 recommendation that farmers stop feeding low levels of antibiotics to animals destined for the dinner table," said CSPI staff scientist, Patricia Lieberman, Ph.D.  
More ... <http://www.porknet.com/artclvw.cfm?id=1773>

#### More on Antibiotic Resistance, With Comments from Drs. Fred Angulo, Don Low

December 1998 / Canadian Cattlemen / Marjorie Mann—Once again, animal agriculture has, according to this story, been put on the defensive. Almost every week, a headline in the world press raises the specter of antibiotic-resistant diseases in humans and suggests that antibiotics fed to livestock are at least partly to blame. Fred Angulo, a veterinary epidemiologist with the U.S. Center for Disease Control in Atlanta, was quoted as saying, "Evolution in antibiotic resistance has increased markedly, even from 2 years ago." One of the most vocal critics of agriculture's use of subtherapeutic antibiotics, Angulo was cited as contending that scientific data is starting to make the connection between the emergence of antibiotic-resistant human pathogens and the feeding of growth-promoting antimicrobials to livestock. Those within the animal drug industry find, according to this story, very little scientific evidence to connect drug use in livestock to the risk of antibiotic resistance in humans. They also point out that no superbug has so far emerged that is resistant to all the antibiotics that can kill it. Still, there is no denying that the pressure is rising on the livestock industry worldwide to alter their feeding practices.  
Much more ... <http://www.porknet.com/artclvw.cfm?id=1776>

#### Pfizer Will Fight EU Ban on Virginiamycin

December 16, 1998 / NEW YORK / Pfizer Inc (NYSE: PFE) said today that the Council of European Agricultural Ministers' ban of the use of the company's animal-feed antibiotic additive virginiamycin and three other feed additives is scientifically unfounded and a fundamental violation of due process. "The Council's decision to adopt the European Commission's proposal to ban virginiamycin has been taken despite the findings of the European Commission's own scientific experts," said Brian Barrett, vice president, Pfizer

Inc, and president, Pfizer Animal Health Group. "Such disregard for science and for openness in the decision-making process raises serious doubts about the European Commission's objectivity and good faith in addressing technical issues associated with health-care products. This does not bode well for innovative, research-based industries such as pharmaceuticals."

More... <http://www.porknet.com/artclvw.cfm?id=1783>

## MEAT SCIENCE

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Nothing Posted Today.

## PIG PRODUCTION

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Costwold USA Announces Pricing Initiative for U.S. Swine Industry

December 15, 1998 / Heartland Pork - Cotswold USA / Des Moines, IA / Cotswold USA, a division of Heartland Pork Enterprises, announced its financial commitment to help pork producers by waiving all current contractual commitments with its commercial Genetic Partners and slashing the price of its Genetic products to all Producers.

Over the last 4 years, Cotswold has built up a supply infrastructure that is just becoming available - gilts, boars and semen. Today, they are not using all their gilt and semen supply. It has no value to anyone if these genetically superior animals go to market or the semen is not used. Steve Bretey, National Sales and Marketing Manager, states, "Cotswold USA has decided to immediately reduce pricing on all products to slaughter price plus variable costs to get them delivered to producers. This is to all producers, especially existing customers, (where we already have long term contracts) plus any other industry producers who wish to avail themselves of this opportunity. We are willing to forgo these short term profits to help producers and the industry."

More ... <http://www.porknet.com/artclvw.cfm?id=1788>

More on Cotswold USA New Pricing Initiative for Breeding Stock (Prices Included)

December 16, 1998 / Heartland Pork - Cotswold USA / Cotswold USA, the American franchise of Cotswold Pig Development Company, has rapidly expanded our multiplication base over the last 3 years to the current level of 25,000+ sows in our genetic pyramid. In response to this economic crisis we have suspended the contracts of all of our existing customers to allow them to buy value-added Cotswold animals at market price + delivery. In addition, we are going to sell the remaining availability within our system at market price + delivery. We are not asking for any long-term commitment to participate in this program. We believe the value of the animals will speak for themselves long-term.

More, including pricing options and contact information ...  
<http://www.porknet.com/artclvw.cfm?id=87>

## PIG NUTRITION

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Nothing Posted Today.

## PIG HEALTH & DISEASE

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Diarrhea in Nursing Piglets Associated with Coccidiosis –  
Prevalence, Microscopic Lesions and Coexisting Microorganisms

Chae C, Kwon D, Kim O, Min K, Cheon DS, Choi C, Kim B, Suh J.  
Veterinary Record 143 ( 15): 417-420, 1998.

A retrospective study was made of natural infections with *Isospora suis* in nursing piglets, recorded from April 1994 to May 1997, to determine the prevalence, microscopical lesions and other microorganisms associated with coccidiosis. One hundred and five (17.3 per cent) of the 605 nursing piglets submitted from 304 pig farms were diagnosed positive for coccidiosis. The affected piglets were from seven to 20 days old, with a mean age of 11.1 days. Coccidiosis occurred in each year but the incidence peaked in July (15 cases, 14.3 per cent), September (15 cases, 14.3 per cent), October (16 cases, 15.2 per cent) and November (18 cases, 17.1 per cent) and was lowest in May (no cases), August (two cases, 1.9 per cent) and June (four cases, 3.8 per cent). Histopathologically, villous atrophy resulting from the necrosis and sloughing of epithelial cells was a prominent feature of infection with *I suis*. In 49.5 per cent of the nursing piglets, other enteropathogens were identified, *Escherichia coli* (47.6 per cent) and transmissible gastroenteritis virus (3.8 per cent) being the most commonly diagnosed. Forty-five of 50 *E coli* isolates associated with coccidiosis tested negative by polymerase chain reaction for enterotoxigenic virulence factors, such as fimbriae and enterotoxins.

## NUTRIENT MANAGEMENT

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Nothing Posted Today.

## HUMAN RESOURCES

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Nothing Posted Today.

## BIOTECHNOLOGY

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Genetically-Engineered Animals—Lean, Mean, and MCH-Free

December 17, 1998 / Nature VOL. 396, No.6712, pp 670-674 /  
Those just about to indulge in seasonal excess might have cause to envy mice lacking the gene for a substance called melanin-concentrating hormone (MCH). These genetically engineered animals

are lean, lose weight, eat less, and have high metabolic rates. This result, according to Eleftheria Maratos-Flier of the Elliott P. Joslin Research Laboratory, Boston, Massachusetts and colleagues, in a report on p670, makes MCH a key part of the body's appetite-regulating machinery. Drugs that block the action of MCH could be candidates for the treatment of obesity. Several neuropeptides (MCH is just one) are known to promote feeding, and their signals have been considered partially redundant. The finding that the disruption of just one gene (the MCH gene) can lead to loss of body fat and appetite suppression is remarkable, given that the loss of fat would lead to a decline in the concentration of circulating leptin, which would normally promote feeding. Source: AnimalNet

#### FOOD TRENDS / MARKETING

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Nothing Posted Today.

#### REQUESTS & ANNOUNCEMENTS

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Yahoo - News About Pork  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dpork&lst=1>

Yahoo - News About Agriculture  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dagriculture&lst=1>

Yahoo - News About Food Companies / Food Industry  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fbiz%2Eyahoo%2Ecom%2Fn%2Fy%2Fy0012%2Ehtml&lst=1>

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**Narveson, Linda**

**From:** Dennis R. Buege [drbuege@facstaff.wisc.edu]  
**Sent:** Monday, December 21, 1998 5:26 PM  
**To:** Rep.Ott  
**Subject:** PorkNet's Daily Update -- Monday, December 21, 1998

**From:** "Knowledgeworks / Dr. Tom Stein" <tomstein@porknet.com>  
**To:** PorkMail <tomstein@porknet.com>  
**Subject:** PorkNet's Daily Update—Monday, December 21, 1998  
**Reply-To:** tomstein@porknet.com  
**Organization:** Knowledgeworks, Inc  
**Date:** Mon, 21 Dec 1998 11:48:11 -0600

PorkNet's PorkMail Daily Update – Monday, December 21, 1998

This issue received by over 2,000 pork industry professionals

\*\* visit <http://www.porknet.com> \*\*

#### TODAY'S ARTICLES

1. Weekly Review of the Hog Markets
2. Friday's Commodities Markets – Review
3. Schneider Foods Reports 4<sup>th</sup> Quarter, Fiscal Year Results
4. Farmer Goes Whole Hog With Giveaway
5. Survival of U.S. Pork Producers Requires Immediate Action
6. Tilmicosin and Early Weaning Effects on Mycoplasma hyo.
7. Soybean or Tuna Oil in Late Gestation and Piglet Viability
8. Immune Responses to Novel TGE Virus Vaccine
9. Mycoplasma hyorhinis Causes Otitis Media (Head Tilt)
10. Retailers Across U.S. Featuring Pork
11. Fourth Intl Conference on Boar Semen Preservation

#### MARKETS & PRICES

Weekly Review of the Hog Markets—Week Ending December 18, 1998

December 18, 1998 / Glenn Grimes and Ron Plain / University of Missouri / Department of Agricultural Economics

The hog industry continues to be bothered by the large numbers, a more inelastic demand and slaughter capacity below the number of market ready hogs. The more inelastic demand and the short slaughter capacity have expressed themselves in the big growth year of the last two hog cycles.

