

Marketing Workshops Benefit Grain Producers

Feb. 21, 1991
SLAUGHTER CLASSES: COWS: CUTT, UTIL, COMM BULK SALES HI-DRESS % LO-DRESS % BREAKING 2-4 BONING 1-2 LOW TO AVG. CUTTER RECEIPTS THIS WEEK 1,300: WEEK AGO 1,700: YEAR AGO 1,600
COMPARED TO LAST WEEK'S TERMINAL MARKET CLOSE, SLAUGHTER STEERS MOSTLY .50, INSTANCES 1.00 HIGHER EXCEPT HOLSTEIN STEERS STEADY. SLAUGHTER HEIFERS STEADY. COWS STEADY, EXCEPT HIGH-YIELDING BREAKING UTILITY 2.00 HIGHER. BULLS STEADY. SUPPLY MAINLY CHOICE SLAUGHTER STEERS AND HEIFERS, AROUND 10% COWS, MODERATE SUPPLY HOLSTEIN STEERS.

**ROBERT E. LEIBY AND
DAVID L. DUNBAR**
Lehigh Co. Cooperative
Extension Office

Grain producers will learn about the marketing skills they need to prosper in the 1990s at upcoming workshops in southeastern Pennsylvania.

A grain marketing workshop is being offered on Wednesday, March 6 at the Days Inn Conference Center near Allentown, and repeated on Thursday, March 7, at

the Cochranville Fire Hall in Chester County.

Both sessions begin at 9:30 a.m. and conclude by 4 p.m. Cost for the first attender from each farm or family is \$15. Additional employees or family members from that unit will be charged \$10 each.

The purpose of these meetings is to help farmers make better deals in the marketplace with selling tools such as put and call options, the futures market, and forward contracts. These tools help reduce the farmers' risks in buying and selling grains and increase overall profits.

The workshop presenters are specialists with University of Maryland Cooperative Extension who have conducted similar sessions throughout their state. They also developed a grain marketing handbook in 1989, which will be

given to each farm operator attending the workshops.

What is unique about the Maryland approach is the concept of voluntary grain marketing clubs through which farmers trade on their own and learn more about the complex issues in grain pricing and trading. There are eight such clubs in Maryland.

"Farmers will get better returns in grain when they make use of all the choices available to them in the marketplace," said Jeff Patton, extension marketing agent in Allentown, and workshop co-organizer. "Those farmers just south of us often get several cents more per bushel for corn, soybeans, and wheat just by setting a minimum price. Dairy, beef, swine, and poultry producers can also save on feed costs by setting price ceilings. They do this by using put and call options."

Another feature of the workshop will be the demonstration of commodity price reports, including an up-to-the-minute service using a small satellite dish.

The seminars, a joint effort between Cooperative Extension of Penn State and the University of Maryland, are also supported by Keystone Farm Credit, F.M. Brown's Sons, and Data Transmission Network.

For a registration flyer or more information, contact Jeff Patton at the Lehigh County Extension Office, (215) 391-9840 or Alan Strock at the Chester County Extension Office, (215) 696-3500.

On-Site Sewage Treatment Conference
The 1991 On-Site Sewage Treatment Conference will be held at the Penn State Keller Conference Center on February 25 and 26.

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CANNERS-CUTTERS 48.00-57.00.
SHELLS 43.00-47.00.
CHOICE HEIFERS 73.00-76.00.
SELECT HEIFERS 65.00-72.00.
COMMON HEIFERS 58.00-64.00.
GOOD FEEDERS 70.00-108.00.
COMMON FEEDERS 48.00-69.00.
BULLS 53.00-73.00.
GOOD HOGS 50.00-51.60.

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FRI., MARCH 8, 1991 9 a.m. to 3 p.m.

- Lunch Provided - (11 to 1 p.m.)

Exhibits

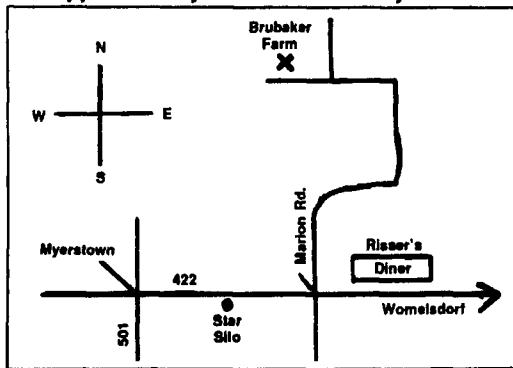
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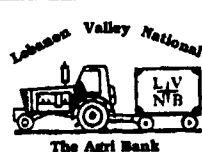
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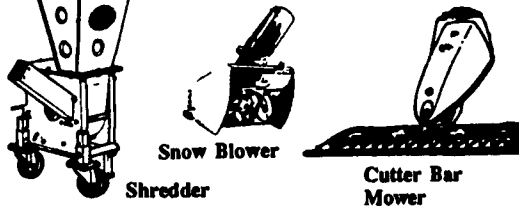
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