

NFO joins state group in new marketing plan

BLOOMINGTON, MN — Two of the country's major farm organizations have announced an historic cooperative agreement. Leaders of the Minnesota Farmers Union and the National Farmers Organization unveiled a joint livestock marketing plan.

"We hope this action signals a new era of cooperation between major farm groups," MFU President Willis Eken said. "Income is the number one problem facing farmers today. This agreement will increase the profit potential for livestock producing members of the two organizations."

The agreement is the first attempt by major farm

organizations to cooperate in a livestock marketing effort. The plan is expected to improve the competitive positions of the two organizations' livestock producers as they work together to market their products through NFO's established marketing system.

"This cooperative agreement which will give livestock producers additional bargaining strength in the marketplace is a tremendous step forward," NFO President DeVon Woodland emphasized.

The two groups expect this agreement to trigger similar cooperative efforts among other farm organizations.

"We will see other organizations

and groups consider the decision that is being made here today," Woodland said. "Hopefully, they will see the benefits of greater volume and collective bargaining and the strength that comes with unity."

"We are excited about the opportunity to expand marketing alternatives for our members," Eken said. "Farm groups are often criticized for not working together. This agreement shows we can cooperate while maintaining our individual identities."

Walt Hackney, director of NFO's livestock department outlined the marketing structure. "Our system

allows livestock producers to become more competitive and extract the maximum dollars available through the livestock market," he said. "Farmers deserve to get the maximum return possible for their product but they don't have time to explore all the market possibilities and so we fill that role for them."

According to Hackney, NFO marketed \$385 million in livestock nationally and \$64.5 million in Minnesota in fiscal year 1985. With the addition of MFU livestock, he expects those numbers to increase significantly in 1986.

"This joint effort with others to

putting stability and increased net farm income into agriculture," Woodland added.

Eken concurred. "We are looking forward to working with NFO in this effort," he said. "We are confident this new working relationship will benefit both organizations and their membership."

MFU and NFO officials will conduct a series of local meetings across Minnesota in late February to brief livestock producers on the marketing plan. The NFO-MFU joint marketing system is expected to begin operation by March 10.

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1985 Pennsylvania State Yield Results

Zone 1—Early

	Yield	% Moisture
Cargill 967*	127	28.9
Cargill 842	123	27.4
Cargill 889	122	28.5

*Highest yield in plot, 17 Bu/A above average of 42 entries

Zone 2—Early Medium

	Yield	% Moisture
Cargill 889*	151	24.5
Cargill 874**	142	24.6

*Third highest yield in plot, 14 Bu/A above average of 42 entries

**Tenth highest yield in plot

Zone 2—Early Medium, Screening

	Yield	% Moisture
Cargill 842	134	19.5

Highest yield in plot, 12 Bu/A above average of 51 entries

Zone 3—Late Medium

	Yield	% Moisture
Cargill 937	164	26.4

Third highest yield of 42 entries

Zone 4—Long Season Hybrids

	Yield	% Moisture
Cargill 967	170.7	23.8

Highest yield in plot, 14 Bu/A above average of 31 entries

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