

Growers Urged To Develop Market Plan

When it comes time to market Malheur County's nine million dollar wheat crop, the grower who has a plan or some market strategy developed will relieve himself of some mental strain and put a few extra dollars in his pocket, believes Oris Rudd, Malheur County Extension Agent. The old cliché "better lucky than smart" doesn't apply in today's market decision-making process, he says.

Growers are busy at harvest time getting the crop into farm storage or to a commercial facility. Unless a forward contract has been made and this tool has value in a market-plan - the inclination is to get the crop in and sell it later. A few years ago, it didn't make that much difference. Prices were low and trends predictable. Not so in more recent times, Rudd says.

To stay on top of the situation today one must be in touch with the market daily - almost hourly at times. For the farmer busy with producing and harvesting several other crops this is a difficult task. Hence the need to develop a plan and some tools which can help to keep in touch without being in the market every day.

One tool being employed successfully by busy growers is the sell order. It works like this: the grower, after reviewing the market and his production costs decides what price he might logically expect and what he is willing to accept. He gives his dealer a firm order to sell a given amount of wheat when the market price matches his price. He may specify the duration of his offer to sell at

the given price, holding his option to reconsider should market conditions warrant. The key point is the firm offer to sell at a specified time period at a specified price.

In an active market situation terminal buyers may be in the market for only a brief period during any one day. A buyer's call to a country dealer may give him only an hour to respond. The country dealer with sell orders on hand can respond immediately, without the necessity of contacting growers to see who will sell at the offered price. Often this makes the difference between moving some wheat and missing the sale.

Sell orders may be withdrawn or modified as market conditions indicate, but once given should be considered binding until withdrawn or modified in writing. A market plan should consider the use of forward contracting as a tool to lock in a price on a portion of the crop if the grower feels the need for this kind of certainty in his financial planning. Forward contracts can lock out unanticipated price rises as well as protect from price drops, Rudd cautions.

Marketing the crop in more than one sale will often net more dollars for the grower, particularly when the market is active and unstable. Keeping abreast of the market situation is the best tool for effective marketing and there is no real substitute. Split sales, forward contracts and sell orders can, however, help to cope with uncertainties and relieve to some degree the necessity of daily market contact when growers are busy with production and harvest activities.

Clean Grain Storage Facilities Essential

Proper clean-up of grain storage facilities is essential to storing a marketable crop, reminds Oris Rudd, Malheur County Extension Agent. With the majority of our wheat crop destined for the export food market, protection from insects, birds and rodents is critical. Such protection begins with a careful cleaning of the bins followed by a thorough spraying of the interior.

Premium grade malathion one gallon of the 57% emulsifiable concentrate in 25 gallons of water or 10 lbs. of 50% wettable methoxychlor in 25 gallons of water make suitable spray solutions.

Your County Agent Says

For those of you who have been saying bad things about your willow problems - now is the best time to do something about them. During both July and August is the best possible time to spray willows with 24 D for the best kill. 2# 24D per 100 gallons water when sprayed to wet all foliage was an excellent job on common willows. If you have black willows add 1 cup wetting agent per 100 gallons mixture to improve results. It isn't uncommon to get 95 to 100% kill with this mixture this time of year.

The 1976/77 Marketing Order Regulations which are effective July 25, 1976, through April 30, 1977 are as follows:

1. Basically the new regulations as to Onion grade, size and maturity requirements are the same as those in effect for the 1975/76 marketing season. However, the wording as to the varieties of onions which come under the authority of the regulations has been changed so that all varieties, except red varieties, must meet the Marketing Order requirements. This was done so as to clarify the fact that all onions being imported into the U.S. must meet the Marketing Order regulations.

2. The Marketing Order Committee has expressed concern as to the movement of onions for Dehydration, Canning and/or Freezing purposes, which do not meet the minimum standards for fresh shipments. It is, therefore, emphasized that

Parker Lumber Robbed of Guns

Four guns were taken when Parker's Lumber and Hardware of Adrian was robbed last weekend.

The robbers entered through the front door late last Friday night or Saturday morning and got away with guns and an amount of power tools as well. The total value of the stolen goods was estimated to be \$400-\$500. Mr. and Mrs. Vern Parker, store owners were away in the mountains at the time, according to Mr. Parker.

My Neighbors



"Your pet rock attacked me!" The Malheur County sheriff's office reported there are no suspects yet and the case is still under investigation.

Court Approves Waste Permits

Garbage disposal franchise permits will be granted by the Malheur County Court on a non-exclusive basis and the court will not set fees for the operators, the three members of the court decided last Wednesday following a public hearing on the new solid waste disposal hearings. The ruling has the effect of allowing any of the three current holders to pickup garbage anywhere in the county. Currently Ontario Sanitary Service serves On-

tario and a few streets outside the city limits. S and S Disposal provides the service for Nyssa and Adrian customers. A third operator, Dean's Disposal Service, covers much of the outlying areas of both Ontario and Nyssa, and has established a few routes within the city limits of both Ontario and Nyssa. An exclusive franchise system which the two city operators had sought would have

established boundaries in which each operator could serve. Another franchise applicant would be required to show the feasibility and need for service and the current holders would have to be allowed first option under terms of the ordinance. Vale has city-operated twice-weekly service; Jordan Valley and other smaller towns have none.

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