



The Write Stuff

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Managing Change/Managing Risk:

A Primer for Agriculture

13 articles by ISU staff

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Department of Economics

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Iowa State University

Ames, IA 50011

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Charting the Markets G91-1051-A to G91-1059-A

University of Nebraska-Lincoln

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E-mail: oacepubs@uiuc.edu

Use of Crop Futures and Options by the Nontrader NCR217-18

North Dakota State University

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Fargo, ND 58105

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An Introduction to Commodity Futures

Markets and Contracts MF-982

Developing A Crop Marketing Plan

— **An Integrated Approach** C-688

The Cash/Futures Price Relationship MF-1003

Cross Hedging Agricultural Commodities NCR217-12

Kansas State University 1989

Production Svcs., Distr. Ctr

16 Umberger Hall

Manhattan, KS 66506-3402

Phone: (913) 532-5830

E-mail: orderpub@oz.oznet.ksu.edu

Wheat Marketing Strategies EXEX 5022

South Dakota State University

Ag. Communications Center

Box 2231, SDSU

Brookings, SD 57007-0892

Phone: (605) 688-5628

E-mail: am02@sdsu.sdsu.edu

Seasonal Cash Price Patterns for Selling

Corn/Soybeans/Wheat NCR217-03

Marketing Strategies & Recordkeeping

on Corn/Soybeans/Wheat NCR217-04

Cost of Grain Storage Producer

Marketing Management NCR217-19

Technical Analysis Producer

Marketing Management NCR217-20

Michigan State University

Bulletin Office

10-B Ag. Hall

East Lansing, MI 48824-1039

Phone: (517) 355-0240

E-mail: anrcs@msue.msu.edu

Cash-Futures Price Relationships:

Guides to Corn Marketing P93-1

University of Minnesota

MES Distribution Center

1420 Eckles Ave.

St. Paul, MN 55108-6069

(612) 625-8173

E-mail: orders@mes.umn.edu

Do You Need a Market Advisory Service NCR217-14

Primer on Agricultural Options NCR217-1

University of Wisconsin

630 W. Mifflin St.

Room 170

Madison, WI 53703

Phone: (608) 262-3346

E-mail: carol.pollock@mail.admin.wisc.edu

Introduction to Agricultural Marketing and

Plan Your Marketing: Enhance Profits and

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A publications catalog is available free of charge by sending a mailing address to:

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Publications Distribution

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Managing Risk in Agriculture NCR 406

Cooperative Extension Service

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E-mail: juanita@ecn.purdue.edu

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Commodity Exchanges

How To Market Your Wheat

Selecting a Commodity Broker

Understanding and Using Basis for Grains

The Minimum Price Contract

— **A New Marketing Alternative**

Kansas City Board of Trade

4800 Main St. Suite 303

Kansas City, MO 64112

Power of Options Workbook

Minneapolis Grain Exchange

Suite 130, 400 S. 4th St.

Minneapolis, MN 55415

(800) 827-4746 or (612) 321-7101

E-mail: mcarlson@mgex.com

Crop Yield Insurance Futures and Options EM15-7

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**Marketing Clubs: A Hands-on Approach
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Internet Sites

Extension market news and commentary

<http://etcs.ext.missouri.edu:70/1/agebb/mkt>

University of Missouri Agricultural Electronic Bulletin Board

 <http://www.oznet.ksu.edu/dep/agec/pub.htm>
Kansas State University

<http://www.ag.uiuc.edu/~stratsoy/weekly.html>
Weekly Outlook Report Home Page

<http://ssu.agri.missouri.edu/ssu/fapri/fapri.htm>
FAPRI Home Page

<http://www.exnet.iastate.edu/Information/market.html>
Iowa State University



The Write Stuff *(continued)*

USDA/Government Internet sites

<http://www.usda.gov/rma/rme>
Risk Management Education

<http://www.noaa.gov/>
National Oceanic and Atmospheric Administrations

<http://www.usda.gov/nass/>
National Agricultural Statistics Service


<http://www.usda.gov/>
USDA's Home Page

<http://www.ams.usda.gov/marketnews.htm>
Agricultural Marketing Service Market News reports

<http://www.fas.usda.gov>
Foreign Agricultural Service

<http://usda.mannlib.cornell.edu/usda/usda.html>
USDA Economics and Statistics System

<http://www.econ.ag.gov/>
Economic Research Service

 <http://www.esusda.gov/statepartners/usa.htm>
Cooperative State Research, Education, and Extension Service

<http://www.cftc.gov/cftc/>
Commodity Futures Trading Commission

Commodity exchanges/marketing advisors

<http://www.cbot.com/mplex/>
Chicago Board of Trade Market Plex

<http://www.cme.com/market/aglinks.html>
Chicago Merchantile Exchange Resource Center

<http://www.mgex.com/why/didnt.htm>
Minneapolis Grain Exchange tutorials

<http://www.kcbot.com/>
Kansas City Board of Trade

<http://www.agribiz.com/>
Market information from Frank Beurskens Consulting, Inc.