Year of Growth Hog Slaughter	% Increase in Live Hog Price	% Decline in
1978-79	13.9%	12.4%
1982-83	6.4%	13.4%
1987-88	8.3%	15.9%

1991-92	7.6%	13.4%
1993-94	2.9%	12.8%
1997-98*	10.2%	37.2%

\* through week of December 12<sup>th</sup>

Where is the end of the current disastrous low prices? If the approximately 6% increase in slaughter relative to expectations during the past four weeks is mostly due to good growing weather then sometime in January or early February, we have a good chance for slaughter to at least drop close to last year's levels. Under these condition live hog prices would rebound sharply at that time. But if the large slaughter is due to the productive machine being bigger than indicated by the September Hogs and Pigs report, then we are likely to see slaughter stay above two million head under Federal inspection for most of the full weeks in January and prices will continue very low but could improve some from the lows of December.

During the past four weeks slaughter has averaged about 12% above year earlier levels. The larger number of hogs than we have slaughter capacity for has been aggravated by more live hog imports from Canada due to a packer strike. If this strike could be resolved it would likely give some strength to live prices.

Our guess is that the breeding herd on December 1 was 4% below a year earlier.

#### Friday's Commodities Markets – Review

Lean hog futures rose Friday on the Chicago Mercantile Exchange on hopes that cash prices for lean hogs may have bottomed out after a recent decline. Analysts say the lean-hog rally is a sign that supply and demand may be evening out in what had been seen as a oversupply of hogs. There is also talk that the federal government may step in with aid for hog farmers. "There's a light at the end of the tunnel, and for once I can say it's not a train coming at me," said analyst Bill Plummer, president of the Chicago-based Frontier Risk Management.

While he says the situation will likely be better for traders, Plummer said it should improve slightly for farmers—at least to the break even point after what he called a "disastrous" year. He predicts that, by mid-winter, prices for live hogs will improve to 25 to 30 cents a pound. Plummer said the livestock scene should be improving overall, especially on news that, this week, Americans consumed a record 930 million pounds of meat. "The whole meat picture is looking better," Plummer said. "This is probably the peak of meat production. I believe there's reason for optimism in 1999."

In trading Friday, February live cattle broke even at 58.97 cents a pound; January feeder cattle dropped .05 cent to 67.72 cents a pound; February lean hogs rose 1.22 cents to 29.37 cents a pound; February pork bellies rose .35 cent to 42.62 cents a pound.



Soybean and grain futures were mixed on the Chicago Board of Trade. Traders concerns that a cold snap in the Midwest grain states wouldn't be cold enough to damage winter wheat crops were countered somewhat by late commercial buying as March, causing a slight rally. January soybeans had been up slightly following a favorable report from the National Oilseed Producers Association but dipped later in the day in anticipation of five-year stock data from the U.S. Department of Agriculture. Concerns also still remain over good growing conditions in Argentina and Brazil, which could result in bumper soybean and wheat crops. Meanwhile, corn futures were pressured somewhat by technical factors. Wheat for March delivery was up  $\frac{3}{4}$  cent to \$2.77 a bushel; March corn fell  $1\frac{1}{2}$  cents to \$2.19  $\frac{1}{4}$  a bushel; March oats fell 2 cents to \$1.10 a bushel; and January soybeans fell  $\frac{3}{4}$  cent to \$5.47  $\frac{1}{4}$  a bushel.

#### Daily Market Summary

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eext%2Emissouri%2Eedu%2Fagebb%2Fmkt%2Fbullet7%2Ec&lst=1>

USDA Midwest Direct Hogs (updated daily)

<http://www.porknet.com/webnav.cfm?link=gopher%3A%2F%2Fshelley%2Eca%2Eu%2Eedu%2F00%2F%2Eagwx%2Fusr%2Fmarkets%2Fusda%2FWHLS831&lst=1>

National Base Lean Hog Carcass Slaughter Cost Report (updated daily)

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eams%2Eusda%2Egov%2Fmncs%2Fmnc%5Freports%2FNW%5FLS295%2Etxt&lst=1>

Weekly Midwest Hog Review (updated each Friday)

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eams%2Eusda%2Egov%2Fmncs%2Fmnc%5Freports%2Fsc%5Fis851%2Etxt&lst=1>

Iowa-Southern Minnesota Direct Hogs (updated daily)

<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fwww%2Eams%2Eusda%2Egov%2Fmncs%2Fmnc%5Freports%2FNW%5FLS230%2Etxt&lst=1>

#### NATIONAL PORK PRODUCERS COUNCIL NEWS

<http://www.nppc.org/NEWS/newsLeader-rls.html>

#### BUSINESS & COMPANIES

Schneider Foods Reports 4<sup>th</sup> Quarter, Fiscal Year Results

Schneider Corporation finished fiscal 1998 with record results in terms of sales, earnings and return on investment. Sales increased to \$906 million, an 11 percent rise over fiscal 1997. Net earnings were \$10.5 million compared to \$3.1 million in 1997. Return on opening shareholders' equity increased to 11.0 percent from 3.5 percent the prior year.

Agribusiness had sales of \$227 million, 30 percent greater than 1997. This rise in sales reflects the increased production at our Winnipeg pork cut facility. This world class pork processing plant began operations in June of 1997, and now boasts an out put of 30,000 hogs per week.

Pork selling prices were depressed as world demand for pork was adversely affected by economic and currency problems in Asia and other world markets. However, because of our product quality and our new chilled pork technology, our sales to Japan increased by more than 13 percent and margins improved by more than 50 percent from the previous year. Total export volume doubled from 1997 results. Agribusiness ended the year with earnings from operations of \$4.4 million compared to a loss last year of \$2.4 million.

We anticipate improved profitability during fiscal 1999 in our Pork operations

after a strong fourth quarter. We base this expectation upon improved selling

margins to Japan, predominantly with chilled pork, as well as a greater return

for value-added products in the North American marketplace. Given the current

conditions in the hog industry, we expect hog costs and pork cut prices to increase

in the second half of 1999.

More ... <http://www.porknet.com/artclvw.cfm?id=1791>

## INTERNATIONAL TRADE

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Nothing Posted Today.

## INDUSTRY ANALYSIS (MARKETING, STRATEGY, MARKET POTENTIAL)

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### Farmer Goes Whole Hog With Giveaway

December 21, 1998 / NEPONSET, Ill. / AP - Bringing home the bacon isn't worth it at today's prices, so hog farmer Don Brady is giving it away. Brady donated about 60 live hogs Sunday to families that needed extra money and food for the holidays. It was his grand exit from the pork business after 30 years. "Anybody that's hungry and wants to feed their kids for Christmas (could) come pick one up," Brady said. "It's a better gesture to give them to someone to feed their family than to give them away for sale." Hog prices are at their lowest in four decades because

of oversupply, forcing many farmers to sell their hogs for less than the cost of raising them. Brady figured that if he were going to suffer a loss anyway, he might as well help those with greater needs, so he put an ad in a local paper inviting people to his farm near Neponset, about 45 miles north of Peoria. Butchering the whole hog was up to recipients; some people hired professional help. A 250-pound hog would yield about two 15- to 20-pound hams, 60 to 70 pork chops, 15 to 20 pounds of pork steaks, two 6- to 7-pound roasts, 15 to 20 pounds of bacon, a couple packages of spare ribs and pork hocks, and 15 to 20 pounds of sausage.

## CURRENT ISSUES

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### Survival of U.S. Pork Producers Requires Immediate Action

December 18, 1998 / National Pork Producers Council / The future for many U.S. pork producers lies in the balance unless immediate and meaningful federal government intervention is taken by Christmas Eve. Otherwise many pork producers will not survive this catastrophic economic crisis through January.

"Hogs are literally worth almost zero. When you factor in the cost of inflation, never before have U.S. pork producers had such low cash hog prices. Such levels would be comparable to cattle producers getting \$16.48 per hundredweight for market steers or corn growers being paid just 75 cents per bushel of their corn," said Reifschneider, a producer from Smithton, Ill. "There's no way anyone in production agriculture can make a living on such extreme take home prices for their commodities. USDA is estimating that our producers are losing over \$144 million in equity per week. This is wreaking unheard of devastation on our industry," she said.

Pork producers are facing a supply driven crisis with too many market hogs to efficiently slaughter, she explained. Hog production has increased by 10 percent over a year ago. USDA had projected just a 3 percent increase. Imports of Canadian hogs for slaughter in the U.S. have jumped by 37 percent.

At the same time, in the last 18 months, producers have lost 37,000 head, or 8 percent, in daily slaughter capacity. The packing plant crisis has led to a liquidity or business crisis, in which pork producers have far exceeded their available cash and credit resources. Reifschneider said pork producers need to have a meaningful and immediate cash infusion through a loan guarantee program, including interest assistance and a debt restructuring provision, and by direct payments to pork producers as an emergency disaster or as some form of deficiency payment.

## MEAT SCIENCE

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Nothing Posted Today.

## PIG PRODUCTION

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Evaluation of the Effectiveness of a Macrolide Antibiotic on

## Reduction of Respiratory Pathogens in 12-Day and 21-Day Weaned Pigs

Clark LK, Wu CC, VanAlstine WG, Knox KE. *Swine Health and Production* 6 ( 6): 257-262, 1998. Objective: To determine the effect of a new feed-grade antibiotic (tilmicosin) on *Mycoplasma hyopneumoniae*-challenged pigs and to determine whether the *M. hyopneumoniae* status of pigs weaned at 21 days, when tilmicosisin is used, would be similar to the *M. hyopneumoniae* status of piglets weaned at 12 days. Additionally, the effect of tilmicosisin on other respiratory pathogens in all treated pigs was assessed. Conclusions: Tilmicosin did not reduce lesions of mycoplasmal pneumonia when added to the feed of early-weaned (12 days of age), treated pigs. Tilmicosin delayed onset of coughing and thus probably delayed the development of lung pathology while it was fed to early-weaned, treated pigs. Tilmicosin reduced *S. suis* colonization and *M. hyopneumoniae* seroconversion in late-weaned (21 days of age) pigs. To read the full abstract, search the PorkNet Reference Library using Knowledgeworks ID # = 36669.

