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Lancaster Farming
For Full
Market Reports**

Ortho Exec Sees Fertilizer Supplies Available But Tight

Some 65 growers heard about the outlook for agricultural chemicals last week during P. L. Rohrer & Bro., Inc. annual growers' night. A number of experts from Ortho division of Chevron met with the local farmers.

Max Maichele, Ortho agronomist, talked about making the best use of available fertilizer. Rob Hunt, the company's district representative for this area, talked about the importance of advance planning.

Loy Tuttle, a fertilizer expert from the company's home office in Toledo, discussed the industry-wide fertilizer situation. Tuttle's remarks are reproduced below:

The situation we are faced with now had its beginning in the mid-sixties when feeding the hungry of the world became a crusade of the fertilizer industry. Production capacity was expanded rapidly. By 1969, there was an excess of production as the world demand had not kept pace with forecasts. The fertilizer industry posted a loss of 160 million dollars that year. Again in 1970, the industry posted a loss of some 45 million dollars. In 1971, the prices of domestic fertilizers were frozen at levels unattractive to any investor. With no relief from controls in sight, many companies got out of the business. But then in early 1973, world demand gained momentum. The government began releasing additional crop acreages that have now reached 42 million. The demand for fertilizer went up dramatically, just at a time when a sick industry was starting to make a recovery. Large inventories were drawn down to almost zero. Natural gas, the essential element for making nitrogen, became scarce and expensive. Since the Federal

Power Commission regulates interstate gas at the wellhead, prospective new producers have had to locate within the state where it is produced as, only then, does the free market price prevail. Such new sources of natural gas are over three times as expensive as gas under old controls. It is predicted this cost may increase from five to ten times as much as it was a few years ago.

Domestic fertilizer consumption is expected to go from 43 million tons to 60 million tons in the next seven years. Two new ammonia plants will come on stream in late 1975, and others are planned. However, they are limited by an inadequate supply of natural gas as a feedstock. Capacity will reach 20 million tons by 1977, up from 17.5 in 1974. This will not be sufficient to meet needs.

These new plants cost from three to four times as much as they did ten years ago. For example, a 1500 ton per day ammonia plant put on stream by Chevron in 1967 and costing \$32 million would now cost over \$110 million to build. Thus, with the difficulty in locating adequate, economical gas and the large sums of capital needed, it is believed the production will not meet need and nitrogen will remain in tight supply

through the decade.

The phosphate picture is the brightest of the three elements, N, P, K. With added mine and processing equipment, the supply should run ahead through the 1980's on this product. The only factor which could cause this to fail to materialize is the shortage of electricity in Florida. The phosphate industry consumes 10 percent of all the electrical energy produced in Florida, while their ability to supply the load is marginal. The industry experienced 319 incidents of power outages this past year. My prediction is that we will have adequate supplies of phosphates after 1975.

The United States depends on Canada for 65 percent of its potash and, though Canadian production has been expended some since 1973, most expansion plans have been abandoned since the country imposed a heavy tax on outgoing potash and has announced the Canadian Government will be a 51 percent partner in any new or expanded venture.

Faced with no political support and no management control over new operations, most companies have cancelled plans to expand in the country. The vein of potash found in Saskatchewan lies at a 2,000 foot

depth. The same deposit runs under the Dakotas, Wisconsin, and Michigan. The problem with mining is that, in Michigan, it lies at 9,000 feet under the surface. If it is ever mined, such a venture will be expensive and a long time in the development. Hydraulic mining is the only way it can be accomplished with out present knowledge.

Therefore, the long range for potash is for production to be less than demand. Prior to the release of price controls in October, 1973, the United States was exporting more fertilizer than it was importing.

After release from controls the U.S. began to compete for fertilizer on the world market (which is roughly twice as high - as domestic prices) and by April, 1973, we became a net importer of fertilizer. The fiscal year 1973-74 saw imports exceed exports by 3.5 million tons. We still must export some fertilizer in order to receive others we need.

For example, we are

dependent on Canada for potash and they in turn are dependent on us for phosphates. To embargo exports would surely result in like action taken against us. The short-period in which our country stopped soybean shipments to Japan has resulted in an expansion of soybean production in Brazil which will no compete with us for years to come. Our grain exports contributed 11 billion dollars to our balance of payments last year and the dollar volume is expected to increase this year. We need fertilizer to help us grow the grain for economical food for our people and to use as a positive trade balance to offset petroleum and other products we must purchase outside our Country.