 <http://www.steward.peterson.com/agednet.htm>
gEd Network lessons from Stewart-Peterson Advisory Service

Books

Bernstein, Jake. *The Investor's Quotient: The Psychology of Successful Investing in Commodities & Stocks*. 2nd ed. John Wiley & Sons, 1980.

Bobin, Christopher A. *Agricultural Options: Trading, Risk Management, and Hedging*. John Wiley & Sons, 1990.

Caplan, David. *The Options Advantage*. Probus Publishing Company, 1991.

Chicago Board of Trade. *Commodity Trading Manual*. 1989.

Purcell, Wayne D. *Agricultural Futures and Options: Principles and Strategies*. MacMillan Publishing, 1991.

Information Sources

Government and private sources provide information needed for making contracting decisions.

Federal-State Market News Reports

The Federal-State Market News Service originates much of the available data on agricultural cash prices and marketings, covering all of the major commodities. Market news reporters collect price quotations by observing trades or talking with buyers and sellers face-to-face or by telephone. For many commodities, price quotations are released to news media daily or at regular times within the day, and printed reports are mailed weekly from market news offices throughout the country. Most of the quoted prices apply to spot or near-term delivery rather than contracts for deferred delivery, although some deferred delivery prices are reported. Radio, television, and newspapers as well as electronic quotation services widely carry the Market News prices. Some farmers may find it worthwhile to subscribe to the printed reports. Information about the Federal-State Market News Service is available from:

Agricultural Marketing Service
U.S. Department of Agriculture
Washington, DC 20250

National Agricultural Statistics Service Reports

USDA's National Agricultural Statistic Service estimates acreage, production, stocks, inventories, and related data for most crops and livestock. Estimates are released throughout the year on prescheduled dates. The news media summarize the most significant statistics in each report. Commodity traders follow these releases closely, and markets often respond to actual or anticipated information in the reports. The summertime crop estimates are particularly important in the grain and soybean markets. The table on page 17 lists the reports and shows how to order them.

Economic Research Service Situation and Outlook Reports

USDA's Economic Research Service produces situation and outlook reports in a dozen commodity areas, plus reports on exports, income and finance, inputs, trade, and an overall *Agricultural Outlook* report. These reports combine statistics from various sources with written interpretation to provide readers with background for making production and marketing decisions. The commodity reports are issued regularly, typically three to four times per year. *Agricultural Outlook* is published 10 times a year. A list of the situation and outlook reports is provided on page 18.

USDA Crop and Livestock Reports of the National Agricultural Statistics Service (NASS)