## PIG NUTRITION

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### Effect of Feeding Tuna Oil or Soybean Oil as Supplements to Sows in Late Pregnancy on Piglet Tissue Composition and Viability

Rooke JA, Bland IM, Edwards SA. *British Journal of Nutrition* 80 ( 3): 273-280, 1998. To investigate whether long-chain n-3 polyunsaturated fatty acids could cross the porcine placenta in late pregnancy and alter neonatal piglet tissue composition, multiparous sows (seven per diet) were fed on diets containing a supplement (30 g/kg) of either soyabean oil or tuna oil for the last 21 d of pregnancy and the first 7 d of lactation. Conclusions: The proportions of long-chain n-3 fatty acid in tissues of new-born piglets were increased by feeding tuna oil to the sow in late pregnancy; however no improvements in piglet viability were observed. To read the full abstract, search the PorkNet Reference Library using Knowledgeworks ID# = 36559.

## PIG HEALTH & DISEASE

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### Immune-Response of Sows Vaccinated with Attenuated Transmissible Gastroenteritis Virus (TGEV) and Recombinant TGEV Spike Protein Vaccines and Protection of Their Suckling Pigs Against Virulent TGEV Challenge Exposure

Park SK, Sestak K, Hodgins DC, Shoup DI, Ward LA, Jackwood DJ, Saif LJ. *American Journal of Veterinary Research* 59 ( 8): 1002-1008, 1998.

Objective-To compare recombinant transmissible gastroenteritis virus (TGEV) spike protein, (SP) R2-2, with attenuated live virus (ALV) vaccine in sows during late pregnancy. Conclusions-In sows vaccinated twice with attenuated live TGEV, the recombinant SPR2-2 administered IM may be comparable to ALV administered IM as a booster. Vaccination failed to provide complete protection to suckling pigs after challenge exposure.

To read the full abstract, search the PorkNet Reference Library using Knowledgeworks ID# = 36516.

Induction of Temporary Otitis-Media in Specific-Pathogen-Free Pigs by Intratympanic Inoculation of Mycoplasma-Hyorhinitis

Morita T, Sasaki A, Kaji N, Shimada A, Kazama S, Yagihashi T, Umemura T. American Journal of Veterinary Research 59 ( 7): 869-873, 1998. Objective-To examine whether Mycoplasma hyorhinitis inoculated into the tympanic cavity can cause otitis media in pigs. Conclusions: M hyorhinitis inoculated into the tympanic cavity can cause a self-limiting otitis media in SPF pigs. To read the full abstract, search the PorkNet Reference Library using Knowledgeworks ID# = 36517.

NUTRIENT MANAGEMENT

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Nothing Posted Today.

HUMAN RESOURCES

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Nothing Posted Today.

BIOTECHNOLOGY

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Nothing Posted Today.

FOOD TRENDS / MARKETING

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Retailers Across U.S. Featuring Pork

December 18, 1998 / National Pork Producers Council / Reports of successful pork promotions continue to come in. The following are examples of the type of pork featuring taking place across the country. Center cut pork chops were featured at PIC N Save (Wisconsin) for \$1.18/lb.; whole pork loins at Winn Dixie (Southern U.S.) were \$.98/lb.; assorted pork chops sold at Econo Foods (upper Midwest) for \$.89/lb.; whole pork loins at Dave's Super Market (Eastern U.S.) sold for \$.99/lb.; Boston butts at Thriftway (Western U.S.) were featured at \$.88/lb., and at Fareway (Upper Midwest) whole pork loins were featured for \$.69/lb. and lean ground pork sold for \$.49/lb.

REQUESTS & ANNOUNCEMENTS

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Fourth International Conference on Boar Semen Preservation

The Fourth International Conference on Boar Semen Preservation

will be held August 8-11, 1999 in Beltsville, Maryland (USA).  
For more information, go to  
<http://www.lpsi.barc.usda.gov/lpsi/boarconf/index.htm>

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SEARCH ENGINE LINKS

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Yahoo - News About Pigs  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dpigs&lst=1>

Yahoo - News About Pork  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dpork&lst=1>

Yahoo - News About Agriculture  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fsearch%2Emain%2Eyahoo%2Ecom%2Fsearch%2Fnews%3Fp%3Dagriculture&lst=1>

Yahoo - News About Food Companies / Food Industry  
<http://www.porknet.com/webnav.cfm?link=http%3A%2F%2Fbiz%2Eyahoo%2Ecom%2Fn%2Fy%2F0012%2Ehtml&lst=1>

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PorkNet's PorkMail Daily Update is produced by Knowledgeworks  
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To find out more about Knowledgeworks or Dr. Stein, click on these  
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<http://www.porknet.com/tom.htm>

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For more information, contact Tom Stein at 612-948-1980 ([tomstein@porknet.com](mailto:tomstein@porknet.com))

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END OF MESSAGE

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for the worldwide pork industry.

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The Honorable Dan Glickman  
United States Department of Agriculture Secretary  
14<sup>th</sup> Street and Independence Avenue  
Washington, D.C. 20250

December 22, 1998

Dear Secretary Glickman:

Wisconsin's pork industry as we know it will no longer exist if the United States Department of Agriculture (USDA) does not act immediately with emergency disaster assistance.

Over 250 people, both producers and allied industry representatives, attended the December 17 informational hearing conducted by the Wisconsin Assembly Committee on Agriculture. Several suggestions were brought forth and on December 21, the Wisconsin Pork Producers hosted a joint meeting of several agricultural organizations to discuss what options may provide some hope for Wisconsin's pork producers to continue in business.

Organizations represented at the December 21 meeting included Wisconsin Pork Producers, Wisconsin Farm Bureau, National Farmers Organization, Wisconsin Farmers Union, Equity Livestock Sales Marketing Association Cooperative, Wisconsin Cattlemen's Association and Wisconsin Agribusiness Council.

The group agreed that the following items might provide our pork producers relief to the current market situation:

1. That USDA declare the current hog market crisis a disaster and determine the most applicable format to provide emergency disaster assistance to pork producers including, but not limited to, unemployment benefits, deficiency payments and market price supports.
2. That USDA authorizes emergency disaster guaranteed loans for pork producers.
3. That USDA investigates unfair trade practices and determines most functional route to address the increase in live hog imports from Canada and decrease of pork exports to Mexico.

Thank you for your immediate attention to this market crisis. We do not have the luxury of time to study the problem. Immediate action is required. Your quick response is crucial to the survival of Wisconsin's pork industry.

Sincerely yours,

Mark Beisbier, President  
Wisconsin Pork Producers Association

Cc: Congressional



WISCONSIN  
GROCERS  
ASSOCIATION  
INC.

BRANDON SCHOLZ  
PRESIDENT

AL —

Fill  
Hoge

Thought you  
might find this  
interesting. I wonder  
what the top 5 will do?

Brandon

**Brandon Scholz**

**From:** pginfo@progro.com  
**Sent:** Wednesday, December 23, 1998 5:55 PM  
**To:** pginfo@progro.com  
**Subject:** PROGRESSIVE GROCER HEADLINES: WEDNESDAY, DECEMBER 24, 1998

PROGRESSIVE GROCER HEADLINES: WEDNESDAY, DECEMBER 24, 1998

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**Massachusetts court rules on ownership of Demoulas Supermarkets:**

The battle for control of the Demoulas Supermarkets' empire moved closer to a conclusion on Tuesday when the Massachusetts Supreme Judicial Court upheld a lower-court ruling in favor of the family of the late George Demoulas.

**ConAgra Profits Flat, Future Looks Brighter:**

ConAgra Inc., the No. 2 U.S. food processor, said Wednesday it earned \$219 million in its fiscal second quarter, little changed from last year, as lower grain trade profits offset better fresh meat earnings. Omaha, Neb.-based ConAgra, the maker of Healthy Choice foods, Orville Redenbacher popcorn, and dozens of other brands, said it expects an even stronger performance from its fresh meats unit in the next six months as profit margins improve.

**Food Chain Gets Wired, Grocers Go On Line to Satisfy Basic Needs:**

In the world of bricks and mortar, grocery retailing is about as mundane as it gets.

**IGA Announces it will redesign it's private label packaging:**

IGA has announced that it will redesign the packaging of its 3,200 IGA Brand private label items. This ambitious project, which will take three years to complete, has begun with IGA's selection of Federated Group of Arlington Heights, Ill. as its partner in the redesign process.

**U.S. Hog Prices Jump After Big Packer Sets A Floor:**

U.S. hog prices rose about \$3 per 100 pounds this week in Midwest markets to the \$14-\$15 area after Farmland Industries, the nation's sixth largest pork producer, said Tuesday it would pay farmers a minimum of \$15 per 100 pounds for live hogs.

**The Lion Brewery, Inc. Announces Special Shareholder Meeting and Reports Fourth Quarter and Year End Results:**

THE LION BREWERY, INC. (Nasdaq: MALT) today announced that its Special Shareholder Meeting will be held on January 11, 1999 to vote on the previously announced merger agreement with Malt Acquiring, Inc. pursuant to which shareholders will receive \$4.70 per share.

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BRANDON SCHOLZ  
PRESIDENT

Al -

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Thought you'd  
be interested in  
the attached.

*Brandon*

FEB 11 1999

Thursday, February 11, 1999 • The Platteville Journal

85  
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**Olson Says Grocers Are Not Getting Huge Pork Profits**

By Bob Kliebenstein

Over the past few months, many fingers have been pointed regarding blame for depressed pork markets.

Lonnie Olson knows some of those fingers have indirectly been pointed toward him. Mr. Olson has been meat and seafood director for Brodbeck Enterprises, Inc., since mid-1998. The company owns Dick's Supermarkets, a chain of eight grocery markets in southwest Wisconsin and northern Illinois.