Farmers experienced a record net income of \$32 billion in 1973, \$27 billion in 1974, and the forecast is for \$2 billion (the third largest in history) for 1975. With the long range outlook of strong demand for grains and expensive costs for natural

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PUBLIC SALE OF VALUABLE FARM MACHINERY SATURDAY, MARCH 29, 1975 11.30 A.M. Sharp

At RD#9, York, PA. In Windsor Twp. at Holz on Millers Mill Road.

The undersigned will offer at public sale the following

1956 Farmall Super C tractor two bottom 14' plow & cultivators, 1954 Farmall Cub, 1 12' mounted plow & cultivators, 1939 Farmall "B" with cultivators disc, IH 7 ft mower side rake, silo blower, disc harrow, IH 3 bottom mounted plow, J Deere two row corn planter, rubber tired wagon, 3 section harrow, 13 hoe drill, J Deere 7 ft No 1 hay conditioner, good shape, New Holland Super 66 PTO baler, 2 hay tedders, 20 ft elevator, 2 New Idea manure spreaders, New Idea tobacco planter, tobacco hoer, 2 tobacco balers, approx 5 000 tobacco lath, rubber tire tobacco wagon with 20 ft ladders, 1 set of 16 ft ladders, Century sprayer, rebuilt sprayer unit, Co op milk cooler, milk pails, can rack, wash tub strainer, cow clippers, Himan unit, stanchions, oil drums, feed drums, barrels, 4 hog troughs, chicken equipment, saw, horse drawn plow cultivators, potato digger, land roller, peg harrow, drag sled, potato planter, also corn sheller, grindstone & many other articles too numerous to mention

Not responsible for accidents on day of sale
Terms - Cash
Refreshments by East Prospect Fire Co

Sale by:
KENNETH SEIPLE

Jacob A Gilbert, Auctioneer
Kline, Leber, Gilbert, Clerks

PUBLIC SALE MONDAY, MARCH 31, 1975 11:00 A.M.

DAIRY CATTLE, FARM EQUIPMENT

Located on the premises in the village of Bordnerstown, Lebanon County between Indiantown Gap and Lickdale. Turn South at Speck's bar in the town of Bordnerstown to the first farm

20 Head Grade Holstein Dairy Cows
Well-conditioned cows with good flesh in various stages of production. Some presently milking and some due to freshen by sale time. Cattle will have health charts and will be pregnancy examined. Plan to attend and purchase some of these cattle.

1 bred heifer **4 open heifers**
Corn-sorghum silage in a 10' x 35' silo, quantities of hay and straw.

300 gal. Esco bulk tank
4 Surge pail units; S.S. carrying pail; strainer; 80 gal. elec. hot water heater; John Wood 30 gal. gas hot water heater; Int. 4 can milk cooler. Int. and Surge vacuum pumps; and misc. dairy items.

Farmall "H" Tractor
Int. 7 hay conditioner (like new); V27 Int. mounted mower; 2 bottom plow; 3 section spring harrow; plow beam; Int. 8' disc harrow; grasshead for JD harvester; and pull type 2 bottom plow.

Quaker oil heatrola; brooder stoves; antique egg boxes; berry boxes; peach baskets; large winch; milk cans; plus lots of misc. items too numerous to be mentioned.

Sale to be held because of the owner's health.
Conditions by:

PAUL HOLLINGER

Harry H. Bachman, Auctioneer
Lunch by Trinity U.M. Church

PUBLIC SALE MARCH 26, 1975 10:00 A.M.

Located in Centre Co at Rt 550, 1 mile East of Stormstown, or from State College on Rt 322, turn left on 550 at Carson's gas station and go West about 4 miles

