

NFO grain marketer says farmers need system

WARRINGTON — "For any business to be a success, four basic needs must be met.

"There must be capital, management, efficient marketing and a marketing system that allows both seller and buyer a fair profit," Glen Utley, speaker and former Director of the National Farmers Organization, told producers attending a recent day-long grain seminar, sponsored by the National Farmers Organization.

The seminar drew farmers from Eastern Pennsylvania counties and New Jersey, meeting at the Warrington Motor Lodge & Restaurant.

Utley praised the efficiency of the modern farmer. "You got efficient for the buyer, but that alone will not guarantee you a profit so that you stay in business," he said. "You must have a marketing system that is in your control

"The old marketing system has been the procurement structure of the grain traders. It isn't designed for producers. It isn't helping you as producers. But if you don't have a system of your own, you have to serve theirs

Since producers have never designed and built a marketing system that would secure a fair profit for their production, the traders of agricultural products were forced to build a procurement system that will supply them an abundant supply, any place,

anytime they need it, he said.

What must producers do?

Utley suggested they must begin to live by the three commandments for the preservation of the family farm. (1) Any group that fails to create its own marketing system is doomed to serve another's (2) When a system breaks down and there is no other system to take over, chaos results; (3) If any group holds a service or commodity that is essential to a basic industry and that group is uncontractable, then that service or commodity will be forced into that basic industry by repressive means.

"Producers must build a bargaining block—that is, a large unit of production maintained over an extended period of time, every growing larger and ever extending over a longer period of time. And they must learn to use their own marketing system," Utley explained.

"A marketing system is a procedure whereby the producer transfers the title of the production of a buyer for the purpose of both parties realizing a profit.

"Under the same system," Utley said, "speculators sell a lot of your

grain one or two years before you harvest it, and the buyers set your prices. U.S. farmers produce about 12 billion bushels of grain per year, and they are receiving \$2 less per bushel than they should.

"One of those dollars is needed to help pay your fertilizer, fuel, etc., and the other dollar should have been your profit.

"Our economy cannot survive as long as its biggest industry is

prices under the cost of production. Everyone who sells the grain after it is purchased from the farmer, puts a price on it—everyone but the farmer," he said.

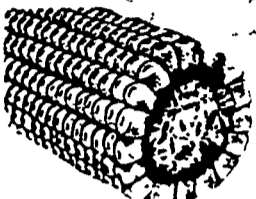
"\$168 million was lost to the U.S. economy last year because our grain was sold at \$2 under a fair price. That money is being used by foreign buyers and our own corporations to buy our farmers out. Instead of getting that profit, we

are forced to turn around and borrow it. Let's turn the traders' system around so that it will work for everyone in the world."

Utley said that to have a complete working system the producer must (1) join an organization that is working for a fair price; (2) build a power base—your production, contracted on a steady

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