Olson is keenly aware of criticism pointed at grocers over the past few months. A frequently asked question by farmers and consumers is why pork prices in stores did not drop, following hog markets. Olson encourages discussion about the issue.

Olson testified before Wisconsin's Assembly Agriculture Committee at a Dec. 17 hearing when hog markets were below \$20. He spoke to the Grant County Ag Workers in January about the relationship of small grocer chains to strong rural economies.

"I'm willing to meet with anyone who wants to talk about this

issue," Olson said. "More people in my kind of business need to make the same effort. I have been talking with people daily over this issue."

Raised on a Nebraska livestock farm, Olson has been involved in the meat business his entire life, from the farm level to retail. He knows the struggles being affiliated with a small company and the connections of owning a small farm.

Before his employment with Brodbeck Enterprises, Olson was meat director for a Monona grocery chain, similar in its business structure to Dick's. He also worked as meat director for a chain of super center stores, based in Texas.

He can relate to small farmers being squeezed from an industry due to market unrest. Prior to working for Brodbeck Enterprises, Olson was "downsized" due to a business merger with a larger company.

With two sisters married to small family farm hog producers in Nebraska, Olson knows the financial pinch experienced by local producers.

Pork prices rebounded slightly

MAR 30 1999

from the well documented market lows of mid to late 1998. But few producers are breathing easy with those slight increases over the past few weeks. Prices remain well below what many farmers perceive as functional.

Through the market turmoil, Olson said grocers are not reap-

ing huge profits. "A lot of people have the misconception grocers were getting rich from the pork crisis."

"From June through December (of 1998), Dick's prices for product dropped an average of 39 percent for the retail portion of our pork category. Grocery stores operate on a razor thin margin."

Dick's primary meat supplier is Fleming, based in LaCrosse. Some product is purchased from Midwest Perishable Inc., and UW Provisions, both out of Madison.

Olson said few people understand the farm to market system. Olson concedes buying meat from suppliers is a "bidding war."

He said the farm to retail meat counter system mirrors an hour glass, with processors controlling supply and demand. The bottom half of that hour glass is the processor, who limited their need for pork, causing a market glut, he said.

Coupled with Canadian hogs shipped into the United States and a depressed Asian market, domestic hog markets plummeted.

Producers are the top half of the hour glass. When that hour glass flows smoothly, prices stabilize for producers, Olson added. Increased packer scrutiny for lean product magnifies the challenge for producers, Olson said.

When asked who was making money on pork, if not the farmer or retailer, Olson said, "you can make your own assumption who made out."

Olson predicts tight markets another three months for producers "A lot of people will learn some things from this past drop," he said. I don't think it will happen again, but if we can ride this storm another three months, it will be okay. We still have a lot of hogs out there. This problem is not cleared up."

Major grocer chains could

push more pork, but a fine line exists to provide sufficient pork to coincide with store advertisements. Olson cited an example where one large grocer chain ran out of pork because inclement weather hampered shipment of product.

"It is a double edge sword," he said. "The big chains have a narrow balancing act."

"In the meantime, ideas, not blame are needed to aid small pork producers. "We need to focus on how we can help small producers survive this period," Olson said. "We need a strong agricultural economy."

With many hog producers seeking to direct market pork and most local lockers booked for processing, Olson said Dick's could not provide that service to fill their meat counter. It would create additional cost to process and prepare meat for retail space, which would be passed onto consumers, he said.



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Wisconsin Third Assembly District  
Room 318 North  
State Capitol  
P.O. Box 8953  
Madison 53708-8953

December 23, 1998

Dear Assemblyman Ott,

Thank you for holding the Assembly Agriculture Committee hearings on the plight of the state's swine industry. While there may be limited things Wisconsin can do, the committee hearings told swine producers that their problems are of concern to the committee and to state government.

At the end of the hearings, you asked for suggestions of things that the committee might consider to help alleviate the distress of hog producers. Several things come to mind that may provide short term assistance such as wavier of penalties and interest on late payments of property tax bills, increased flexibility of loan programs offered through state agencies, immediate phase in of property taxes on land use value and state income tax averaging.

For the longer term, interstate sale of product lines from state inspected meat processing plants, and flexibility on satisfying environmental regulations for smaller production units will help all livestock producers.

A strong supporting proposal would be to provide financial support for the state's 180 meat processors to train and develop hazard analysis at critical control points programs (HAACP). For example, the rural development funds in the Department of Commerce for grants to dairy producers, could be used by meat producers to attend HAACP training programs designed to create and design the required HAACP programs during 1999. Additional grants could enable meal processors to implement the HAACP programs and necessary equipment. Wisconsin processors would then be ready on January 1, 2000 when federal regulations allow state inspected meat processing plants to ship interstate if they have an approved HAACP program in place.

? Dairy 2020

This would provide local meat processors access to a population of consumers equal to the entire state's population just 100 miles southeast, namely the Chicago metropolitan area. Also, it would provide access to a consumer population equal to half of the state's population northwest, namely the Minneapolis-St Paul metropolitan area. This would be economic development of all rural Wisconsin communities and strengthen the meal animal market and price discovery process for all livestock producers.

Thank you for your time and consideration. If I may clarify these points or help in any way, please contact me.

Sincerely yours,

*Richard J. Vathauer* 263-7761

Richard J. Vathauer  
Professor, Livestock Ext. Specialist

1-6-99

# Special - Ag Committee Tour & Hearing

Date - ? (Wed.) Jan. 20<sup>th</sup> ~~21<sup>st</sup>~~ 1999

Time - ? 8:00 AM ~~9:30 AM~~ \_\_\_\_\_ 3:30 PM

Where - ? <sup>2 hrs 1 hr - meet.</sup> Green Bay @ Packerland Packing Inc. - NORVAL DURAN 1-920-  
~~Other~~ tentative @ Maple Wood Meats  
UW - Extension (meeting room)

~~Others~~  
Thompson Meats  
Fed Insp.  
Retail cutting  
Green Meats  
Kou 766-3239

? (Holiday Inn) lunch / meeting  
Rock Gardens

## Agenda:

1. Tour Packerland Packing
2. Tour - Maplewood Meats - % Roger Van Hemelryk 1-920-865-7900
3. Informational / Public Hearing

1. Local Perspective - WAMP - Jerry Clark / Russ Wenge

2. State Perspective - DATCP - Terry Burkhardt - 224-472  
- Dennis Buege - UW  
Steve Engram  
Kass Wengel

3. Federal Perspective - ? % Terry Burkhardt

Schulze -  
Maximize media coverage on ag. comm. activity

Issues: Possible legislative changes - needed -  
Intrastate shipment (meat products)  
HACCP - fed food safety (Jan. 2000)  
Hog killfloor capacity / state plants capacity

① We need to check w leadership on possible conflicts. — or just overall approval to do this.

We need to ask Ag. Committee members

which date options would be best for a tour/hearing to Packerland

Packing in Sr. Bay.

②

? ~~Thur. Jan 7<sup>th</sup>~~

① ~~Fri. Jan. 15<sup>th</sup>~~

~~② ~~Thur. Jan. 21<sup>st</sup>~~~~

③ ~~Fri. Jan. 29<sup>th</sup>~~

Other ?

2 hr. tour

1 hr. discussion time

→ Meat inspection issues

③\*

We may need to get approval from leadership for overnight. the night before for some members. — mileage ?

④\*

We need to develop an agenda to complement the tour.

Tour time needed. ? contact Norval Dvorak: 920-682-2654

? we may need a formal letter of invitation. (for leadership)

ADT



**Narveson, Linda**

**From:** John W. Freitag [wbia@utelco.tds.net]  
**Sent:** Thursday, November 26, 1998 8:45 PM ?  
**To:** Rep.Ott  
**Subject:** Assembly Ag. Comm. Meeting in Green Bay Area

DEC 23 1998

AI:

If the Wisconsin Cattlemen's Association can be of any help with planning your meeting in the Green Bay area, please do not hesitate to call on us for some help. (800/297-5747)

John W. Freitag



manure. The developers are considering private land for their project.

**OFFICERS**

*Chairman of the Board*  
**Trygve A. Solberg**  
President  
Trig's Food & Drug  
Minocqua

*Vice Chairman*  
**Tim Wade**  
Senior Vice President  
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Milwaukee

*Secretary/Treasurer*  
**Tom Metcalfe**  
President  
Metcalfe, Inc./Sentry Foods  
Madison

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Kramer's IGA  
Abbotsford

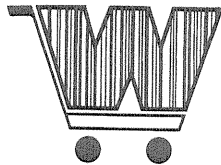
**Paul Lucas**  
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Philip Morris Management Corp.  
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**Jeff McClure**  
Area Marketing Director  
SUPERVALU Inc.  
Green Bay

**Gail Omernick**  
Vice President – Customer Care  
The Copps Corporation  
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**Phil Quillin**  
President  
Quillin's Inc.  
La Crosse

**Richard Schmitz**  
President  
County Market  
Hudson



**WISCONSIN  
GROCERS  
ASSOCIATION  
INC.**

**Brandon Scholz**  
President

*File  
APR 99*

January 7, 1999

**TO:** Chairman Al Ott  
Members of the Assembly Agriculture Committee

**FROM:** Brandon Scholz, WGA President

**RE:** Pork Pricing

As the members of the Assembly Agriculture Committee continue to address the disparity in pork prices, I would like to provide additional information on behalf of Wisconsin's pork retailers.

During the hearing last month, you asked what the grocers in Wisconsin were doing to help promote pork consumption to our customers. We have surveyed many of our members to provide an answer to this question.

