

Grain marketing

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Grain to fill contractual obligations you couldn't meet due to adverse weather conditions.

This isn't so bad at prices lower than your contracted price. But it can be devastating when you have to buy the grain at higher prices.

Overcontracting, such as selling 20,000 bushels of corn to protect the price risk of 10,000 bushels currently stored, places you in the position of a speculator, making you very vulnerable to large price changes.

Not understanding the terms of the contract: Be sure that you know the place,

time, price and quantity to be delivered.

Placing the responsibility for making the final decision to sell your crop on someone else's shoulders. Seek out and read as much market information as you can.

Talk to your account executive, extension marketing specialist, elevator manager, and anyone else knowledgeable about marketing your crop. But remember that it's your property and the decision to sell is your responsibility. Just make sure that the decision is as a well-informed one.

Marketing a crop without computing your target or selling price: This should never be done, says German. Variable costs plus fixed costs equal your break even price. The break even price plus return to management plus desired profit equal your target price—the price you're willing to accept.

Locking in a loss: Conditions may improve if prices aren't good. It takes a certain degree of "fine tuning" to decide upon an acceptable price.

At times you may be better off to contract or sell a part of your crop at a price that gives you a return to

management over your production costs but not your desired profit.

On the other hand, you may be short-changing yourself by not figuring costs at all, or pricing yourself out of the market by demanding too high a return and profit.

Failure to accept a price other than your most desired one may sometimes result in your having to accept losses that were totally unnecessary. So be realistic in setting your pricing goals.

Experience and knowledge will help you avoid most of these pitfalls. The best way to do an efficient job of selling your crop is to become involved in the marketing process and learn how to use your alternatives.

Combining them skillfully is likely to improve your marketing program—and your profits. Different circumstances prevail in the marketplace at different times. These will dictate the use of different alternatives.

No single marketing technique is ideal all the time.

Everitt, Daku take tractor pull honors

FLEMINGTON, N.J. — Dave Everitt, Ringoes, and Dave Daku, Clover Hill, each topped two classes in the annual farm tractor pulling contests Wednesday at Flemington Agricultural Fair reports Bob Manners, Farmers' Day Committee Chairman.

Young Everitt, operating a Ford model 400, pulled the weight transfer sled a distance of 269 feet, 8 inches, to lead 13 other tractors in the 5500 lb. and under class. He came back in Class 4, tractors 9,000 to 12,000 lbs., to take his second blue ribbon and trophy, on his John Deere, model 4020.

Dave Daku put back-to-back wins together in Classes 5 and 6. He drove an International 966 in Class 5, 12,000 to 15,000 lbs., and a giant International 1466, in Class 6. This tractor was 20 lbs. below the top limit for this class.

There were 88 farmer-owned tractors participating in the seven classes in the contest, billed as the New Jersey State Championship Farm Tractor Pull. Contestants represented some half dozen counties, but most were from Hunterdon and Warren Counties, reported Bob Manners.

Trophies were presented by the following dealers: D & R Equipment, Ringoes; Frank Rymon and Sons, Washington; Hobensack, Ivyland, Pa.; Poniatowski

Bros. and John Saums and Sons, both Flemington; J.S. Covert, Neshanic; and the Hunterdon County Board of Agriculture.

First three places in order, in each class were as follows: Class 1 — David Everitt; Bob Moyer, Bloomsbury; Tom Hickerson, Newton

Class 2 — Ralph Wolverton, Asbury, Dave Bond, Ringoes; Jake Bilyk, Belvidere

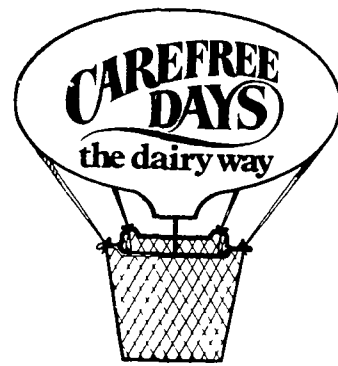
Class 3 — Bill Kurylo, Ringoes; Jon Danberry, Ringoes; Louis Roberto, Ringoes

Class 4 — David Everitt; C. Russ Smith, Warren Glen; Ed Bilyk, Belvidere.

Class 5 — Dave Daku; Jim Pauch, Frenchtown; John Parisi, Bloomsbury.

Class 6 — Dave Daku; Fred Clucas, Oldwick; Len Truskowski, Stewartville.

Class 7 — Tom Prostack, Lebanon.



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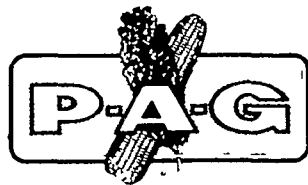
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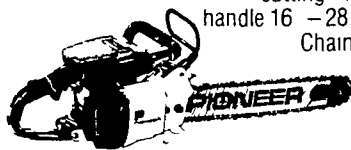
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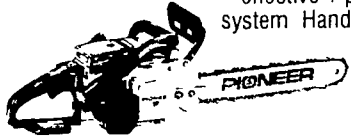
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