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Agricultural Economics

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AND COMPUTER PROGRAMS

Cornell University, Ithaca, New York

Prepared by

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TABLE OF CONTENTS

	<u>Page</u>
I. DEPARTMENT A.E. SERIES AND STAFF PAPERS . . . . .	1
Agricultural Economics - General . . . . .	1
Farm Management/Production Economics . . . . .	2
General . . . . .	2
Business Organization/Legal Affairs/Estate Planning . .	4
Credit and Financial Planning . . . . .	4
Enterprises - Dairy . . . . .	6
Field Crops . . . . .	9
Fruit . . . . .	10
Greenhouse and Nursery . . . . .	12
Livestock . . . . .	12
Poultry . . . . .	13
Vegetables . . . . .	13
Insurance . . . . .	15
Labor . . . . .	15
Marketing . . . . .	16
General . . . . .	16
Direct Marketing . . . . .	16
Products - Dairy . . . . .	17
Field Crops . . . . .	20
Fruit . . . . .	21
Greenhouse and Nursery . . . . .	21
Livestock . . . . .	21
Marine Resources . . . . .	22
Vegetables . . . . .	22
Wholesaling and Retailing . . . . .	22
Public Policy . . . . .	23
Agricultural Districts and Farmland Preservation and Land Use . . . . .	24
Energy . . . . .	26
Foreign Trade . . . . .	28
International Development . . . . .	29
U.S. Farm and Food Policy . . . . .	33
Water . . . . .	34
Research Methods and Computer Programs . . . . .	37
II. FOOD INDUSTRY MANAGEMENT PUBLICATIONS . . . . .	41
III. COLLEGE PUBLICATIONS . . . . .	42
Experiment Station Bulletins . . . . .	42
Extension Bulletins . . . . .	43
Extension Fact Sheets . . . . .	43
Land Classification . . . . .	43
Food and Life Sciences Bulletins . . . . .	44
International Agriculture Development Publications . . . .	44
IAD Bulletins . . . . .	44
IAD Mimeographs . . . . .	44
Information Bulletins . . . . .	46
Miscellaneous Bulletins . . . . .	46
Regional Publications . . . . .	47
Search . . . . .	48
IV. OTHER PUBLICATIONS . . . . .	49
V. BOOKS BY MEMBERS OF THE DEPARTMENT . . . . .	51
Contributions to Books . . . . .	52
VI. COMPUTER PROGRAMS . . . . .	54

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Organization of the Northeast Dairy  
Industry (A Northeast Regional  
Research Publication)  
November 1983 Edited by  
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New York Dairy Farm Incomes, 1982  
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- A.E. Res. 84-10 Dairy Farm Management Business  
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Eastern New York Dairy Farm Renter  
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Enterprises in New York  
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Crop Costs and Returns  
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- A.E. Ext. 83-31      Economic Profiles for Corn, Hay and  
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Enterprises - Fruit

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Pest Management in the Northeast  
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- A.E. Res. 82-36      Fruit and Vegetable Crops Costs and  
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Enterprises - Greenhouse and Nursery

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Enterprises - Livestock

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A.E. Ext. 78-17	Liability Insurance for the Farm Business June 1978	Gary Rice
A.E. Ext. 78-25	The Farmowners - Ranchowners Insurance Program. A Description of the Policy Format and a Listing of Basic and Optional Coverages Available in the Insurance Program September 1978	Gary Rice
A.E. Ext. 78-39	The Farm Owners Insurance Program December 1978	Gary D. Rice

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| A.E. Res. 74-10   | Beverage Consumption and Advertising Awareness in Selected New York State Markets, 1973<br>September 1974                             | Carolyn B. Cook<br>Doyle A. Eiler<br>O. D. Forker |
| A.E. Res. 75-6    | A Study of Selected Family and Social Influences on Teenage Beverage Consumption in Three New York Markets, Fall, 1974<br>June 1975   | Olan D. Forker                                    |
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| A.E. Res. 80-7 | Farmer-to-Consumer Direct Marketing Operations - Selling Fruits and Vegetables, New York, 1979<br>May 1980    | Emilie M. Stuhlmiller                             |
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| A.E. Ext. 81-2 | "IT WORKS FOR US" A Study Guide to Accompany the Film on Food Buying Co-ops in New York City<br>February 1981 | Emilie M. Stuhlmiller                             |