The retail food industry has been promoting pork products at the state and national level to help move the supply of pork. Specifically, Wisconsin retailers have been running promotions and providing pork at discounted prices to assist in these efforts.

Attached, you will find copies of advertisements run by Kohl's Food Stores, Inc. which operates 50 supermarkets in southeast Wisconsin, including metropolitan Milwaukee, Madison and Racine. As you can see from the advertisements that ran from October to December of 1998, Kohl's heavily advertises their pork products and offers numerous cuts at special prices.

You should also consider the following cautionary note from the Food Marketing Institute regarding USDA "average prices":

"... the USDA price series does not adequately reflect price specials because it overweights 'regular' prices and underweights the volume of product moving at our aggressive price specials. Price spreads as measured by the government do not reflect what consumers know—that supermarkets are aggressively promoting ham and pork products as part of their outreach to help pork producers work through the greatest economic challenge of their lifetime."

I look forward to continuing to work together to help pork producers and others involved through this tough economic situation. If you have any questions, please let me know.

kohl's

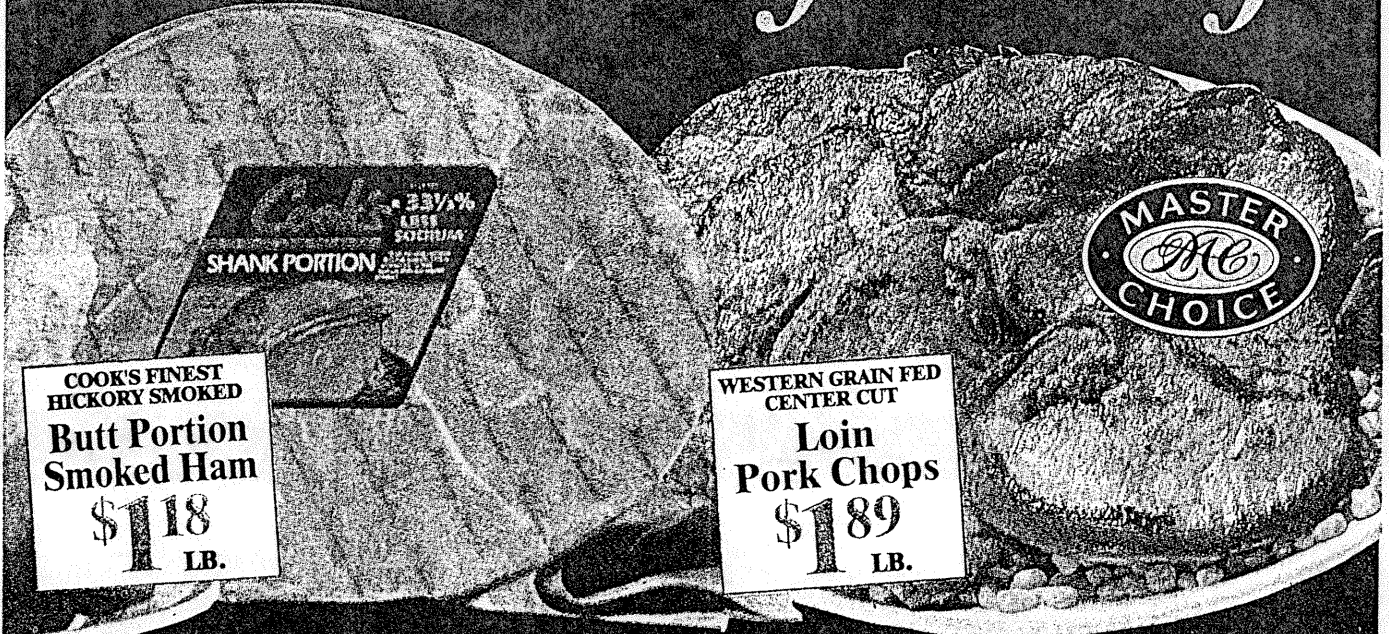
Food Emporium

The Ultimate Food Shopping Experience

kohl's

Food Stores

# Sweetest Day Savings



COOK'S FINEST  
HICKORY SMOKED  
Butt Portion  
Smoked Ham  
**\$1.18**  
LB.

WESTERN GRAIN FED  
CENTER CUT  
Loin  
Pork Chops  
**\$1.89**  
LB.

## Shank Portion Smoked Ham

COOK'S FINEST HICKORY SMOKED

# 98¢

SAVE UP TO 51¢

## Center Cut Pork Chops

MASTER CHOICE • SELF-BASTING  
1/8-INCH TRIM • RIB CUT

# \$1.69

SAVE UP TO \$1.80

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All you Savings card for be au

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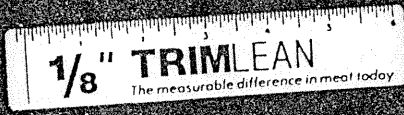
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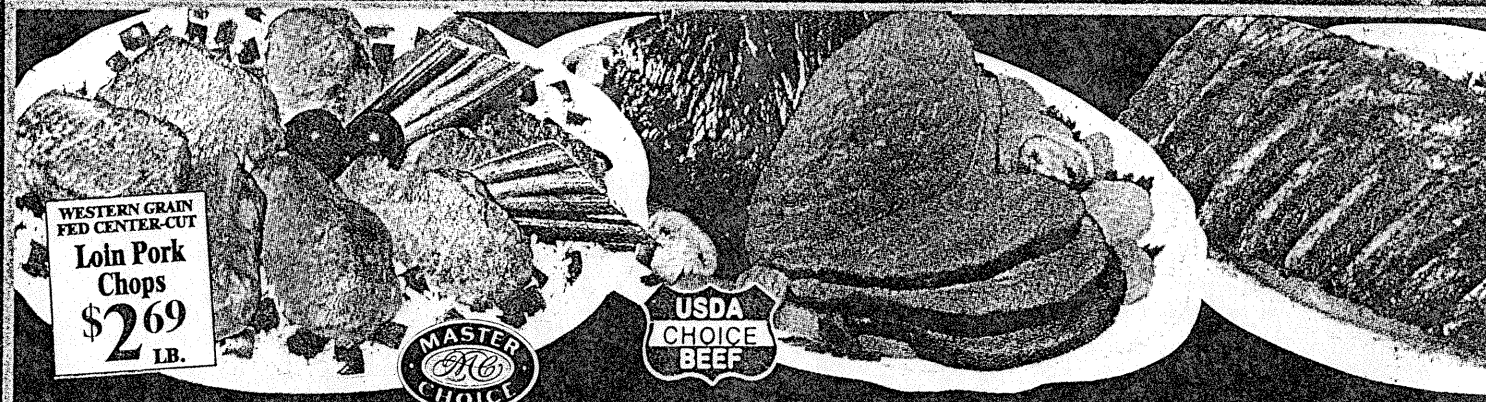
# The Measurable Difference



OUR BEEF & PORK ARE TRIMMED  
LEAN TO 1/8" TRIM. MORE LEAN  
MEAT FOR YOUR MONEY!

FAMILY  
PACK  
SAVINGS

SAVE  
ON EVERY  
PACK



WESTERN GRAIN  
FED CENTER-CUT  
Loin Pork  
Chops  
**\$2.69**  
LB.



**Center Cut  
Rib Pork Chops**  
MASTER CHOICE • SELF-BASTING  
1/8-INCH TRIM

**\$2.49**  
LB.

SAVE  
UP TO  
**\$1.00**  
LB.

**Boneless Sirloin  
Tip Roast**  
U.S.D.A. CHOICE  
1/8-INCH TRIM BEEF

**\$2.49**  
LB.

SAVE  
UP TO  
**\$1.00**  
LB.

**Lean Pork  
Spare Ribs**  
3-5 LB. AVERAGE  
PREVIOUSLY

**\$1.99**  
LB.

SAVE  
UP TO  
**\$1.00**  
LB.

## Packaged Meats & Sausage



**Bob Evans Pork Sausage  
Links or Patties**  
12-OZ. PKG.  
REGULAR OR MAPLE FLAVOR

SAVE  
UP TO  
**98¢**  
FOR  
**\$2.50**

## HELP LOUIS RICH HELP OTHERS!

FOR EVERY PACKAGE PURCHASED,  
LOUIS RICH WILL DONATE TO  
A LOCAL CHARITY



**Louis Rich  
Turkey Bologna**  
1-LB. PKG. • SLICED

buy 1,  
get 1  
**FREE**  
no limit



PRICE  
MEMBERS  
SAVE UP TO  
**\$2.29**

**Louis Rich  
Turkey Bacon**  
12-OZ. PKG., SLICED

buy 1,  
get 1  
**FREE**  
no limit



PRICE  
MEMBERS  
SAVE UP TO  
**\$2.29**

**Pork Loin  
Country Style**  
MASTER CHOICE  
1/8-INCH TRIM

SAVE  
UP TO  
**60¢**  
LB.



**Healthy Choice**

**Johnsonville**

**Yod**

Kohl's

Food Emporium  
The Ultimate Food Shopping Experience

Kohl's

Food Stores

Great Autumn Savings!



GOVERNMENT INSPECTED  
LEAN & TENDER  
Beef Tenderloin Steaks  
\$4.99 LB.

MASTER CHOICE

Whole Beef Tenderloin

GOVERNMENT INSPECTED  
3-LB. AVERAGE, TRIMMED

\$3.99 LB.

SAVE UP TO \$2.80 LB.

Assorted Pork Chops

pork The Other White Meat

MASTER CHOICE • SELF BASTING • 1/8-INCH TRIM

\$1.18 LB.

SAVE UP TO \$1.51 LB.

