

## Sell Corn Not Moisture

Quality means money when farmers sell corn, says John

Crothers, University of Maryland marketing specialist.

"This is particularly important during harvest when moisture discounts can quickly gobble up any profit margin the producer might have," he adds.

"However," Crothers continues, "It is not just the producer selling directly from the field who stands to lose from excess corn moisture."

"The farmer who dries and stores his own corn also pays more for driving out those extra percentage points. The corn takes longer to dry, and the risk of

damage, kernel cracks, and broken kernels increases as an effort is made to speed up the process"

Crothers goes on to say that there is also the ever-present problem of over-drying or under-drying with extra losses result-

ing from either unnecessary weight loss or corn spoilage

"The corn buyer is also interested in corn moisture," he continues. "Excess moisture slows down a buyer's receiving, drying, storing and/or shipping operations"

"If he handles corn for resale, says the Extension service marketing specialist, his income increases with volume handled. If the corn is to be stored for future feed manufacturing, extra handling, drying time and manpower per bushel run up the final feed cost"

Crothers says that wet weather in August 1967 left high moisture in both plants and grain, that lingered for into the harvesting season "However," he continues, "each production year is a new and unique creature in terms of weather conditions and how the corn plant reacts. Corn producers should, in turn, react to the results"

"Currently," he says, "reports indicate grain moisture percentages in the low to middle 20s even with green plants. But this varies with location, variety and planting date. And, before starting full-scale harvest, each producer should take one or more representative samples to be checked"

### MARYLAND BEEF CATTLE PRODUCERS, INC. 17th Annual FALL FEEDER CATTLE SALE (Feeder Calves & Yearlings)

1:00 p.m., Tuesday, October 14, 1969  
Four States' Livestock Sales, Inc.  
Hagerstown, Maryland

1000 STEERS & HEIFERS  
ANGUS                      HEREFORD                      SHORTHORN

All steer calves grading "Fancy" will be sold individually.  
All animals meet health requirements for interstate shipment.  
For additional information contact: Amos E. Meyer, Dept. of Markets, University of Maryland, College Park, Maryland 20742

Auctioneer: Col. Robert C. Mullendore

## HORSE AND PONY SALE

MONDAY EVE., OCTOBER 6, 1969

MARTIN'S SALE STABLES  
Blue Ball, Pa., Lancaster Co.

Lot of horses and ponies on consignment, two loads standardbreds for Amos Stoltzfus. Horses hitched at 2:00 P.M. Tack and ponies at 6:00 P.M. Horses at 7:00 P.M. Low rates. Terms by

Gene Shirk 354-0906  
Larry Martin 354-7006

Stable # (717) 354-6671

# PUBLIC SALE Of Valuable Farm Machinery And Dairy Cattle

SATURDAY, OCT. 18, 1969

At 9:30 A.M. Sharp

At R. D. #1, Wrightsville, Pa. in Hellam Twp. Take Accomac Road off U.S. 30 near Wrightsville and take first stone road to right. Watch for sale arrows. The undersigned having sold his farm will sell at absolute sale the following—

### FARM MACHINERY

John Deere 60 tractor with cultivators, Oliver Super 77 tractor with cultivators, John Deere B tractor with cultivators, John Deere 24 T baler with thrower, John Deere 8 W mower, John Deere 4 bar hay rake, New Holland hay crusher, D. Bradley hay & corn elevator, John Deere 13x7 grain drill, John Deere 290 corn planter, 2 rubber tire wagons with sides and unloading units, 2 rubber tire flat bed wagons, Farmall grain box wagon, John Deere offset disc, John Deere 4 gang disc, 2 John Deere spring harrows, Brillion cultipacker, Oliver 1 row #5 corn picker, Brillion rotary chopper with blower, John Deere #25 combine, manure loader with bucket & snow blade, 3 section land roller, Oliver manure spreader, P.T.O. used only 6 month, Oliver 3 bottom 14" plow, rotary hoe with 3 point hitch, Case transport disc, Century sprayer trailer type, rotary fertilizer spreader, 2 row tobacco planter, 2 one horse shovel plows, Minnich tobacco press, N.H. circular saw tractor mount, 3 point hitch for J. D. tractors, 3 hydraulic pistons, platform scales, rubber tire wheelbarrow, bag truck, electric fence posts, Sun-beam clippers, 2 tarps, few butchering tools, meat benches, Huffy riding mower, 50 ft. endless belt, two hole corn sheller and wagon load of usual small tools and items used on the farm.