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| A.E. Res. 82-29 | Seasonality in the Consumer Response to Milk Advertising: Implications for Milk Promotion Policy<br>September 1982  | Henry Kinnucan<br>Olan D. Forker    |
| A.E. Res. 82-32 | A Further Analysis of the Comparative Cost of Reconstituting Beverage Milk Products<br>October 1982   | Andrew Novakovic                    |
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| A.E. Res. 83-13 | Media Advertising Effects on Milk Demand: The Case of the Buffalo, New York Market With an Empirical Comparison of Alternative Functional Forms of the Sales Response Equation<br>February 1983 | Henry W. Kinnucan                   |

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| A.E. Ext. 83-19 | The Dairyman's Guide to Milk Marketing<br>September 1983<br>(Note: Charge for bulk orders)   | William Quinn<br>Walter Wasserman   |

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| A.E. Ext. 83-21   | Proceedings: "Increasing Milk and Milk Product Consumption: Issues for the 80s" (Sponsored by Dept. of Ag. Economics and Cornell Co-op. Ext.)<br>March 15-16, 1983 Hotel Syracuse<br>(Note: Charge for bulk orders) | Edited by<br>Robert D. Boynton |
| A.E. Ext. 84-7    | The Dairy Industry and Dairy Policy in 1984<br>March 1984   | Andrew Novakovic               |
| Staff Paper 78-8  | The Response of Milk Sales to Generic Advertising and Producer Returns in the New York City Market Revisited<br>January 1978  | Stanley R. Thompson            |
| Staff Paper 79-26 | The Response of Milk Sales to Generic Advertising and Producer Returns in the Rochester, New York, Market<br>June 1979  | Stanley R. Thompson            |
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Products - Fruit

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| A.E. Res. 82-42  | An Investment Analysis of New York Small Premium Wineries<br>December 1982                              | C. C. Vreeland<br>J. R. Brake<br>G. B. White |
| Staff Paper 84-6 | The Fruit and Vegetable Industry in Transition: Strategic Questions for Produce Marketers<br>April 1984 | Edward W. McLaughlin                         |

Products - Greenhouse and Nursery

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| A.E. Res. 81-13 | Selected Operating Practices of Retail Florists<br>August 1981 | Dana C. Goodrich, Jr. |

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| A.E. Res. 82-3  | Marketing Alternatives for New York Fed Beef Producers<br>January 1982   | Karen Rasmussin<br>William Lesser<br>Bruce Anderson   |
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| A.E. Res. 84-3  | Performance of the Live Cattle Futures Contract: Basis and Forward-Pricing Behavior<br>February 1984                         | Brian W. Barton<br>William G. Tomek                   |
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Products - Marine Resources

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A.E. Res. 80-5	Retail Market Tests of Canned Minced Fish April 1980	Dana C. Goodrich, Jr. Daniel B. Whitaker

Products - Vegetables

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Wholesaling and Retailing

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Agricultural Districts and Farmland Preservation and Land Use

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| Vol. 6<br>No. 2  | Potential Gains from Controlling Distribution of the United States Apple Crop  | R. R. Piggott                                 |
| Vol. 6<br>No. 3  | An Econometric Analysis of Sales Response to Generic Milk Advertising in New York State                                    | S. R. Thompson<br>D. A. Eiler<br>O. D. Forker |
| Vol. 9<br>No. 2  | Economics of Federal Flood Insurance and Loan Programs   | Michael J. Rettger<br>Richard N. Boisvert     |
| No. 11           | Buffer Stock Price Stabilization: An Application of Optimal Control Theory   | Seon Lee<br>David Blandford                   |
| No. 26           | The Structure of Agricultural Land-ownership in the United States, 1946 and 1978   | Nelson L. Bills<br>et al.                     |

## IV. OTHER PUBLICATIONS

The Following publications can be obtained by writing directly to:

(name of author)  
 Department of Agricultural Economics  
 Warren Hall  
 Cornell University  
 Ithaca, NY 14853