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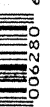


All your Savings card for be at

628



64-OZ. CA OR ORIGI CA



Or  
\$

Good Sept. 21  
Kohl's or For  
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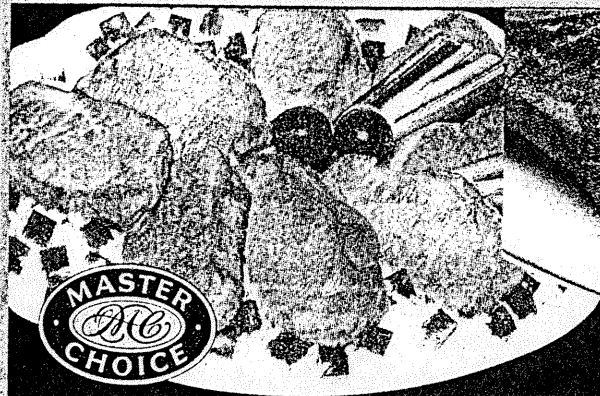
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Chicken Slice  
Green Beans

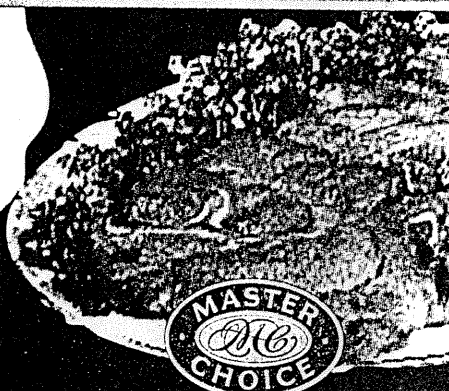




**Master Choice Enhanced Pork**  
**Juicier, Tastier, More Tender**  
**Available ONLY at Kohl's**



U.S.D.A. SELECT  
 1/8-INCH TRIM BEEF  
**Porterhouse  
 Steak**  
**\$3.98**  
 LB.



**Boneless Center  
 Cut Pork Chops**

MASTER CHOICE SELF-BASTING OR  
 BONELESS CENTER-CUT PORK ROAST

**\$2.99**  
 LB.

SAVE  
 UP TO  
**\$2.00**  
 LB.

**T-Bone  
 Steaks**

U.S.D.A. SELECT  
 1/8-INCH TRIM

**\$3.88**  
 LB.

SAVE  
 UP TO  
**\$1.91**  
 LB.

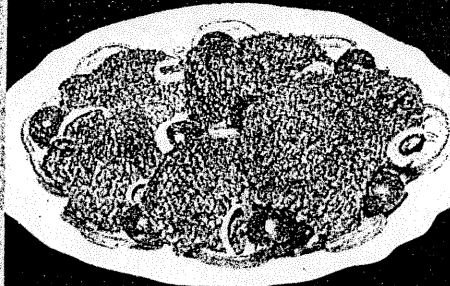
**Fresh Pork  
 or Western**

MASTER CHOICE  
 1/8-INCH TRIM

**\$1.99**  
 LB.

SAVE  
 UP TO  
**90¢**  
 LB.

*Packaged Meats & Sausage*



**Beef  
 Cube Steaks**  
 OR BONELESS BEEF FOR STEW  
 FAMILY PACK

**\$2.49**  
 LB.

**Boneless Breaded  
 Pork Loin Chops**  
 OR BONELESS PORK FILLETS OR BREADED  
 PORK NUGGETS\*INDIVIDUALLY FROZEN

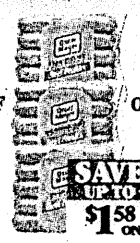


**Oscar Mayer  
 Beef Bologna**

REGULAR OR LIGHT OR BEEF  
 COTTO SALAMI-1-LB. PKG.

SAVE  
 UP TO  
**\$1.78**  
 ON 2

**2\$4.00**  
 FOR



**Oscar Mayer  
 Beef Franks**

OR REGULAR, LIGHT, BUN-LENGTH,  
 CHEESE OR JUMBO-1-LB. PKG.

SAVE  
 UP TO  
**\$1.58**  
 ON 2

**2\$4.00**  
 FOR



**Usinger's  
 Bratwurst**

12-OZ. PKG.  
 PRE-COOKED

SAVE  
 UP TO  
**70¢**

**\$1.99**  
 EA.



**Cher-Make  
 Wieners**

12-OZ. PKG.  
 NATURAL CASING

SAVE  
 UP TO  
**70¢**

**\$2.59**  
 EA.



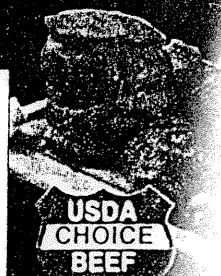
**Klement's  
 Ring Bologna**

1-LB. PKG.  
 ALL VARIETIES



**Butterball Slice and  
 Serve Turkey Breast**

OVEN ROASTED  
 OR SMOKED



USDA  
 CHOICE  
 BEEF

**Boneless  
 Mock Tenderloin**

SAVE  
 UP TO  
**\$1.00**  
 LB.

12-OZ. PKG.  
 ASSORTED VARIETIES  
 Hillshire Farm  
 Snackers  
**2 FOR \$3**



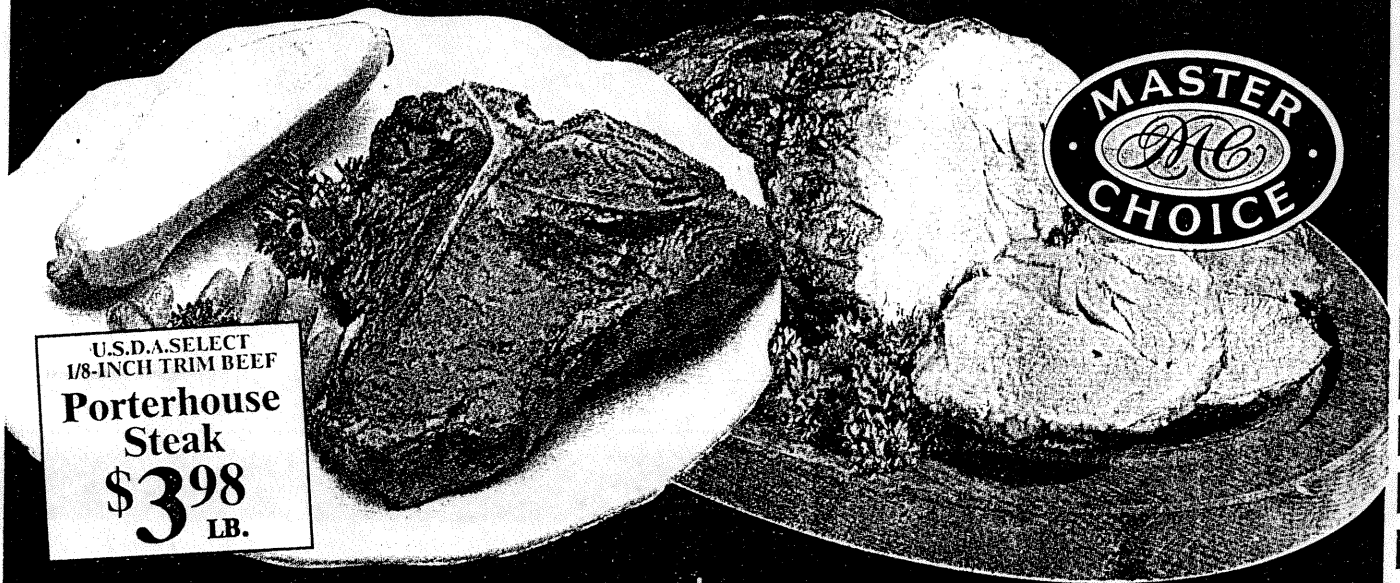
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*Food Emporium*  
The Ultimate  
Food Shopping  
Experience

kohl's

Food Stores

*Fall Back to Savings!*



U.S.D.A. SELECT  
1/8-INCH TRIM BEEF  
**Porterhouse  
Steak**  
**\$3.98**  
LB.

**T-Bone  
Steaks**

U.S.D.A. SELECT  
1/8-INCH TRIM

**\$3.88**  
LB.

SAVE  
UP TO  
**\$1.91**  
LB.

**Fresh Pork  
Butt Roast**

MASTER CHOICE  
1/8-INCH TRIM

**98¢**  
LB.

SAVE  
UP TO  
**\$1.31**  
LB.

SAVINGS CARD  
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**Master Choice Enhanced Pork**  
**Juicier, Tastier, More Tender**  
**Available ONLY at Kohl's**

COOK'S FINEST  
 HICKORY SMOKED

**Full Butt Half  
 Smoked Ham**

**\$108**  
 LB.

**The Other  
 White Meat**



32-OZ. PKG.  
 WHIPPED OR HOMESTYLE

**Yoder's  
 Mashed Potatoes**

**FREE**  
 PRICE WITH THE PURCHASE OF  
 HONEYSUCKLE WHITE  
 FRESH TURKEY



**Full Shank Half  
 Smoked Ham**

COOK'S FINEST  
 HICKORY SMOKED • LOW SALT

**88¢**  
 LB.

SAVE  
 UP TO  
**81¢**

**Boneless Half  
 Pork Loin**

MASTER CHOICE, SELF-BASTING,  
 4-6 LB. AVG.

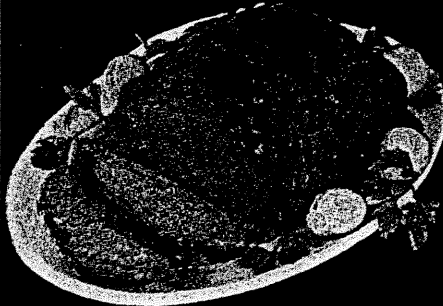
**\$2.49**  
 LB.