Case 1070 Harvest King with 1000 hrs.; 6 bottom 16 in. auto reset Case plow; J.D. 4020 with 800 hrs.; 5 bottom J.D. trail plow (trip back bottom); Super M International; Ford 961 power steering; D.C. Case; J.D. 105 self-propelled combine with grain platform; 4 row corn head 30 in. rows, 4 row corn head 40 in. rows (will also fit 95 machine); MC 600 continuous flow grain dryer, Scour cleaner and augers; J.D. 54 spreader - brand new; J.D. N spreader; New Holland tank spreader; J.D. 15 ft. roller harrow - new; kicker baler J.D. 24T; N.I. haybine 9 ft. cut; N.I. chuck wagon; J.D. 15 chuck wagon; 2 kicker side wagons; J.D. 3 bottom mount plow; Ford 3 bottom mount plow; J.D. 3 bottom disc plow mount; cultipacker; J.D. 38 harvester, corn and pickup head like new; J.D. mount sprayer - 100 gallon fiber glass tank; J.D. hay rake; Little Giant elevator - 28 ft.; Case fork lift on webs; 1963 Ford V tag van truck; 1956 Ford dump truck with air brakes; Case harrow; J.D. harrow; J.D. 4 row corn planter; Steinlite grain moisture tester; J.D. 58 manure loader with tongs & bucket - like new; 1973 Camper for pickup fully equipped (sleeps 6) like new, only used 4 times; New 180 bushel grain wagon, new chassis; J.D. hay fluffer, many miscellaneous items too numerous to mention.

This is all late machinery and is in good shape.

Mr. & Mrs. Paul Brown
Owners

Auctioneer - Harold Carper

LUNCH AVAILABLE TERMS: CASH OR GOOD CHECK

OWNERS AND AUCTIONEER NOT RESPONSIBLE FOR ACCIDENTS

PUBLIC SALE OF FARM EQUIPMENT, DAIRY HEIFERS, ANTIQUES MONDAY, MARCH 24, 1975 10:30 A.M.

LOCATION. Approx. 12 mi South of Lancaster, PA, along Route 272; then one mile West of the Buck on Route 372.

TRACTORS
A.C. D19 with Wide Front End; 2 - A.C. WD's; A.C. Square WC for Parts.

EQUIPMENT
A.C. 4-row No-till Corn Planter; A.C. 4-bottom Snap Coupler Slat Plow; A.C. No. 56F Flail Chopper; N.H. No. 641 Single-row Corn Harvester; N.H. 475 Manure Spreader; N.H. 24-ft. Bale Elevator; N.H. M7 Chuck Wagon; J.D. No. 5 7-ft. Mower; N.H. Blower with Table; 40-ft. 8-in. Blower Pipe with Extension & Neck; Servis Snow Blade; J.D. 7' Disc; 8-ft. Cultipacker; Flat-bed Wagon; Hay Bale Wagon; Loader to fit W.D. A.C. 3-bottom Plow; A.C. 2-row Cultivator for W.D.; 6-ft. Grain Drill; A.C. 2-row Corn Planter; 14-Ft. Wooden Boat w-Trailer and 33 H.P. Engine.
Approximately 60 TONS CORN, 15-FT. CORN SILAGE.

172-yr.-old Dairy Heifers
(Bred and Open)
Three Surge Milking Units; Sputnik and Pump; Milk Strainer; Cow Clippers; Cow Kickers; Straps; Feed Carts; 2 Silage Carts; Int. Super 98 Fencer; Forks; Shovels; lots of Misc. Items.

ANTIQUES
Two Harness Makers; Two Horse Sleights; Old Sideboard; Old Hay Hooks; Approx. 20 Cross-cut Saws; 2 Iron Beds; Milk Cans; Dry Sink; 2 grain cradles; Straw cutter; 5 piece Mid-Victorian suite.

SALE BY:
JOYCE E. HESS

Aucts.: LEE E. MUMMAU — 653-4906
and J. EVERETT KREIDER — 786-1545
Lunch by New Danville Christian Day School

PUBLIC SALE BROWN SWISS DAIRY HERD WEDNESDAY, MARCH 26, 1975 AT 12:30 P.M.

Located approx. 3 1/2 miles from the Brogue off Rt 74 towards Muddy Creek Forks, along Frosty Hill Road. [Watch for signs at top of Muddy Creek Hill], in Chanceford Twp., York Co., PA.

Brown Swiss Dairy Herd
Approx. 18 head of top grade Brown Swiss Dairy Cows in all stages of lactation. Some first & second calf hrs. & some springing and others in full flow of milk. These cattle are a nice size and have nice udders. They are milking very good w-approx. 40 lbs. a day per cow ave. & a creamery test of 4.2 to 4.3 average. Tested & health charts furnished day of sale.

Terms: Cash of Approved Check.
Mr. & Mrs. Robert Manifold
RD1, Airville, PA

Robert L. Sechrist, Auctioneer
Phone 382-4379
John Hope Anderson, Clerk
Not Responsible for Accidents.