

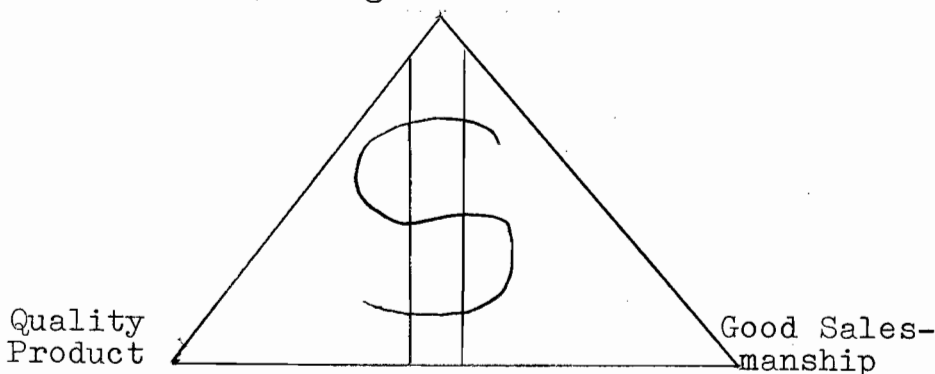
new herbicides, the need for hand hoeing around the tree is greatly reduced if not eliminated as is the hazard of working tillage equipment close to tree trunks.

WHAT IS A TON OF PEARS WORTH?

The sale value of a crop is what the buyer is willing to pay for it. The cost to produce may remain the same but price can fluctuate widely depending on the quantity and quality of the product to be sold. The grower is faced with the problems of investing in advertising to promote consumption, supporting research to solve unanswered questions and producing within acceptable margins of profit or changing to other crops which offer a more reasonable return on invested capital and management skills. Some growers will show profits by regulating input costs and reaching the needed yields while others will experience continued loss. Neither can justify how much a pear sells for by how much it costs to produce.

Is this your triangle for success?

High Yield



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