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|---|--|
| "Who Owns the Land? A preliminary report for the Northeast States." ESCS Staff Paper No. 80-8, NRED/ESCS/USDA, Washington, D.C., August 1980.   | Nelson L. Bills<br>Arthur Daugherty  |
| "Perinton, New York: A Case Study in Farmland/Open Space Preservation." Northeast Regional Center for Rural Development Publication 24, Cornell University, Ithaca, NY, March 1980  | Nelson L. Bills<br>Kenneth Gardner   |
| "Peri-Urban Agriculture: The New York Experience." Working Paper No. 30, NRED/ERS/USDA, Washington, D.C., July 1977.  | Nelson L. Bills  |
| "Quantifying the Nutrition Situation in Developing Countries," <u>Food Research Institute Studies</u> , Vol. XVIII, No. 1, 1981.  | T. T. Poleman  |
| "A Reappraisal of the Extent of World Hunger," <u>Food Policy</u> , Vol. 6, No. 4, Nov. 1981.   | T. T. Poleman  |
| "World Food: Myth and Reality," <u>World Development</u> , Vol. 5, Nos. 5-7, 1977.  | T. T. Poleman  |
| "The Food-Population Prospect: 175 Years Later," An Occasional Paper, Institute of Nutrition, The University of North Carolina.   | Thomas T. Poleman  |
| "Rubber or Rice?" - The Dilemma of Many Developing Nations," <u>World Food Issues</u> , Second Edition, Center for the Analysis of World Food Issues, Program in International Agriculture, Cornell University, Ithaca, NY, February 1984 | Daniel G. Sisler<br>David Blandford  |
| "International Food Aid," <u>World Food Issues</u> , Second Edition, Center for the Analysis of World Food Issues, Program in International Agriculture, Cornell University, Ithaca, NY, February 1984.                                   | Kenneth L. Robinson  |
| <u>Agricultural Finance Review</u> , Department of Agricultural Economics, Cornell University, Ithaca, NY, Volume 43, 1983.   | John R. Brake, Editor<br>Eddy L. LaDue and<br>Loren Tauer,<br>Assoc. Editors |

- "Influence of the Farm Credit System Stock Requirement on Actual Interest Rates." Agricultural Finance Review, Dept. of Agricultural Economics, Cornell University, Ithaca, NY, Volume 43, 1983, pp. 50-60. Eddy L. LaDue
- "Alternative Pricing Mechanisms in Agriculture." Future Frontiers in Agricultural Marketing Research, Paul L. Farris, editor, Iowa State University Press, 1983. Chapter 8. William G. Tomek
- "Produce Losses: Opportunities for Improved Operations." Produce Marketing Association 1984 Almanac. Edward W. McLaughlin  
Thomas R. Pierson  
John W. Allen
- "The Produce Industry in Transition: A Heightened Role for Quality." National Food Review, USDA, Summer 1984. Edward W. McLaughlin  
Larry G. Hann
- "The Fresh Fruit & Vegetable Marketing System: Toward Improved Coordination." Journal of Food Distribution Research, February 1984. Edward W. McLaughlin  
Thomas R. Pierson
- "How Advertising and Other Factors Affect Fluid Milk Consumption." Dairy Farming in the 1980's, Proceedings of 1984 Dairy Days, Cornell University, Animal Science Mimeo Series No. 75, pp. 24-26, 1984. O. D. Forker  
R. D. Boynton
- "Milk Marketing. On Promotion." The authors review the milk promotion alternatives. North East Farmer:10-11. November 1983. O. D. Forker  
H. W. Kinnucan
- "Commentary on Farm Product Assembly Markets in the Future Farm and Food System." The Farm and Food System in Transition: Emerging Policy Issues, USDA/Extension Leaflet No. 12, The Extension Committee on Policy (ECOP), 1984. O. D. Forker  
D. R. Henderson
- "Financing Agriculture in the Future." The Farm and Food System in Transition, FS 10, Cooperative Extension Service, Michigan State University, East Lansing, 1983. John R. Brake  
(Note: Order from Michigan State)
- "Assessing Erosion on U.S. Cropland: Land Management and Physical Features." NRED/ERS/USDA, Agricultural Economic Report No. 513. Nelson L. Bills  
Ralph E. Heimlich

## V. BOOKS BY MEMBERS OF THE DEPARTMENT

The books listed below are NOT AVAILABLE from the Department of Agricultural Economics. Inquiries concerning books should be directed to a bookstore or to the publisher.

