

# 3 outlook

**THE STATES AS WORLD SALESMEN...**Exports of farm commodities, worth \$8.05 billion last year, used one out of every five U.S. acres harvested. Ten States chalked up sales of \$4.6 billion, or about 57 percent of the total. Illinois led with \$758 million, while Iowa followed with \$620 million. Other leading exporters included: California, \$592 million, Texas, \$456 million, North Carolina, \$420 million, Indiana, \$384 million, Kansas, \$365 million, Arkansas, \$352 million, Minnesota, \$374 million, and Missouri, \$317 million.

**EXPORTABLES...**On the basis of value, overseas nations bought more than half of our soybean and rice crops, two-fifths of the wheat, cattle hides, and tallow, and one-third of the tobacco and cotton. Our foreign customers also bought one-fourth the value of our dry edible beans, lemons, and nonfat dry milk and fifth of the feed grains.


**FEED GRAIN SUPPLIES** in 1972-73 will total 238 million tons on the basis of September indications, close to last year's big supply. Production, forecast at 189 million tons, is some 16 million below last year's record total. The smaller crop will be harvested from the least acreage of this century as farmers participated heavily in the voluntary set-aside under the 1972 feed grain program.

**DOMESTIC CONSUMPTION** of feed grains in 1972-73 looks as if it



## Beautiful Bodyguards

Everything is beautiful on a John Deere Snowmobile—including you. Because John Deere puts you in great snowmobile clothing. Fashions so spirited and elegant, so warm and functional that we call them "the beautiful bodyguards." See these deluxe, wet-look suits at our store.

-  **SHOTZBERGER'S**  
Elm 665-2141
- M S YEARSLEY & SONS**  
West Chester 696-2990
- A. B. C. GROFF, INC.**  
New Holland 354-4191
- EDWIN HURST INC.**  
Adamstown, Pa. 215-484-4391
- LANDIS BROS. INC.**  
Lancaster 393-3906
- WENGER IMPLEMENT, INC.**  
The Buck  
284-4141

will make a further modest gain after the sizable 6 percent increase to 5.1 billion bushels in 1971-72. Prospects for 1-2 percent more grain consuming animal units and continued favorable livestock feed price ratios will likely maintain heavy feeding rates per animal unit.

**OVERSEAS SALES...**The 1972-73 feed grain export picture looks bright. Boosted by substantial sales to the U.S.S.R., U.S. feed grain exports may well top the estimated 27 million short tons shipped overseas in 1971-72.

**CARRYOVER CALCULATIONS...**With expanding use in prospect, a moderate reduction in the carryover in summer and fall 1973 seems highly likely. At the start of the 1972-73 marketing year, the carryover was estimated at 50 million tons, 17 million more than the year before.

**FARM PRICES** for feed grains at harvesttime will be stronger than the levels in 1971. For example, corn prices in November will be higher than last year's low 97 cents a bushel, perhaps a few cents above the \$1.05 loan rate. However, as the year progresses prices may rise less than seasonally because of moderating effects of relatively large stocks under loan and owned by the CCC.

**COTTON...**Projected production of 13.6 million 480-pound bales (September 1 prospects) will provide enough cotton to satisfy domestic and export demand while replenishing stocks. Output, up an estimated 30 percent from last year, benefited from 15 percent more acres and 13 percent higher yields. National average yields, roughly 494 pounds per acre, are up 56 pounds.

**COTTON EXPORTS...**With larger export availabilities in 1972-73, shipments could increase to around 3½ million bales, compared with the 3¼ million bales exported during 1971-72.

**MANURE PITS**  
24-36 ft., 48 ft. & 60 ft Diameter 12 ft. Deep circular precast concrete with Gunite coated interior.

**ZIMMERMAN INDUSTRIES, INC.**  
R.D. No. 1 Ephrata, Pa. 17522  
733-6166

**NEW COTTON REPORT...**The cotton harvesting season has lengthened in recent years due to shifts in major producing areas, new cultural practices, and the use of machine harvesting. To obtain a more accurate assessment of late-season ginnings, SRS will begin issuing an additional cotton crop report as of January 1. Also, issuance dates of cotton acreage and production reports have been changed to coincide with the general crop reports released by the SRS Crop Reporting Board.

**WOOL STORY...**A smaller sheep inventory last January led to a July count of 4 percent fewer sheep shorn this year and a similar decline in shorn wool production. Fleece weights are averaging about the same as in 1971. Expected shorn wool output is 153 million pounds, grease basis.

**SHORN WOOL PRICES** have staged a marked recovery from 1971's low average of 19.4 cents a pound. Farm prices climbed from about 20 cents a pound in January to about 43 cents in August, and they're likely to stay strong through December.

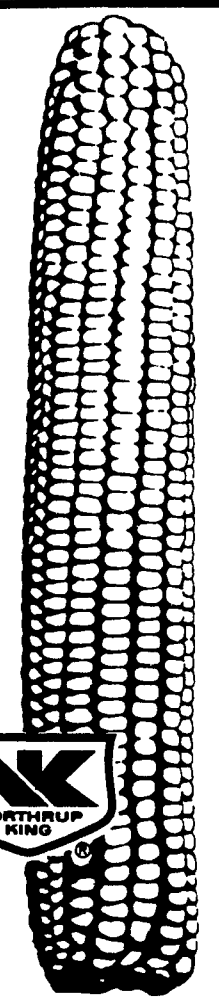
**MARKET ACTIVITY...**Relatively low prices for raw apparel wool last year and early in 1972, smaller im-

ports and larger exports of textile products, improving consumer incomes, and renewed military buying have added up to higher mill use of raw apparel wool than

last fall. Use during January-June 1972, at 74 million pounds, was 16 percent ahead of a year earlier. Use should stay up through the fall and winter.

# PX 616


## Choice of National Corn Champion




And locally, Galen L. Boyd of Lebanon planted PX 616 with PX 50A to take second place in the 1971 NCGA Yield Contest for Pennsylvania.

PX 616 stalks have outstanding strength to take stress. Slim, tough cobs that make combining easier and cleaner. High test weights. See your Stanford Seed dealer soon for PX 616—it's a champion all the way.

Plant all you can get!

 THE STANFORD SEED CO

 NORTHRUP-KING

**SEE YOUR LOCAL NORTHRUP-KING DEALER**

HC-317-2

# SNOW TIRE SALE



**BUY NOW & SAVE UP TO 50%**

**We Have**  
Firestone, Dunlop, Michelin, General, El Dorado, and B. F. Goodrich

\*Plenty of Snow Tires in stock  
\*Fast Friendly Service

<b>SPECIAL...</b>	
<b>GENERAL TRUCK TIRES</b>	<b>10.00 × 20</b>
	<b>\$68.90</b>
	ea. + tax

PASSENGER — FARM — TRUCK TIRES

## LEOLA TIRE SERVICE, INC.

656-6181 or 656-2574      258 W. MAIN ST., LEOLA, PA.

# Cattlemen: Cut Your Feeding Costs

## WITH OUR LIQUID CONCEPT!



Mol-Mix pays off in better dairy and beef production at lower costs, plus savings in time and effort. This all means more net profits for you. Stop in today and ask about our Special Stockman's Knife offer. Let us show you how Mol-Mix will fit your dairy and beef operation so that you can truly "cut costs".

 **Mol-Mix** the liquid supplements leader

**JOHN Z. MARTIN**  
New Holland RD1  
Phone 717-354-5848