

Maryland Tobacco

Week Ending April 7

	This Week	Season To Date	Same Week Last Year
Volume	3,059,973 lbs.	9,275,153 lbs.	3,196,064 lbs.
Price	\$3,750,404	\$12,266,794	\$4,429,169
Ave.	\$122.56/cwt.	\$132.25/cwt.	\$138.58/cwt.



Editor's Note: We first heard this humorist give this speech at the ADA-DC Annual Meeting in Syracuse, N.Y. but Walt Buescher of Pigeon Forge, Tennessee has spoken in Pennsylvania a good many times too. He always gives farm and agri-business groups the same message, a message that he calls "Hometown Economics," but which can best be described with the words, "cut back or sell."

Since retirement from Allis-Chalmers, Buescher has lived in the Smoky Mountains of Tennessee where he operates a sales promotion firm called Grass Roots Communications. For the last 10 years, he has filled speaking dates for Ford New Holland all over the United States. So, here's Part 2 of 7 Parts.

Last time we checked the farm price index from 1962 to 1972 to 1982. The first 10 years was pretty flat out. Then the farm price index took off like a dog cocking his leg at an electric fence. It topped out in 1980-81 and it's been downhill ever since.

If a farmer went to his banker in 1972 and borrowed all of the money he could for land and machinery, by 1976 he was a millionaire...on paper anyway. He could make more money going to bed at night than he could raising corn. Inflation made the farm worth more each morning. If this farmer's younger brother tried exactly the same thing in 1976, about 1982 there was an auction at his farm. Both did exactly the same thing. Why did one get rich and the other go broke? Whose fault was it?

We can't hardly blame the farmers because both brothers did the same thing and came out with opposite results. We can't hardly blame the banker or Farm Credit lender because in 1976 it just made good sense to say, "Money isn't worth anything anymore...tie onto something solid like land."

I remember seeing land go to \$3,300 per acre around Champaign, Illinois and I wondered when it was ever going to stop. It stopped in 1980 and we've been going down the economic ski slope ever since. The farmer bought \$3,300 land, mortgaged it for \$2,400 and now he can't get \$1,500 for it. Well then, if it wasn't the farmer or banker,

who is to blame?

In my book, it's the politicians who insist on buying votes with money they don't have. Nixon, Ford and Carter printed worthless money to cover their deficits and when they mixed it with the good money, all of the money was worth less. Inflation! Inflation got to 21% prime rate. Remember?

Then in 1980, Reagan took another tack. He borrowed the money to cover his deficits. Then we got deflation...we priced ourselves out of the market with our strong dollar. Even Uncle Sam is not immune to the rule that says that you can't spend more than you earn for long before somebody has to pay the piper. The American farmer was among those who paid the piper these last six years.

Why did the farm price index head down in 1981? First of all, we lost our exports. We had \$22 billion farm exports in 1975, topped out in 1980-81 with \$44.3 billion and now we're about \$14 billion off the peak. Dream a little. Had the curve kept going up instead of down, that would be another \$28 billion per year on the farm and that would make a whale of a difference on the main street of Lititz, Pennsylvania.

What made exports go down?

As I just said, the strong dollar was the biggest culprit. Our stuff is good but it isn't that good that people overseas will pay an extra 35% to get it. Number 2, there was worldwide recession...that \$35 oil isn't 35 bucks anymore. Number 3, and this one is a big one, we've had four presidential embargoes in a row. Four presidents in a row have told the world that this is not a dependable place to buy food... "go somewhere else."

Nixon and Ford played the cheap food game when they came up with their embargos. Carter wanted to punish the Russians. He wouldn't let our kids play with their kids in the Olympics and he refused to sell them our farm products. And he scared the living daylights out of the Russians, didn't he? They jumped right out of Afghanistan. They opened their jails and churches. They rushed out of Eastern Europe.