SAVE  
 UP TO  
**\$2.39**

**Fresh Honey  
 White Turkey**

GRADE A • S  
 10-20

**9**



**Ground Round or  
 Sirloin**

FRESH GROUND DAILY  
 3-LB. PKG. OR MORE

**\$1.99**  
 LB.

SAVE  
 UP TO  
**50%**

**Tyson Chicken  
 Patties**



SAVE  
 UP TO

**\$2.50**

**Packaged Meats & Sausage**

**America's Choice**

**Bacon**  
 16-OZ. PKG.  
 SLICED

**\$2.30**  
 FOR



**Hillshire Farm  
 Smoked Sausage**

14-OZ. PKG., ALL VARIETIES • LEAN & HEAVY

buy 1, get 1  
**FREE**

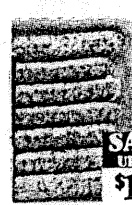


**Claussen  
 Pickles**  
 24-32 OZ. JAR  
 ALL VARIETIES

**\$2.50**  
 FOR



**Jimmy Dean  
 Sausage Links**  
 10-OZ. PKG.



**\$1.69**  
 EA.

**Oscar Mayer Oven  
 Roasted White Turkey**

1-LB. PKG., SLICED, OR HAM AND CHEESE LOAF,  
 CHOPPED HAM, COMBO VALUE PACK

**\$2.50**  
 FOR



**Buddig Reg  
 Lunchmeat**

2.5-OZ. PKG., ALL VARIETIES • THIN SLICED



**50¢**  
 FOR

**Oscar Mayer  
 Beef Bologna**

1-LB. PKG., REGULAR OR LIGHT  
 OR REEF COTTO SALAMI

**\$2.40**



**Farm  
 Canned**



**50¢**

SAVE  
 UP TO  
**\$2.00**

MASTER  
 CHOICE

SAVE  
 UP TO  
**50%**

1 LB.  
 Ch

kohl's

Food Emporium  
The Ultimate Food Shopping Experience

kohl's

Food Stores

Happy Holidays!

Open Christmas Eve until 5:00 p.m. • Closed Christmas Day • Open December 26th at Regular Hours

COOK'S FINEST HICKORY SMOKED

Full Butt Half Smoked Ham

\$1.08 LB.

Full Shank Half Smoked Ham

COOK'S FINEST HICKORY SMOKED LOW SALT

88¢ LB.

12-CT. PKG. Master Brown'n Serve Dinner Rolls 2\$1.00 FOR

SAVE UP TO 81¢ LB.

USDA SELECT • 1/8-INCH TRIM FRESH • WHOLE OR LARGE END

Prime Ribs of Beef Roast

\$2.99 LB.

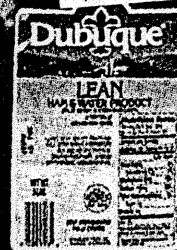
SAVE UP TO \$2.00 LB.

5-LB. LEAN HAM DUBUQUE

Boneless Whole Ham

99¢ LB.

5-LB. HAM ONLY \$4.95 EA.!



SAVE UP TO \$8.04 EA.

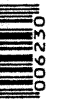
LIMIT 2 PLEASE

S CO SA

All you n Just pr coupon

623

13.5-15 CREAM GREEN LEAF SP. POTATO



Vo

4 FOI

Good Des Kohl's or Items. LI

622

Sugar... 13.5-15 CREAM GREEN LEAF SP. POTATO



# COMPLETE TURKEY DINNER! Jus

INCLUDES: Golden Brown, moist and aromatic turkey, candied sweet potatoes, mashed potatoes, green beans, cranberry/orange relish, stuffing, gravy, two gelatin molds and brown & serve rolls with Kohl's Apple & Pumpkin pies for dessert. Pick it up from your nearest Kohl's Foods, or Food Emporium Deli Dept.

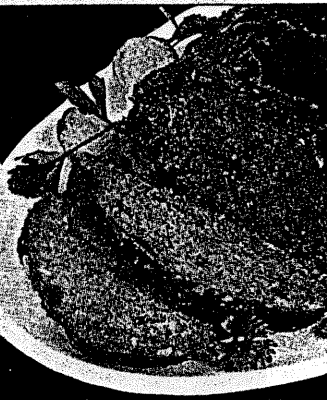
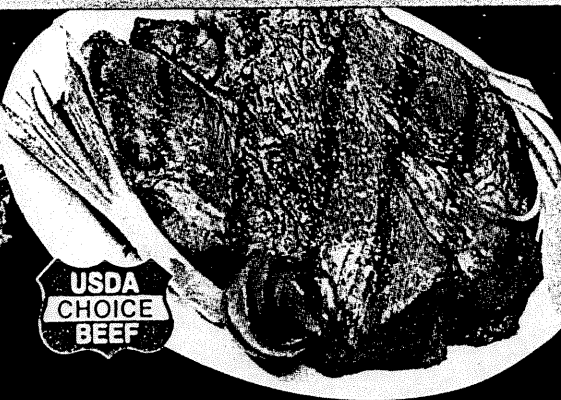
PLEASE PLACE ORDERS FOR TURKEY DINNERS 10 DAYS IN ADVANCE • CHECK WITH YOUR NEAREST KOHL'S DELI DEPT.

**SMALL**  
Serves 4-8  
**\$69.00**

**MEDIUM**  
Serves 9-13  
**\$79.00**



WESTERN GRAIN FED CENTER-CUT  
**Loin Pork Chops**  
**\$2.29**  
LB.



## Center Cut Pork Chops

MASTER CHOICE • SELF BASTING • 1/8-INCH TRIM • RIB CUT

**\$1.99**  
LB.

SAVE UP TO **\$1.50** LB.

## Center Cut Chuck Roast

U.S.D.A. CHOICE • 1/8-INCH TRIM BEEF • BONE-IN

**\$1.89**  
LB.

SAVE UP TO **40¢** LB.

## Fresh Ground Beef

3-LB. PKG. OR MORE FRESH DA

**\$1.30**  
LB.

SAVE UP TO **30¢** LB.

### Packaged Meats & Sausage



**Patrick Cudahy Realean Boneless Ham**  
2 1/2 TO 3-LB. PKG. • 97% FAT FREE REGULAR OR HONEY OR 99% FAT FREE TURKEY BREAST

**\$7.99**  
EA.

SAVE UP TO **\$1.00** EA.

**Patrick Cudahy Homestyle Ham**  
4-LB. PKG. • SWEET APPLEWOOD WHOLE BONELESS • HALF HAM AT \$2.99 LB.



### Oscar Mayer Bologna

1-LB. PKG. COTTO SALAMI, REG. OR LIGHT

buy 1, get 1 **FREE**  
no limit

### Oscar Mayer Fun Pack Lunchables

11.2-13.2 OZ. PKG. TACOS, NACHOS OR ALL VARIETIES

**2\$4.00**  
FOR

SAVE UP TO **58¢** ON 2



### Johnsonville Pork Sausage Roll

16-OZ. PKG. ORIGINAL OR HOT

buy 1, get 1 **FREE**  
no limit

### Hillshire Farm Sliced Bacon

1-LB. PKG. COUNTRY OR MILDLY FLAVORED

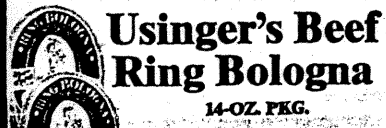
**2\$5.00**  
FOR

SAVE UP TO **\$2.18** ON 2



**Pork Loin Country Style**  
MASTER CHOICE  
1/8-IN

SAVE UP TO **80¢** LB.



### Usinger's Beef Ring Bologna

14-OZ. PKG.

**2\$5.00**

SAVE UP TO **\$1.00** ON 2



### Thorn Apple Valley Sliced Cooked Ham

OR SLICED TURKEY BREAST, LOW SALT HAM OR TURKEY HAM • 1-LB. PKG.

**\$2.99**

SAVE UP TO **\$1.00**



SAVE UP TO **\$1.00**

**Kohl's**

*Food Emporium*  
The Ultimate  
Food Shopping  
Experience

**Kohl's**  
Food Stores

# Holiday Baking Sale!



## Assorted Pork Chops

MASTER CHOICE • SELF  
BASTING • 1/8-INCH TRIM

**99¢**  
LB.

SAVE  
UP TO  
**\$1.70**  
LB.

LIMIT 2 PKGS.  
PLEASE  
LB.

## Bottom Round, Rump or Sirloin Tip Roast

U.S.D.A. CHOICE 1/8-INCH TRIM  
BEEF BONELESS

buy 1,  
get 1  
**FREE**  
of equal or  
lesser value

SAVE  
UP TO  
**\$3.49**  
LB.

11.25-15 OZ. BOX, MULTI-GRAIN, HONEY NUT, FROSTED,  
APPLE CINNAMON OR ORIGINAL

8-OZ. PKG. IMITATION CRAB CHUNKS  
OR • SHINING OCEAN

HERBERT KOHL  
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WASHINGTON, DC 20510  
(202) 224-5653  
T.D.D. (202) 224-4464  
<http://www.senate.gov/~kohl>  
[senator\\_kohl@kohl.senate.gov](mailto:senator_kohl@kohl.senate.gov)

**United States Senate**  
WASHINGTON, DC 20510-4903

COMMITTEES:  
APPROPRIATIONS  
JUDICIARY  
SPECIAL COMMITTEE  
ON AGING

January 19, 1999

Representative Alvin Ott  
Wisconsin State Assembly  
P.O. Box 8953  
Madison, Wisconsin 53708

*ARO*

FEB 01 1999

Dear Rep. Ott:

Thank you for contacting me regarding the incredible drop in hog prices. I share your concern.