### DAIRY CATTLE & EQUIPMENT

21 Holstein Dairy Cows - 9 Guernsey Dairy Cows some fresh by day of sale or soon after and balance spread over the year. Cattle are grade and registered, certified and accredited, TB Bangs tested within 30 days of sale. These cattle are very good high grade producing lots of milk. Wilson 250 gal. milk tank, 3 Universal milking units, pump & pipe for 38 cows, stainless steel strainers & buckets, stainless steel twin wash tubs, bucket rack, Jamesway feed cart, Girton feed cart, milk cans, good grain bags, also a wagon load of usual small tools & items used on a farm. Not responsible for accidents on day of sale. Refreshment rights reserved for Rohlers Sunday School Class.

AUCTS. NOTE: Farmers, if you want good clean machinery or need good dairy cows, be sure to attend this large sale. Everything will positively be sold at absolute sale, so come prepared to buy. Farm machinery will be sold first. Plenty of parking.

Terms: Cash

J. RAYMOND BAIR

Jacob A. Gilbert, Auctioneer  
Russell E. Frey, Clerk

## GRADED FEEDER CALF SALE

Thursday, October 9, 1969  
at 1:30 P.M.

(all calves are dehorned, castrated and vaccinated)

BLUE RIDGE LIVESTOCK SALES, INC.

Charles Town, W. Va.

Billy F. Owens, Mgr.

# Public Auction

100 REGISTERED AND TOP GRADE  
HOLSTEIN DAIRY CATTLE 100

Sale to be held in the dairy barn arena at the Aberdeen Sales Co., in Churchville, Md., located on Md. Rt. 22, 6 mi. east of Bel Air, Md., (via U.S. Rt. 1) and 6 mi. west of Aberdeen, Md., (via U.S. Rt. 40 and I-95 - Kennedy Highway) on

FRIDAY, OCT. 10, 1969

at 8:00 P.M.

This sale features the entire herd of Charles Durham of Darlington, Md. This is a herd of well bred high grade Holstein cattle. Mr. Durham has used the best bulls available. All of the cattle have been home raised, closely culled, and only top producing animals retained. Cows average 40 - 50 lbs. milk. Many cows recently fresh and 16 are close springers.

Mr. James Carter will sell another load of top Canadian heifers many of which will be fresh by sale time.

We will also sell approximately 30 local cows and heifers that are fresh or springing.

Freshening and breeding dates and milk weights will be given at sale time.

All animals are T.B. Accredited, Certified Bangs Free and tested within 30 days of sale.

TERMS — CASH

ABERDEEN SALES COMPANY

Sale Managers

Phone: 301-734-6050

Night: 301-734-7105 - 301-272-1368

# PUBLIC NIGHT SALE

Of Valuable Feeder Cattle



THURS.  
NIGHT,  
OCT. 9

Starting 8:00 P.M. Sharp

Sale located 5 miles North of Rt. 222 along 897, 2 miles North of Reinholds.

## 180 HEAD OF CATTLE

Feeders ranging from 300 to 700 lbs.

BULLS — HEIFERS — STEERS

Holstein — Herefords — Angus — Charolais

If in need of feeders this fall, now is the time to fill your needs.

Randal Kline — Auctioneer

Vernon and Ray Kline — Owners

Phone area code 215 267-2368 or 267-2298

NOT RESPONSIBLE FOR ACCIDENTS

REFRESHMENT STAND

## VIRGINIA BEEF CALF SALE

HARRISONBURG, VA  
TUES., OCTOBER 7, 1969

1:00 P.M. (EDT)

Shenandoah Valley

Livestock Sales, Inc.

1800 CALVES

(1200 Steers — 600 Heifers)

ANGUS                      HEREFORD

1. Dehorned, vaccinated for shipping fever and black-leg, malignant edema

2. Heifers guaranteed not bred, 20% refund if bred. Steers guaranteed, 10% refund on stags

3. All heifers from Bangs and TB free herds

4. Calves officially graded and sold in uniform lots of fancy, choice, good and medium

# TAKE NOTICE

STOCKER  
FEEDER  
SALE

Thursday, Oct. 9  
7 P.M.



OVER 1,000 CALVES & CATTLE. Angus, Hereford, a lot of good quality stock in this sale.

STOCKER SALE STARTS AT 7:00 P.M.

## ROCKINGHAM

LIVESTOCK SALES, INC.

DIAL 434-6765

P.O. BOX 611

HARRISONBURG, VA.