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|---|--|
| THE PAPALOAPAN PROJECT - AGRICULTURAL DEVELOPMENT<br>IN THE MEXICAN TROPICS<br>The Food Research Institute, Stanford University,<br>1964.                       | Thomas T. Poleman  |
| THE ECONOMICS OF AGRICULTURAL DEVELOPMENT<br>Cornell University Press, 1966.  | John W. Mellor   |
| AGRICULTURAL MARKETING IN THE PHILIPPINES<br>College of Agriculture, University of<br>The Philippines, 1969.  | L. B. Darrah<br>F. A. Tionson                              |
| THE FOOD SUPPLY OF KAMPALA: A STUDY IN THE<br>MARKETING OF BASIC FOOD-STUFFS IN AN AFRICAN<br>METROPOLITAN AREA<br>Makerere Institute of Social Research, 1972. | J. J. Oloya<br>T.T. Poleman                                |
| CUSTOMER SERVICE - THE ROAD TO GREATER PROFITS<br>Chain Store Publishing Corp., New York, 1973.   | L. W. Moseley  |
| THE NEW ECONOMICS OF GROWTH - A Strategy for<br>India and the Developing World<br>Cornell University Press, 1976.   | John W. Mellor   |
| THE STRUCTURE OF THE U.S. PETROLEUM INDUSTRY<br>U.S. Government Printing Office,<br>Washington, D.C., June 1976.  | D. Chapman<br>T. Flaim<br>K. Cole<br>J. Locken<br>S. Flaim |
| USER'S GUIDE TO PETROLEUM INDUSTRY SURVEY<br>DATA TAPE<br>National Technical Information Service,<br>Washington, D.C., 1976.                                    | J. Locken<br>K. Cole<br>D. Chapman                         |
| METRICS FOR THE FOOD INDUSTRY<br>Cornell University, Ithaca, N.Y., 1976.  | George S. Hayward  |
| THE FOOD STORE DISTRIBUTOR: A RETAIL SALES GUIDE<br>Chain Store Publishing Corp., New York, N.Y.,<br>1976.  | George S. Hayward<br>Glen York                             |
| WATER PRODUCTION FUNCTIONS FOR IRRIGATED AGRICULTURE<br>Iowa State University Press, Ames, Iowa, 1978.  | R. W. Hexem<br>E. O. Heady                                 |
| WESTERN COAL: PROMISE OR PROBLEM<br>Lexington Books, Lexington, Mass., 1979.  | W. E. Tyner  |



- FOOD MERCHANDISING PRINCIPLES AND PRACTICES  
2nd edition, Chain Store Publishing Co.,  
New York, N.Y., 1979. G. A. German
- FLORAL MARKETING  
Lebhar-Friedman Books, New York, 1980. Dana C. Goodrich, Jr.
- UXPANAPA: REACOMODO Y DESARROLLO AGRICOLA EN  
EL TROPICO MEXICANO  
Instituto Nacional de Investigaciones  
sobre Recursos Bioticos, 1980. Peter T. Ewell  
Thomas T. Poleman
- AGRICULTURAL PRODUCT PRICES  
2nd edition, Cornell University Press, 1981. William G. Tomek  
Kenneth L. Robinson
- ENERGY RESOURCES AND ENERGY CORPORATIONS  
Cornell University Press, 1983. Duane Chapman
- CAPITAL INVESTMENT ANALYSIS: USING DISCOUNTED  
CASH FLOWS  
John Wiley and Sons, Inc., New York, 1984. George L. Casler  
Bruce L. Anderson  
Richard D. Aplin
- FOOD MERCHANDISING: PRINCIPLES AND PRACTICES  
3rd Edition, Lubhar-Friedman Books,  
New York, 1984. Gene A. German  
Ted Leed

Contributions to Books

- "Relating Research Resource Allocation to Multiple  
Goals" in Thomas M. Arndt, editor, Resource  
Allocation and Productivity in National and  
International Agricultural Research,  
University of Minnesota Press, Minneapolis,  
Minn., 1975. J. W. Mellor
- "Special Valuation of Farms and Other Closely Held  
Business Property" in The New Estate and Gift  
Tax Law: Effective Estate Planning Techniques,  
Sponsored by the New York Law Journal,  
J. B. Lewis, Chairman, Law Journal Press,  
New York, 1977. R. S. Smith
- "Agricultural Price Analysis and Outlook" in  
A Survey of Agricultural Economics Literature,  
Vol. 1, University of Minnesota Press,  
Minneapolis, Minn., 1977. W. G. Tomek  
K. L. Robinson
- "West African Export Marketing Boards" in Agricultural  
Marketing Boards - An International Perspective,  
S. Hoos, editor, Ballinger Publishing Co.,  
Cambridge, Mass., 1979. D. Blandford
- "Will There Be Enough Food?" in 1981 Yearbook of  
Agriculture, U.S. Dept. of Agriculture, 1981. Olan D. Forker

"Milk Marketing Orders" in W. J. Armbruster,  
D. R. Henderson, and R. D. Knutson, editors,  
Federal Marketing Programs in Agriculture -  
Issues and Options (chap. 6). The Interstate  
Printers & Publishers, Inc., Danville, IL, 1983.  
pp. 159-198.