I agree with your letter, hog prices have hit rock bottom. The economic situation of many rural Wisconsin farmers is in serious condition as hog prices are currently 70 percent below 1997 levels. According to a USDA report, despite the decline in hog prices, the average consumer price for a pound of pork is about the same as a year ago.

The Clinton Administration is taking steps to help pork farmers by accelerating USDA's purchase of pork products, and encouraging other government agencies to consider including pork for exports or other federal food assistance programs. Agriculture Secretary Dan Glickman recently announced the purchase of \$50 million in pork for the National School Lunch Program and sent 50,000 tons of pork to Russia as part of a food aid package.

USDA, in helping to ease the financial burden and provide some flexibility for hog farmers, announced that they will defer 1998 farm ownership and operating payments normally due January 1, 1999. These payments instead will be added on to the end of the repayment period. USDA will also use all loan servicing authorities, including debt rescheduling and forgiveness, to assist farmers. Concerned lenders who make USDA guaranteed loans will be presented with available options and can reschedule and defer payments and write-down debt.

This latest farm crisis is threatening to drive many small and mid-sized farms that remain in Wisconsin out of production. As we continue to address this crisis, we must include meat packers, processors, and food retail representatives, and work together for the good of all farmers currently being hurt by low prices. It is also important that we monitor the changing landscape of farming to insure that family-owned or family-run farms have a fair opportunity to continue to prosper in the evolving global agriculture age.

MILWAUKEE OFFICE:  
310 WEST WISCONSIN AVENUE  
MILWAUKEE, WI 53203  
(414) 297-4451  
T.D.D. (414) 297-4485

MADISON OFFICE:  
14 WEST MIFFLIN STREET  
SUITE 312  
MADISON, WI 53703  
(608) 264-5338

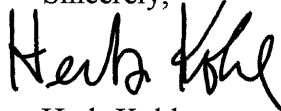
EAU CLAIRE OFFICE:  
402 GRAHAM AVENUE  
SUITE 206  
EAU CLAIRE, WI 54701  
(715) 832-8424

APPLETON OFFICE:  
4321 WEST COLLEGE AVENUE  
SUITE 235  
APPLETON, WI 54914  
(920) 738-1640

Thank you again for writing and please be assured that I will continue to do all I can to address the low prices being paid to our hog farmers. I appreciate your concern and work on behalf of the Wisconsin's pork producers and please feel free to contact me on this or any other issue that concerns you.

My best wishes,

Sincerely,

A handwritten signature in black ink that reads "Herb Kohl". The signature is written in a cursive style with a large, prominent "H" and "K".

Herb Kohl  
U.S. Senator

HK:gh

**Gustafson, Andrew**

**From:** Anderson, Nicole  
**Sent:** Thursday, January 21, 1999 8:51 AM  
**To:** Gustafson, Andrew  
**Subject:** FW: (MO-US) Missouri suing hog producer

Is your boss in today? I am waiting to get the resolution that I drafting back from LRB. I need him to view it today.

How was greenbay?

-----Original Message-----

**From:** [sdurbin@tulsa.cc.ok.us](mailto:sdurbin@tulsa.cc.ok.us) [<mailto:sdurbin@tulsa.cc.ok.us>]  
**Sent:** Wednesday, January 20, 1999 8:24 AM  
**To:** [ar-news@Envirolink.org](mailto:ar-news@Envirolink.org)  
**Subject:** (MO-US) Missouri suing hog producer

(Tulsa World) - Missouri sued its largest hog producer Tuesday, alleging a pattern of pollution by Premium Standard Farms and seeking a halt to its massive breeding operations.

The lawsuit asks that hog breeding by Premium Standard be stopped until the Jackson County Circuit Court approves plans for managing the hog waste from feedlots that each house thousands of swine.

Premium Standard "has failed in its obligations to obey the law, to not despoil the environment, and to be a good neighbor to those Missourians whose families have been farming this land for generations," Missouri's attorney general said in a statement.

Premium Standard Farms, of Kansas City, had no immediate comment.





2601 CROSSROADS DRIVE • SUITE 185 • MADISON, WI 53718 • 608/244-7150 • FAX 608/244-9030

January 28, 1999

*File  
ADP*

JAN 29 1999

**TO:** Chairman Al Ott  
Members of the Assembly Agriculture Committee

**FROM:** Brandon Scholz, WGA President

**RE:** Pork Pricing

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In our continuing efforts to assist the members of the Assembly Agriculture Committee in addressing the disparity in pork prices, I would like to provide additional samples of Wisconsin retailers running promotions and providing pork at discounted prices.

Attached, you will find copies of advertisements run by The Copps Corporation; Certco, Inc.; SuperValu, Inc.; and Roundy's, Inc. Together, these warehouses service approximately 468 stores in Wisconsin and Illinois such as Copps Food Centers, IGA, Woodman's, County Market, Cub Foods, Pick'n Save, Shop-Rite and other independent stores. As you can see from the sampling of advertisements that ran from October to December of 1998, Wisconsin retailers heavily advertise their pork products and offer numerous cuts at special prices.

I have also attached a copy of testimony presented by Dr. John Lawrence, Livestock Economist at Iowa State University at a forum held by U.S. Senate Agriculture members on January 5<sup>th</sup>. According to Tim Hammond, President and CEO of the Food Marketing Institute, the paper is clear on two facts: "First, the basic problem is an oversupply of hogs brought about by the producers themselves. Second, because slaughter capacity was cut back when hogs were expensive and in short supply, the current volume of hogs cannot be slaughtered fast enough to absorb this oversupply. The resulting need for packers to run double shifts six days a week have driven up the costs of processing substantially."

I look forward to continuing to work together to help pork producers and others involved through this tough economic situation. If you have any questions, please let me know.

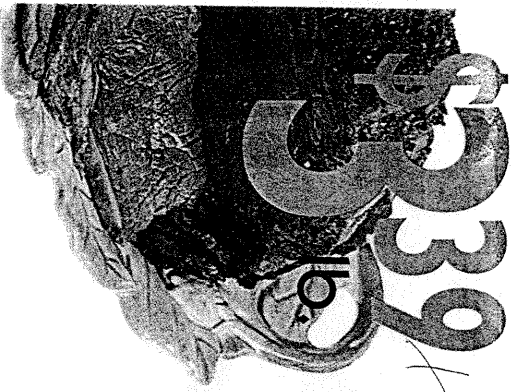
# MEAT & WATER PRODUCTS

3. Ham & Water Product  
less Smoked Ham

**\$1.19**  
lb.



12-oz. Package  
Bob Eyan's  
Pork Sausage  
Links or Patties .  
**\$1.98**  
Ea.



12-oz. Package  
Jones Gold'n Brown  
Sausage Links . . . Ea.  
**\$1.69**

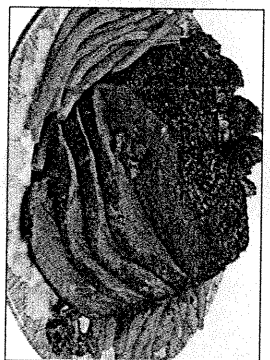
**SAVE \$3**  
On One (Reg. or Brown Sugar)  
Hillshire Farm

USDA Choice  
Whole leg  
of Lamb or  
Butt Half  
**\$2.98**  
lb.

USDA Grade A Assorted  
Tyson Holly Farms  
Seasoned  
Boneless  
Chicken  
Breasts  
**\$3.39**  
lb.

2.5 to 3-lb. Size  
Patrick Cudahy  
Real Lean Turkey  
Breast, or Honey  
or Smoked Ham  
**\$6.49**  
lb.

**SAVE \$5**  
On One  
Hillshire Farm



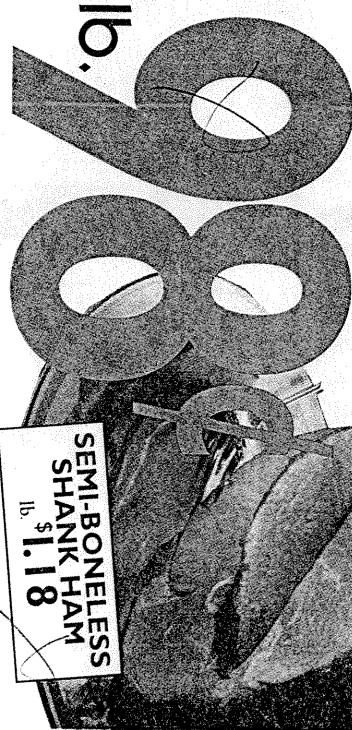
Certified Angus Beef  
Boneless  
Round Roast  
**\$1.88**  
lb.

Water Added  
Farmland  
Ham  
5-lb. Can . . . . .  
**\$7.98**  
Ea.

6 to 7-lb. Avg.  
Farmland Honey  
or Hickory Spiral  
Cut Half Hams  
**\$22.99**  
lb.

Pork - The Other White Meat  
Boneless  
Center Cut  
Pork Loin Roast  
**\$26.88**  
lb.

Water Added  
Farmland Butt Portion  
Smoked Ham



SEMI-BONELESS  
SHANK HAM  
lb. **\$1.18**

2.1-oz. Size  
Oscar Mayer  
Ready Serve  
Bacon . . . . .  
**99¢**

1-lb. Pkg.: Regular or Light  
Oscar Mayer  
Bologna; or  
Cotto Salami . . . . .  
**99¢**

2.5-oz. Pkg.: Ham, Beef or Turkey  
Budding Water Thin  
Lunch Meats . . . . .  
**2/\$1**

1-lb. Package  
Hillshire Farm Little  
Wieners, Little Cheddar  
Smokies or Little Smokies  
**2/\$5**

4.5 to 12.75-oz. Size, Assorted  
Oscar Mayer  
All Star Fin