



Brockett's Ag Advice

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How Much Per Acre?

One question every county agent and area agent gets at least 10 times at this time of the year is what is it worth? Then it could be a standing 3rd or 4th cutting of alfalfa that is surplus to him or is desired by him, and he wants to buy or sell it. Or, it could be a standing crop of corn that someone wants to sell or buy. These are legitimate questions that should be answered before the transaction takes place. In real life the question may be asked at any time up to after the crop has been fed. My stock reply is what is the moisture level, what is the yield and what is the quality. Of course, the usual answer I get is, I don't know, I don't know, I don't know. So, between us we start to speculate and come up with the answers. I usually try to arrive at a range so the two parties have a starting figure. Oh, one other

question is who will harvest and handle it?

Enter The Computer

Now comes the computer, so I decided to develop a speculative program based on the prices of corn, soybean meal, and average alfalfa hay. With certain assumptions, I can now give a so-called "ball park" figure on what is it worth. All I need to know is (a) what is the approximate moisture level, (b) what type of yield (fair, good, very good) you would expect, (c) who will harvest it, (d) the maturity level, and (e) the crop. From there I can give you a "ball park" figure. I would still rather have more exacting information, but my experience tells me I'm not going to get it anyway.

What About Hi Moisture Corn

Sellers have two choices in regards to hi moisture corn. They can sell it to the mill at a price, less shrink dockage and perhaps

shelling and drying costs. Or they can sell it as hi moisture corn to someone who wants it. Buyers also have two choices. They can buy hi moisture corn and store it, or dry corn as they need it. To arrive at a fair and equitable price, both parties have to consider these alternatives and the possible returns from each one. If the seller or grower sells his corn to a mill, he will be paid on the basis of air dry shell corn, less a dockage for what is called shrink. If the buyer purchases dry corn from a dealer, he will pay market price plus a handling fee.

Can Buyer - Seller Get Together?

The corn really is worth more to the buyer than the seller can get for it. On the other hand, the buyer must pay for storage and may have to pay interest on money borrowed to pay for the corn from the time he receives it until it is fed.

In my program I call the final return received by the grower the Growers Net. The feed value based on market price of dry shell corn is called Feed value. Somewhere in between the two figures is a compromise price that will be

profitable to both parties. If you are negotiating a price with a neighbor, send to me the market price of dry shell corn, the shrink factor your mill uses, and the drying and shelling cost your mill charges. I'll send to you a print out of the Growers Net and Feed Value

at 7 moisture levels.

Available Program

Either program is available if you have an Apple II and Visi Calc. Write or call me - (many extension offices also have both programs - contact them first).

Soybean stocks down

HARRISBURG — Pennsylvania soybean stocks totaled 178,000 bushels on Sept. 1, down 64 percent from a year, according to the Pennsylvania Crop and Livestock Reporting Service. Stocks on-farms, at 174,000 bushels, were down 41 percent and off-farm stocks, at 4,000 bushels, were down 98 percent from September 1983.

Nationally, the Sept. 1, 1984 carryover of old crop soybeans into the 1984-85 marketing year totaled 175 million bushels, 49 percent below last year and 31 percent below September 1982. Soybean stocks on-farms, at 68.3 million bushels, were down 42 percent and off-farm stocks, at 107 million bushels, were down 53 percent from September 1983.

Preliminary soybean usage

(quantities exported, crushed and used for seed and feed) during the marketing year, September 1983 - August 1984, totaled 1.8 billion bushels.

When usage is subtracted from the beginning supply, an indicated September 1, 1984 stocks level of about 120 million bushels is obtained. The difference between the derived September 1 stocks level of 120 million bushels and the official USDA stocks estimate of 175 million bushels based on September 1, 1984 stocks survey data, indicates the current 1983 production estimate of 1.6 million bushels may be low by three to four percent. Revisions for 1983 national and state production estimates will be published in the October 11, 1984 production report.

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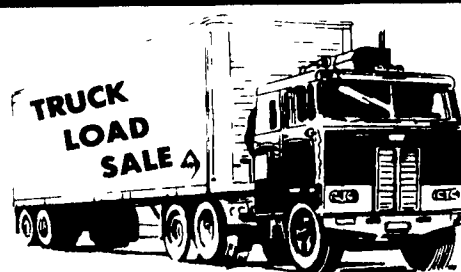
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