Report	Frequency of Release	Report	Frequency of Release
Field Crops		Dairy Reports	
Cotton Ginnings (#NASS-PCG)	Annual plus 13 issues mailed approximately twice per month during Aug.-Mar.	Poultry Slaughter (#NASS-PPY)	Monthly
Crop Production (#NASS-PCP)	Monthly plus Annual Summary, Acreage, Prospective Plantings, Small Grains, and Winter Wheat and Rye Seedlings	Turkey Hatchery (#NASS-PTH)	Monthly plus 2 Turkey supplements, Hatchery Production, and Poultry: Production and Value
Crop Progress (#NASS-PCR)	Weekly during Apr.-Nov.	Dairy Products (#NASS-PDP)	Monthly plus annual summary
Grain Stocks (#NASS-PGS)	Jan., Mar., Jun., Sept.	Milk Production (#NASS-PMP)	Monthly plus annual Milk Production, Disposition, and Income
Hop Stocks (#NASS-PHS)	Mar., Sept.	Price and Expenditure Reports	
Peanut Stocks and Processing (#NASS-PPS)	Monthly	Agricultural Prices: Annual Summary (#NASS-ZAP)	Jul.
Potatoes (#NASS-PPO)	Annual plus Jan., Feb., Mar., Apr., May, Dec.	Agricultural Prices Monthly (#NASS-PAP)	Monthly
Rice Stocks (#NASS-PRS)	Jan., Mar., Aug., Oct.	Farm Production Expenditures (#NASS-ZPE)	Jul.
Fruit, Nut, and Vegetable		Crop Values (#NASS-ZCV)	Feb.
Cherry Production (#NASS-ZCP)	Jun.	Minnesota-Wisconsin Base Month Price Final (#NASS-ZPR)	Jun.
Citrus Fruits (#NASS-ZCF)	Sept.	Other Reports	
Cranberries (#NASS-ZCR)	Aug.	Agricultural Chemical Usage (#NASS-PCU)	Field Crops (May), Fruit (July), Restricted Use Pesticides (Dec.)
Noncitrus Fruits and Nuts (#NASS-PNF)	Jan., Jul.	Agricultural Statistics (#NASS-ZAG)	Apr.
Vegetables (#NASS-PVG)	Annual summary plus Jan., Apr., Jul., Sept., Oct.	Catfish Processing (#NASS-PCF)	Monthly plus quarterly Catfish Production
Livestock		Cold Storage (#NASS-PCS)	Monthly plus annual summary and biennial Capacity of Refrigerated Warehouses
Cattle (#NASS-PCT)	Jan., Jul., plus monthly Cattle on Feed	Farm Labor (#NASS-PFL)	Feb., May, Aug., Nov.
Hogs and Pigs (#NASS-PHP)	Mar., Jun., Sept., Dec.	Farm Numbers and Land in Farms (#NASS-ZFL)	Feb.
Livestock Slaughter (#NASS-PLS)	Monthly plus annual summary	Floriculture Crops (#NASS-ZFC)	Apr.
Meat Animals: Production, Disposition, and Income (#NASS-ZMA)	Apr.	Honey (#NASS-ZHO)	Feb.
Sheep and Goats (#NASS-PCG)	Jan., Mar., Apr., Jul., Nov.	Mink (#NASS-ZMI)	Jul.
Poultry Reports		Mushrooms (#NASS-ZMU)	Aug.
Broiler Hatchery (#NASS-PBH)	Weekly plus Hatchery Production and Poultry: Production and Value	Restricted Use Pesticides (#NASS-ZUP)	Dec.
Chickens and Eggs (#NASS-PEC)	Monthly plus Hatchery Production, Layers and Egg Production, and Poultry: Production and Value	Trout Production (#NASS-ZTP)	Sept.
Egg Products (#NASS-PEP)	Monthly		


Note: Some USDA reports are available via e-mail. For subscription instructions, go to: <http://usda.mannlib.cornell.edu/usda/emailinfo.html>

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To order by mail or by fax, print out the order form available from: <http://www.econ.ag.gov/Prodsrvs/sales.htm>

Situation and Outlook Reports of the Economic Research Service (ERS)

<u>Title/Stock Number</u>	<u>Release dates</u>	<u>Title</u>	<u>Release dates</u>
Agricultural Income and Finance (#ERS-AIS)	Feb., Sept., Dec.	Livestock, Dairy, and Poultry (#ERS-LDP-M)	Jan., Feb., May, Jul., Aug., Nov.
Agricultural Outlook magazine (#ERS-AGO)	Jan., Mar., Apr., May, Jun., Aug. Sept., Oct., Nov., Dec.	*Oil Crops	Jan., Apr., May, Jul., Aug., Oct., Nov.
Agriculture and Trade Regionals (#ERS-WRS)	Apr., May, Jun., Sept.	Outlook for Agricultural Exports (#ERS-AES)	Feb., May, Aug., Nov.
Aquaculture (#ERS-LDP-AQS)	Mar., Oct.	*Rice	Jan., Apr., May, Jul., Aug., Sept., Nov.
*Cotton and Wool	Mar., May, Jul., Aug., Nov.	Sugar and Sweeteners (#ERS-SSS)	May, Dec.
*Feed	Jan. (2 issues), Apr., May, Jul, Aug., Nov.	Tobacco (#ERS-TBS)	Apr., Sept.
Fruit and Tree Nuts (#ERS-FTS)	Mar., Aug., Oct.	Vegetables and Specialties (#ERS-VGS)	Apr., Jul., Nov.
		*Wheat	Mar., Apr., May, Jul., Aug., Oct.

*No paper copies of these reports are available. Electronic copies of these reports are available on the USDA Economics and Statistics System:
 <http://mann77.mannlib.cornell.edu/reports/erssor/field/>

Note: Some USDA reports are available via e-mail. For subscription instructions, go to: <http://usda.mannlib.cornell.edu/usda/emailinfo.html>
 To order printed copy subscriptions, call 1-800-999-6779 (U.S. & Canada) or 1-703-605-6220.
 To order by mail or by fax, print out the order form available from: <http://www.econ.ag.gov/Prodsrvs/sales.htm>
 For other agricultural economics information, visit the ERS web site at: <http://www.econ.ag.gov>



United States Department of Agriculture
 Risk Management Agency
 August 1998

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