

FARM MANAGEMENT

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For instance, a farmer who sells grain out of the field to a local, small-time dealer might be at the low end of the ranges. But that farmer also avoided the costs of storage and long-distance hauling.

If your standing in these ranges makes you want to do a better job marketing your grain, here are some things to do for this year's crop:

- Know what it costs you to produce the crop. Cooperative extension agents have access to budgets and other record-keeping tools to help you.

- Develop a grain marketing plan. Call my office, Lehigh County Cooperative Extension, at (215) 391-9840 for a free copy of a fact sheet entitled, "Developing a Grain Marketing Plan" by the University of Maryland Cooperative Extension.

- Be familiar with historical price and basis trends. From my office at the above phone number, you can receive free tables that show 10 years of weekly price averages and five years worth of weekly basis averages for corn, wheat, and soybeans in southeast-

ern Pennsylvania.

- Learn about grain marketing techniques. An excellent place to start is by ordering the "Maryland Grain Marketing Notebook," a comprehensive 15 fact sheet series. Again, my office can get these for Pennsylvania farmers (\$8). Of course, Maryland producers can obtain these through their county cooperative extension offices. Farmers in some areas have access to grain marketing clubs and "Market Master" sessions through young farmer associations.

- Get to know your grain buyer(s) better. Do you know what kind of volume or quality standards they're after? Will they deal in basis contracts? Do they have a hard time finding sellers during planting time or even the holidays? Do they know a special niche, such as grain for a food product, you might serve?

Act on that cliché, the first line of this article. Ask cooperative extension for help.

Sprouted Wheat Can Put Pigs At Risk

UNIVERSITY PARK (Centre Co.) — Feeds produced during this summer's wet weather could put pigs at risk for mycotoxin poisoning, warns a swine specialist in Penn State's College of Agricultural Sciences.

"Wet and warm conditions have led to some sprouting in newly harvested wheat," said Dr. Kenneth Kephart, associate professor of animal science. "When any grain approaches maturity during continuously wet weather, it's not unusual for kernels to sprout on the stalk."

The problem isn't necessarily the grains themselves. "Protein levels in sprouted grains usually are similar to those of undamaged grains," Kephart said.

The energy content and bushel weights usually are less, which should depress feed efficiency. However, studies in Canada and the United States have found that sprouted milo and frost-damaged barley had no detrimental effects on growth rate and performance.

But producers need to be aware that if there is enough moisture to make the grain sprout, there's also enough to grow mold. "And molds often produce dangerous mycotoxins, which have detrimental effects on hog production," said Kephart.

Symptoms of mycotoxin poisoning include general reduction in performance, feed refusal, swollen vulvas, prolapsed rectums, convulsions, and eventually death.

There is no treatment, but most symptoms can be reversed by removing contaminated grain from the pigs' food supply.

"If you must feed your animals sprouted grains, watch carefully for mycotoxin poisoning symptoms," Kephart said. "If at all possible, avoid feeding contaminated grain to sows because it increases

the danger of abortion.

"If you suspect your feed grain is contaminated with mycotoxin, you can use a feed additive that has been effective in reducing the harmful effects of aflatoxin, one type of grain mycotoxin," Kephart said. "Nova-sil is an aluminosilicate that absorbs aflatoxin when added at the rate of 10 pounds per ton. The cost is about 25 cents per pound."

"In experiments with young pigs, Nova-sil almost completely reversed the effects of aflatoxin," Kephart said. "Unfortunately, Nova-Sil provides only a marginal response against vomitoxin and zearalenone, two mycotoxins which could be found in sprouted wheat in our region."

Commercial mold inhibitors and organic acids, such as fumaric, citric, propionic and acetic acids, will inhibit mold growth in feed. "However, when mycotoxins are a problem, they're usually in the grain before it's ground and mixed," Kephart said. "Under those conditions, mold inhibitors won't alleviate any existing mycotoxin problems."

Heating, roasting, and pelleting have been recommended for killing molds. "If the temperature is high enough, the molds will be destroyed," Kephart said. "But many mycotoxins are heat stable and may not be affected by the heating process."

Several laboratories in Pennsylvania can test grain samples for mycotoxin levels. "If the levels aren't too excessive, dilution with non-contaminated grain is a possibility," Kephart said. "For example, vomitoxin levels in your corn might be 50 parts per million. Even if you reduce that grain from 1,600 to 200 pounds per ton, you still have 4 ppm in the feed. That's still high enough to hurt performance."



JUDITH KRAINES LEGISLATURE

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Photo by Friends of Judith Kraines; Ennio Russell, Treasurer

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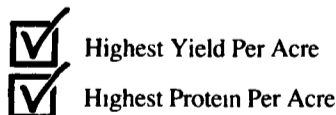
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12' Dunham Culti-Mulcher, Good Condition, \$1200. 215-932-2767.