Oh yeah! The only punishment the Russians suffered was that they had to change suppliers. They now bought their food from South America instead of the USA. I don't like the Reds anymore than you do, but I'd rather have them dependent on us for food than on Argentina, wouldn't you? Jerry Ford's soybean embargo was the

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LEESPORT FARMER'S MARKET, INC.

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BERKS COUNTY'S ONLY WEEKLY
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BILL WEIST & WOODY WEIST, MGRS.

GRAIN, CATTLE AND HOG FUTURES MARKETS

(Continued from Page A3)

SOYBEAN MEAL

	FRI.	MON.	TUES.	WED.	THURS.
MAY	145.00	145.30	146.60	146.90	148.30
JUL.	144.90	145.10	146.70	146.90	148.00
AUG.	145.20	145.00	146.70	146.90	148.25
SEPT.	145.00	145.10	147.30	147.10	149.00
OCT.	145.60	145.10	147.60	147.60	149.75
DEC.	146.50	146.20	148.60	148.90	150.90
JAN 88	147.20	146.70	149.70	149.90	151.80

CHICAGO HOGS

	FRI.	MON.	TUES.	WED.	THURS.
APR.	49.45	49.82	50.65	51.07	52.55
JUN.	48.20	48.47	49.30	49.77	50.95
JULY	46.42	46.87	47.52	47.75	48.82
AUG.	43.35	43.72	44.40	44.67	45.77
OCT.	39.32	39.37	39.50	39.70	40.25
DEC.	39.35	39.47	39.65	39.72	40.20

EVERGREEN TRACTOR CO., INC.

TRACTORS:

MH 22 w/3 pt. and 2 row cultivator	\$1,650
JD 148 Loader for a 2640 or 2840 Tractor	\$2,850
JD 3020 Diesel, Power Shift, Wide Front	\$7,900
JD 4430 Quad Range, Sound Guard	\$14,950
IH #656 Diesel, Hydro, Sharp	
JD 420 w/Direction Reverse	\$2,450
JD 2350 MF WD w/240 Self Leveling Loader, nice	
JD 3010 Diesel	\$4,350
JD 3020 Gas, Side Console	\$5,850
JD 2510 Gas	\$4,850
JD 2840	\$11,500
JD 2020 Gas Utility Hi-Lo	\$5,450
JD 3020 Diesel, NF	\$6,450
JD 2640 w/148 Loader	

TILLAGE:

JD 1450 5x16 Plow	\$1,950
JD F845 Roll Over Plow (New)	\$2,850
Brillion 9' Packer	\$425
JD 14' TWA Plowing Disc	\$2,450
Brillion 16' Packer w/Bridge Hitch	\$1,850
JD BWF 18' Wing Fold, A1	\$3,450
JD 2500 5-18" Auto Reset Plow	\$3,250
JD 1450 5-18" Plow, Sharp	\$1,950
Brillion 18' Packer w/transport	\$2,450
JD RM 4 Row Cultivator	\$975
JD RM 6 Row Cultivator	\$1,150
JD TWA 12' Plowing Disc, Sharp	\$3,450
Glencoe 16' Field Cultivator	\$1,450
JD F125 4-16" Plow	\$950
JD F125 3-16" Plow	\$575
JD 1450 4-16" Semi-Mount Plow	\$1,400
Brillion 14' Packer w/Transport Model TP	\$2,150
JD 14' Packer w/Transport	\$1,650
JD 16' Wing Fold Field Cultivator	\$1,450
White 12' Field Cultivator, A1	\$1,450

PLANTERS & GRAIN DRILLS:

JD 20x6 Model B Plain Grain with Grass D.D.	
IH #10 15 Hole Drill, Sharp	\$1,475
JD 20x7 Model B Plain Drill, Double Disk	\$1,850

NEW JOHN DEERE EQUIPMENT AT GENERIC PRICES

JD #1010 12 1/2' Pull Type Field Cultivator	\$2,250
JD #940 12 1/2' S-Tine Pull Type Field Cultivator	\$1,875

GRAIN DRYERS:

New Farm Fans AB8 Auto-Batch Dryer
MUST MOVE CALL FOR PRICE
(Dealer Inquiries Welcome)

Coming in . . .