Emerson M. Baff  
Robert D. Boynton  
William D. Dobson  
Andrew M. Novakovic

## VI. COMPUTER PROGRAMS

The following is a list of computer programs developed in the Department of Agricultural Economics. If you are interested in any of these, please send your request directly to the contact person, Department of Agricultural Economics, Cornell University, Ithaca, NY 14853. Prices cover only the cost of program reproduction and distribution.

The programs are divided into two categories:

- (I) Actively supported by Department staff with documentation available; and
- (II) Adequate documentation not available, most applicable only to institutions and businesses.

## I. ACTIVELY SUPPORTED BY DEPARTMENT STAFF WITH DOCUMENTATION AVAILABLE:

## A. Program Title: CROP BUDGET CALCULATOR TEMPLATE

## Machines and Languages:

Apple II Plus and 16 Sector Visicalc  
Osborne 1 and Supercalc

## Description:

Calculates a crop enterprise budget given input quantities and prices, and machinery ownership and operating costs per acre. Expenses are divided into fixed and variable, and growing and harvesting. Breakeven prices to cover variable and all expenses are calculated.

Contact Person: William F. Lazarus

## B. Program Title: CROP BUDGET AND MACHINERY COST CALCULATOR TEMPLATE

## Machines and Languages:

Osborne 1 and Supercalc Version 1.05 or later version

## Description:

Set of seven templates and 10 execute files. Calculates annual hours of use and ownership and operating costs for a set of farm machines, allocated to growing and harvesting on up to five crops. Width, speed, field efficiency, and times over field are used to calculate field capacity. Repair costs are estimated from engineering equations. Fuel use is calculated by machine based on horsepower and estimates of hourly fuel use. Straight-line depreciation and interest, insurance and storage on investment are calculated. Calculates costs and returns per acre for the five crops, using the calculated machinery costs.

Contact Person: William F. Lazarus

C. Program Title: ASSESSING THE RETIREMENT VALUES OF FARM AND OTHER INVESTMENTS

Machines and Languages:

TI-58 and TI-59 Programmable Calculators

Description:

Calculates the values of alternative investments for retirement. These values depend not only on ordinary income return rates, capital gain return rates, and capital appreciation, but also on income tax rates before and during retirement.

Contact Person: Loren W. Tauer

D. Program Title: GRADUATED PAYMENT SCHEDULES FOR FARMLAND PURCHASES

Machines and Languages:

IBM 370, FORTRAN IV

Description:

Computes a loan repayment schedule for any amount, interest rate or duration. Loan payments can be geometric, modified geometric, or level.

Contact Person: Loren W. Tauer

E. Program Title: PROFITABILITY AND FINANCIAL FEASIBILITY OF MAJOR CAPITAL INVESTMENTS

Machines and Languages:

IBM 370, FORTRAN

Description:

The program calculates the profitability of investments using discounted cash flows and determines the financial feasibility of the same investment from cash flows generated by the model. Financial feasibility can be assessed for the investment independent of the rest of the business, or the complete business including the investment, can be considered. The model evaluates situations which include a combination of investments in machinery, buildings, land, cattle, trees and vines. The current debt situation and a variety of available credit terms can be entered. For dairy farm situations a budget generator will estimate cash flows from base year data. Investment periods of up to 25 years can be considered. All items can be inflated at selected rates. The output includes the net present value of the investment, investment summary, before and after tax cash flows, investment tax credit use, five year financial feasibility summary, debt outstanding and required debt service.

Contact Person: Eddy L. LaDue

F. Program Title: DEBT SELECTION MODEL FOR A FARM CREDIT BANK

Machines and Languages:

IBM 370, FORTRAN IV, and Rand Quadratic Program

Description:

The model uses probability projections of interest rates and funding requirements provided by the user to compute an efficient set of debt issuance strategies that have low expected costs and low risks (such that actual costs are not expected to deviate greatly from expected costs).

Contact Person: Loren W. Tauer

G. Program Title: ESTIMATING OPERATING COSTS FOR BULK MILK ASSEMBLY

Machines and Languages:

TI-59 Programmable Calculator

Description:

Estimates truck operating costs using economic engineering techniques by combining individual item costs, from fuel and tires to purchase price and maintenance, into uniform operating costs per unit of product, time and distance. These estimates may be broken out into fixed and variable cost components. The program may be used to answer "what if" questions like the effect of fuel cost changes on overall operator costs.

