

# How to make 20 cents more per bushel of corn

LANCASTER -- Penn State's well-known and well-liked agricultural economist, H. Louis Moore, says careful marketing practices and wise planning may produce an extra 20 cents per bushel of corn sold.

Speaking here earlier this month at the Sixth Annual No-Till Convention, Moore presented a talk entitled "How to Get an Extra 20 Cents per Bushel for Your Corn."

Corn surpluses are ex-

pected to be a problem for several years, therefore producers should market as much of the corn crop as possible through the beef cattle, dairy cattle, hogs, chickens, or turkeys, the economist said.

In all, Moore gave 10 points for making those extra cents. The suggestions are:

1. Be your own forecaster.
2. Space your sales.
3. Build storage facilities.

4. Market through livestock.
5. Sell where you buy.
6. Know a good grain broker; get information from him.
7. Establish a reputation with honesty, ability to

deliver, and the quality of your corn.

8. Know the futures market.

9. Understand the feed grain program.

10. Allow for inflation.

"While corn prices in the current marketing year will average higher than a year earlier, the burden of the huge amounts of surplus corn will weigh heavily on the market. As producers make plans for this season and seasons to follow, it would appear that the opportunities of doing something really different in the production of corn will have more limited impact on income than in the past. Simply stated farmers are going to have to begin to divert more of their time and energy to marketing the crop. The old statement "I am better at producing the crop than marketing it so I will put my energies into production" will no longer be a good excuse, the economist reported.

"Grain producers are simply going to have to become better marketers."

"Marketing will have to become a year round job for producers. The market will have to be studied all year. Producers will have to study the planting intentions reports, grain stocks reports, monthly crop forecasts, potential export markets, price trends, world production estimates, livestock estimates, and seasonal price trends. You will have to subscribe to reports and read daily or weekly *The Wall Street Journal*, *Lancaster Farming* or another source of good information. And part of the job of becoming a better forecaster will mean that you will have to learn how the commodity futures markets work and what they might offer you as a risk shifting mechanism," the economist reported.

"Producers are learning to sell a smaller portion of the crop at harvest time. Remember the old saying of the elevator operators. "You can never go wrong buying corn at harvest time." Turned around the other way and looked at through the eyes of a producer this statement means that producers receive more than in the past," Moore continued.

"When possible, smart producers sell their corn to the dealer where they buy their major inputs - feed, seed, fertilizer and chemicals. Unless the buyer is desperate, he will give first preference to purchasing corn from the man who purchases his production items from him.

"Establish a reputation - a good reputation, Moore emphasizes. If you sell a quality product on a regular basis, the news will travel.

"You may not get 20 cents per bushel more for your corn on a consistent basis, but as you become more heavily involved in marketing you will find that it is interesting and challenging. In the future you may even find that the hours spent in marketing will pay off greater than the extra effort you may expend trying to increase your yields from 150 to 155," Moore concluded.

## NATURALLY YOU WANT BIG CROPS "NATURALLY" OK. WE DON'T BLAME YOU

The Reams soil balancing program is doing it with soft rock (colloidal) phosphate, producing record crops of corn, beans and alfalfa. Only \$80 per ton bulk, plus spreading. And BX soil bacteria (alone as fertilizer) are also doing it, even exceeding heavy applications of fertilizer oft times. Sick fruit trees and asparagus are restored. Use 50% of the recommended amount of those prolific BX soil bacteria and 50% of the recommended amount of fertilizer and you have a winning combination that is proven. And, both have fringe benefits as follows:

Very nutritious crops loaded with natural minerals and up to 36% protein in alfalfa, which protein is better for your livestock than processed soybean meal. You save money in protein and vet. bills. Soil works easier, requiring less fuel and time. Soil and subsoil become spongy and hold much water for a drought, and prevent runoff. Roots in BX treated soil are tremendous and can go down in the broken subsoil to get the moisture. Less hard crust - less chance of poor emergence. Healthy crops without spraying, therefore healthier livestock.

Why spend money for chemical fertilizer every year when earthworms and bacteria can help to create it if you haven't killed them? And then spend again for insecticides as a consequence? And then spend again for vets. as a consequence of cows eating sprayed hay? Isn't there a better way according to our creator's wisdom? His operators manual is not a fraud. You don't use a Ford Manual to service a John Deere tractor.

To learn more about the less troublesome way, come to the following meeting:

### VALUABLE CROPS (Quantity & Quality) MEETING Liberty Fire Hall, 339 East Main St., New Holland, Pa.

Thurs., Feb. 1, 1979 - 10:00 A.M. A presentation of a gas saving device called Environmental Fuel Saver that goes under the carburetor with a heating element that saves a lot of gas. If you haven't heard about them, you'll be surprised. Our unit has arrived ready for installation at this writing. Priced from \$90 to \$108 according to barrels carburetor. By Dorsey Stewart, lead distributor for the company. 11:00 A presentation of mineral 72 mixed in Nevada. It contains 72 different minerals and trace elements in natural chelated form for greater assimilation. Highly recommended by doctors and health authorities as the most complete and best mineral known. Excellent for the aged and senile, for memory, for bones and most everything else. In tablets or powder, the powder being very reasonably priced, making it a bargain to use for prevention. Also, excellent for livestock - healthier livestock and poultry with less feed, and very good for the soil. Our soils really need minerals and trace elements and respond well to them in quantity and quality crops, in nutrition, flavor and disease and insect resistance. Our first carload will be only \$150 per ton. Higher in small quantities.

11:45 - A simple health snack

12:30 - A SOIL CONDITIONER presentation with pictures showing change in soil structure, increase in root size and crop yield and germination, and taking away swamps by breaking the hard pan. By the eastern states distributor.

1:00 - An AGRISPON presentation with pictures of the great root structure, increase in crops and size of vegetables. By the Lehigh Valley Organic Growers representative or a company representative.

1:40 - The BX story with its great prospects of a green revolution, producing superior crops for 3 yrs. in a row without fertilizer, by the bacterial and microbe action. They produce fertilizer and also release what is tied up in the soil. Excellent for restoring health to vegetation. No nematodes without fumigation.

2:15 - SOIL BALANCE and FERTILITY FOR RECORD CROPS BY THE REAMS PROGRAM. By Rick Bishop, a young Reams student of whom it is said (because of his young mind) knows the Reams soil testing and balancing about as good as anyone in the country. He would teach a class for a fee, later, in New Holland or elsewhere. A local Reams student is testing soil now for \$10 - Bring your samples.

4 00 - Organic or other vegetable buyers invited to present their needs for the coming season. Higher gas prices will make Calif. vegetables too high. A Phila. Tail Gate Market representative wants to be here. They have a good set up to sell off of trucks in parking lots. Not necessarily organic. For the benefit of those who cannot come in the daytime and for review because there is much to learn (Bring your notebooks) the P.M. schedule shall be repeated in the evening, as follows.

6:00 Soil Conditioner

6:30 Agrispon

7 10 The BX Story

7:45 Reams Program

Free Literature Available by -

**ORGANIC CENTER** 217 S. Railroad Ave.,  
New Holland, Pa. 17557

Phone: 717-354-7064 or 394-9917 early morning.

Tell others about the meeting. Everybody ought to know. It takes us all to solve the water pollution problem. It is already plenty late. Read Proverbs 15:7.  
Dealers wanted for BX in other areas