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18.4X38 Clamp on Duals w/All Hardware. \$450; 1970 Ford L800 w/18' Twin Cylinder Grain Dump \$1750. 717-534-1253.

18.4x38 clamp on duals, 40% tread, \$385 717-534-1253.

1942 JD A handstart, good condition, good rubber, \$1,400. Cumberland County. (717)776-6136.

1949 John Deere MT, runs good Jefferson County (814)365-5036 evenings.

1977 JD 4430, CHA, quad range, 20.8 radials, excellent condition; JD 1450 5x16 plow, cushion coulters, hill side hitch, excellent. 412-337-7109.

1978 JD 2840, 2100 hours, dual hydraulics, hi-lo trans., \$10,500; JD 1240 cornplanter, \$700; Quit farming. 215-944-9236.

1978 JD 4400 diesel combine, cab, A/C, \$9,850. JD 213 flex reel, \$1,800. JD 444 corn head, \$4,500. JD 8350 double run 21 double disc spring drill, fertilizer, seed and press wheels, \$4,150. White 6 bottom plow, \$1,800. JD 4440 cab, A/C \$23,900. All equipment very good condition. (216) 482-3660 (216)482-2633.

1980 Button Johnson tomatoe harvester, refurbished 1985, w/brush shaker, electronic color sort, disc pickup head w/ conversion to knife head 717-473-4473 Ask for Sam.

1980 Ford-1500 20hp, diesel, 3pt, PTO, \$3,900. Farmall/350, 2pt, live PTO, \$1,800 B/O. Long 55hp, 4x4 loader, 3pt, PTO, \$7,200 B/O. (609)466-2953.

1981-7720, 1770 hours, always shedded, real clean, \$24,500, finance and trade, Larry Stalter "The Combine Man" 800-248-2151.

1982 Case 1816B Skid-steer, 326 Hours, w/ Bucket, Blade and Manure Fork Good Condition Asking \$4400. Call David 717-784-0250.

1984 Case IH 3294, FWA, CHA, 162hp, hyd. seat, digital dash, 850 hours, excellent condition, 412/586-6816.

1990 6245 Zetor MFWD w/600 high lift, Leon motor, 1000 hours, 419/924-2669.

2 new tractor tires and tubes, size: 12-4-28. Westmoreland Co. 412-794-3181.

2 row corn picker, 30" rows, wide husking bed, \$4000, 717-768-3837.

323 NI 1R Corn Picker, decent shape, 717/733-8024 Lancaster Co.

323 NI corn picker, good condition, \$2,000. AC D-17 WFE, nice condition, \$2,700. (717)687-6940, (717)687-9006.

354 NH Feed Grinder, \$1750; C2 Gleaner Combine, \$800. 215/932-5423.

Aluminum 4" irrigation pipe and fittings. Lilly 3pt hitch fertilizer spreader; Simmons potato/turnip waxer; Duran Platform Peach Scale. Steel roller conveyors, 10' (2). Irrigation Buckner sprinklers. Tow motor forklift, 4000lbs, pneumatic tires. 609-561-5279, between 5PM-8PM Monday-Saturday.

40% off Steiner tractor demo attachments, loader, tiller, blower, etc (800)673-7841.

40' Rubber Belt Conveyor w/Self-Contained Hydraulic Drive, \$1500. 215-932-2767

4400 Diesel Air, Works Nice 13' \$6950. Larry Stalter "The Combine Man" 1-800-248-2151.

1990 Deutz Allis 7110, only 650 hours, used daily, cab, air, heat, dual hydraulics, fully sync. trans., like new condition, \$28,000 OBO. 1991 Deutz Allis 6275 4WD, only 250 hours, like new, dual hydraulics, \$23,000 OBO; Deutz SM70RC discbine, 10 1/2' cut, like new condition, \$9800 OBO. 717/765-8293.

1990 JD 245 disc mower, like new. Call Plymouth Transport, (215)825-9000 and ask for Jesse 9am-5pm, Mon.-Fri.

I-H 1Row Digger Level Bed \$300. JD H Tractor \$1000. 215-968-4808.

1 pair 16.9x30 Goodyear power torque tires w/rims. Excellent condition. Will fit IH tractors and possibly others. \$375 for pair. Call after 7pm, (215)967-1821.

(2) 2010 JD RC Gas FF 2600hrs, 4600hrs Both Have 2Row FTMT CULT 609-259-2424 1110.

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(2) grain Chief 400 bu. batch dryers, excellent condition; GMC '79 w/12' MH Eby cattle body, excellent shape; '79 GMC w/18' Eby Grain Dump Body in A1 Shape. 703-788-4815.