

Worksheet for grain marketing

COSTS PER UNIT

\$/BUSHEL

SALES PRICE OBJECTIVE

(SPECIFY AS YOUR MINIMUM OR MAXIMUM PRICE BASED ON ESTIMATED PRODUCTION COSTS.)

EXPECTED CASH PRICE

SELECTED FUTURES CONTRACT PRICE

(MONTH CLOSEST TO BUT NOT BEFORE ANTICIPATED SALES DATE)

(+ OR -) ADD OR SUBTRACT BASIS FOR THE DELIVERY MONTH

= EXPECTED CASH PRICE

THE DECISION

COMPARE EXPECTED CASH PRICE

- TO SALES PRICE OBJECTIVE

= INDICATED PROFIT OR LOSS

Prepared by University of Delaware extension crops marketing specialist Carl German.

NEWARK, DE. — Projections are that carry-over corn stocks will be close to 3.052 billion bushels by the end of the current marketing year. This compares to the end of the 1982 season when corn supplies carried into the next marketing year totaled 3.120 billion bushels.

The similarity in carry-over

dictates that producers plan carefully and make prudent marketing decisions, says University of Delaware extension crops marketing specialist Carl German.

"Begin your marketing plan by setting price objectives based on your cost of production," he says. "Once your objectives are set you can readily determine, among

other things, whether participation in the 1986 farm program will pay. You can also compare your objectives to forward cash contract prices which may be locked in."

German suggests farmers use the accompanying worksheet to anticipate the profitability of cash grain sales decisions available at any time during the coming year.

Preventing farm fires

NEWARK, DE — Because most farms are far from fire fighting equipment and have a limited water supply, they're especially vulnerable to fire. But farmers can do many things to reduce fire risk. University of Delaware extension farm safety specialist Ron Jester offers this list of fire prevention measures:

- * Never permit smoking in barns or near flammable materials.
- * Never refuel engines inside a

building or while an engine is hot or running.

* Avoid spontaneous combustion in hay by making certain all hay is properly dried before putting it into the barn.

* Have all electrical installations and wiring inspected and approved by the proper authority.

* Burn all rubbish in an incinerator equipped with a spark arrester. The incinerator should be located 100 feet from major

buildings.

* Equip all major farm buildings with lightning rods in accordance with Lightning Protection Institute guidelines.

* Equip crop dryers with controls that automatically shut off blowers or dampers when temperatures get too high.

* Store pesticides in a separate building clearly identified by a warning sign.

* Never store fuel inside a building.

* Never field burn anything.

* Ask your local fire department to check your operation regularly for potential fire hazards.

Fires can be prevented, Jester says. On the farm, prevention is everyone's job.

Gypsy moth hearings set

DOVER, DE. — The Delaware Department of Agriculture has scheduled three public hearings in New Castle and Kent Counties to discuss the 1985-86 Gypsy Moth Suppression Program.

The Plant Industry Supervisor, Linda Bradley, says the meetings will cover the 1985 egg mass survey results and plans for spraying in New Castle and Kent Counties in 1986.

"We're planning to spray approximately 53,000 acres this year," says Bradley. "We will be using B.t. or Bacillus thuringiensis, which is not harmful to humans, livestock, pets, and so on; and Dimlin, an insect growth regulator, which also does not affect humans, livestock or pets."

The meetings are open to the general public. They will begin at 7 p.m. and end by 8:30 p.m.

The scheduled meetings are as follows: January 8th, Hartly Fire Hall; January 14th, Harrington Fire Hall; and January 21st, Townsend Fire Hall.

Persons wanting further information about the meetings should contact Linda Bradley at 736-4811 or 800-282-8685 during working hours.



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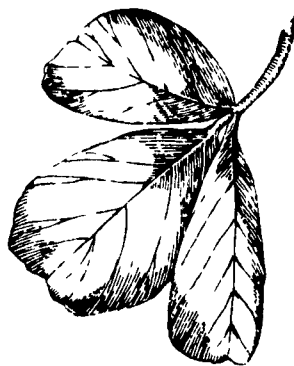
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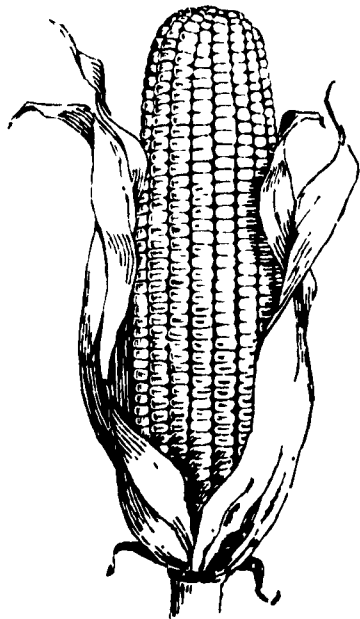
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