Contact Person: William H. Lesser

H. Program Title: A USER'S GUIDE TO TRIPSIM

Machines and Languages:

TRS-80 (PC-2) Pocket Computer  
Basic

Description:

TRIPSIM is a program designed to simulate net revenues from a fishing trip. The user is asked twenty questions relating to the operating conditions for his vessel as well as his catch and price levels and compute gross revenue, trip cost, net revenue, crew's share and ship's share. The program may be most useful for fishermen considering a change in fisheries. It allows for a systematic inquiry into the net revenue prospects of a trip before leaving port.

Contact Person: Jon M. Conrad

II. ADEQUATE DOCUMENTATION NOT AVAILABLE, MOST APPLICABLE ONLY TO INSTITUTIONS AND BUSINESSES:

A. Program Title: LEAST-COST BALANCED DAIRY RATION

Machines and Languages:

IBM 370, FORTRAN IV

Description:

Calculates a nutritionally-balanced least-cost ration composed of the feed ingredients available to the dairyfarmer. Considers restrictions on availability of feeds and computes the ration for prespecified milk production. Incorporates new nutritional concepts such as negative energy balance, lead factors, soluble protein, and the balancing for additional minerals and vitamins into ration formulation. Output includes information on the feeds included in the ration in a form useful to the user, a complete nutritional breakdown of the requirements and the amount contained in the ration, economic information concerning the cost of attaining nutritional requirements and restricting feeds to be included in the ration, and feed prices at which an alternative ration becomes more economical. The user can change any feed requirement or feed composition parameter when the situation dictates.

Contact Person: Robert A. Milligan

B. Program Title: CAMIS DEPRECIATION AND COST RECOVERY SCHEDULE

Machines and Languages:

Digital Equipment Corporation 11/24, C

Description:

An income tax depreciation and cost recovery schedule. The cost basis of nondepreciable assets can also be listed. Depreciable assets are itemized and summarized by class. A record of federal and New York State investment tax credit claimed is included. The adjusted basis and gain on dispositions is computed.

Contact Person: Stuart F. Smith

C. Program Title: INDIVIDUAL DAIRY FARM BUSINESS SUMMARY

Machines and Languages:

Digital Equipment Corporation 11/24, C

Description:

Organizes and summarizes dairy farm business and financial data, computes important business management factors, and prints a farm business summary and analysis for individual dairyfarmers.

The farm business and financial data is keyed directly from a multiple-page check-in form to the microcomputer using 12 input screens, data is verified, and a six page individual farm summary plus diagnostics is produced.

Contact Person: Linda D. Putnam

D. Program Title: AGGREGATE DAIRY FARM BUSINESS SUMMARY

Machines and Languages:

IBM 370, FL-1

Description:

Combines the data from individual dairy farm businesses to produce an aggregate summary for New York counties, regions, state and other selected variables. Selected variables include: herd size, milk output per cow, milk output per worker, cost control, capital efficiency and financial management. A key program component accepts individual farm data via telephone line from the Digital Equipment Corporation 11/24 microcomputer where the individual dairy farm data is processed.

Contact Person: Linda D. Putnam

E. Program Title: LABOR RECORDS/MANAGEMENT SYSTEM

Machines and Languages:

Radio Shack TRS-80 Model I, Level II, Basic

Description:

A labor accounting management system for farms with seasonal labor, specifically New York State fruit and vegetable producers. Daily time records are entered by enterprise and various reports and a payroll are generated. Program is easy to use and is flexible but has not been updated to include provisions of the Economic Recovery Act of 1982.

Contact Person: Robert A. Milligan

F. Program Title: MONTHLY SIMPLE INTEREST LOAN SCHEDULE

Machines and Languages:

Most machines, BASIC

Description:

Computes monthly simple interest payment schedules for any amount, interest rate, or duration. The definition of simple interest is that used in federal income tax regulation as the minimum interest rate for installment sales before imputed interest is implemented. Uses elementary BASIC statements so the program runs with no modification on most computers with BASIC compilers.

Contact Person: Loren W. Tauer

- G. Program Title: SIMULATION MODEL FOR DETERMINING THE OPTIMUM SPATIAL AND TEMPORAL ALLOCATION OF GENERIC ADVERTISING EXPENDITURES FOR MILK

Machines and Languages:

Fortran

Description:

Inputs milk prices, supply and demand functions, and long run advertising elasticity. Program prints the optimum level of investment in generic advertising of fluid milk for the market in question. Sensitivity analysis with respect to supply response can be conducted, as well as the impact of opportunity costs of capital on the advertising investment.

Contact Person: Olan D. Forker