JD 1440 4 Row No-Till Planter, nice
12' BWF Disc Rock Flex
653A 6 Row Bean and Sunflower Head
NI 321 1 Row Corn Picker
JD 716 Forage Wagon
JD BWF 18' Wing Fold Rock Flex
Brillion 11' Packer
Brillion 13' Packer w/Transport
Brillion 16' Packer w/Transport
Brillion 16' Packer w/Transport, small wheels
Oliver 13' Field Cultivator, sharp
JD 16' Fold Field Cultivator
JD 2350 5-18" On-Land Plow, like new

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COMBINES & PICKERS:

JD 454, 4 Row Bean and Sunflower Head	\$2,650
6620 Side Hill, turbo hydro, heater & air, monitor, spreader.	
6600 hydro, rotary screen, diesel, heater & air, chopper, US feeder house, monitor, adjustable rear axle, bin extension.	
6600 gear, rotary screen, diesel, monitor, heater & air, US feeder house, bin extension.	
NI 324 2 Row Wide 12 Row 327 bed	\$3,950
NI 818 combine with 13' flex head. Sharp	
NI 2 row narrow, pull type picker	\$3,950
(1) #343 3 Row 30"	
#244 Corn Head	
#244 Corn Head	
13' Grain Table	
(2) #444 Corn Heads	
15' Flex Head, Black Reel	
NI 2 row narrow w/sheller, A1	\$3,950
JD 444 Corn Head	
JD 343 Corn Head Harvester Adaptor	\$3,950

MISCELLANEOUS:

JD 201 Implement C, 9'x32', New Style	\$2,450
18.4x38 Direct Axle Dual Wheels	
14.9x38 Direct Axle Dual Wheels	
14.9x26 T-rail duals	
NH 679 tandem axle loader, hyd. endgate	\$3,850
Best Land Rock Picker	\$1,850
Owatonna stack wagon, model #540	\$3,450
JD 18 4x38 Direct Axle Duals	\$1,250
JD 6000 Hi Cycle Self Propelled Sprayer	
JD 863 10' Front Dozer Blade for 30 & 40 Series, articulate 4 wheel drive tractors	\$2,650
Hudson 14' Tandem Axle Trailer	\$1,250

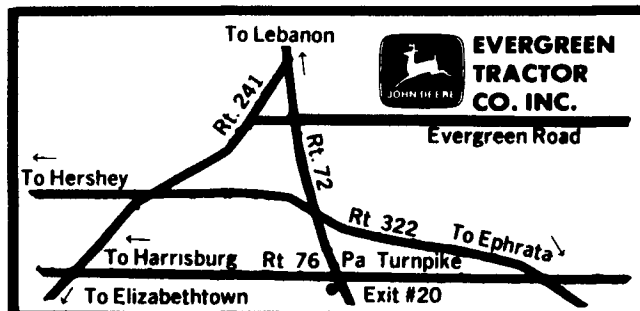
HARVESTERS & FORAGE EQUIPMENT:

NH Super 717 Harvester	\$2,450
Gehl #72 Flail Chopper	\$2,450
NH P.U. Attachment	\$575
JD 35 Harvester, 2 row narrow & pickup, sharp	\$3,550
JD 15 Chopper	\$450
Gehl #72 Flail Chopper, sharp	\$2,450

HAY MACHINES:

Hesston Hydro-Swing Mower Conditioner	\$2,750
NH 850 Round Baler	\$3,850
Hesston PT 10 Mower Conditioner	\$950

SPECIAL
NEW 16' 3 BEATER
ARTSWAY FORAGE WAGONS
\$3,450.00 each



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