

Brazilian Team Buys U.S. Corn



Between The Rows

(Continued from Page 1)

cents a bushel cheaper. This will help reduce the overall corn production cost on your farm.

3. Fertilizer programs. Take full advantage of soil testing and manure and legume N credits in your fertilizer program. The N soil test can also be very profitable — particularly if you apply lots of manure and are also applying substantial amounts of N. Prioritize your fertilizer usage if you find yourself short of cash. On optimum to high testing soils, the greatest returns come first from N, then P (in the starter), and then K. Yield responses to more than 100-150 pounds of starter fertilizer are rare. Higher rates are necessary only to meet soil test recommendations and maintain fertility.

4. Scout your fields. If you do no other scouting on your corn this year, plan to visit each field at least once — two to three weeks after planting. This will give you an opportunity to assess the stand, weed control effectiveness, and insect activity while you still have time to do something. If you can, make

a couple of additional trips one to two weeks apart to monitor weeds and insects early in the season. Failure to diagnose an early season problem can quickly eliminate any profit from that field.

5. Select top yielding hybrids. Top performing hybrids don't cost a whole lot more than others. Pay attention to yield performance data and your own production records to put the best hybrids available to work for you. Consider hybrid traits when you place them in different fields. Monitor hybrid performance this year so you have some information next year.

6. Pay attention to weed control details. Weed control is one area where profits are often limited by applying too much, too little, or the wrong chemical for weed control. Start by learning to identify your problem weeds and then developing an appropriate herbicide program to control those weeds. The Penn State Agronomy Guide is a great reference for this.

7. Timeliness. Do what you can to improve timeliness. Plan, organize, and have equipment and labor ready to go

A team of poultry producers from Brazil will purchase \$44 million of U.S. corn because of a U.S. Feed Grains Council trade servicing effort that brought Brazilian buyers and U.S. sellers together.

In December, the first 25,000 metric tons (984,000 bushels) of a possible \$44 million in no. 2 yellow corn was sold to the Ceara State Poultry Association, with an additional 200,000 metric tons (7.8 million bushels) expected to be purchased by Brazil during 1994.

when the planting season arrives. Make your sacrifices early in the season to get the crop in. Too often we wait until the end of the planting season to get into high gear, but then the return from our efforts isn't as great.

8. Manage your equipment effectively. Our small fields and animal production requirements mean that we often need a larger equipment complement compared to our midwest counterparts. To maximize our return from this equipment investment, we need to learn to adjust, maintain, and operate it as effectively as possible. If you don't have time or care to do the adequate maintenance or adjustment, pay some else to do it. This will result in more consistent stands and less harvest losses.

The idea to bring a team of Brazilian poultry producers to the United States originated during a market assessment trip to Latin America in October, where Council staff saw an opportunity to sell U.S. corn. The Council brought the team to the United States to expose them to all aspects of grain production and feed ration systems. The Brazilian team made the decision to buy U.S. corn at the end of their trip.

Pigchamp Introduced In Japan

Because of the technical assistance efforts of the U.S. Feed Grains Council, Pig-Champ, the most widely used record-keeping database system in the United States for the swine industry, will be introduced for the first time in Japan.

Japan's interest in Pig-Champ arose during a Council-sponsored swine industry workshop in 1991. By using the database system, Japan will be able to improve its efficiency and profitability in swine production, thereby increasing the need for feed grains.

A consultant from the University of Minnesota traveled to Japan in January in another Council-sponsored swine industry workshop to introduce the Japanese version of the program.

Korea Buys U.S. Corn

The Korean Corn Processing

Industry Association recently purchased 50,000 metric tons (1.97 million bushels) of U.S. no. 2 yellow corn.

The association excluded Chinese corn in order to buy U.S. corn for the production of quality dry milling products. Corn processors in Korea imported approximately 1.56 million metric tons (61.4 million bushels) of corn in 1993, with 418,600 metric tons (16.5 million bushels) from the United States.

Thailand To Import Corn

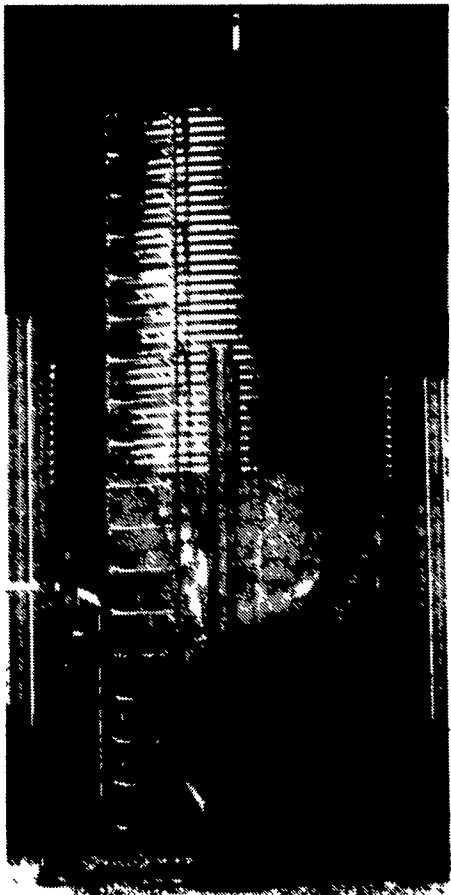
U.S. Feed Grains Council trade servicing visits to Thailand indicate that Thailand may become a significant importer of corn in 1994.

Several feedmilling and trade sources stated that domestic production of corn is once again insufficient to meet demand. Imports are expected to begin in March and continue through the summer.

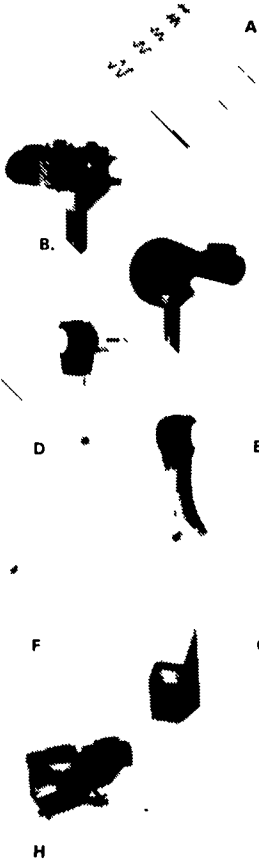


GRAIN SYSTEMS

Flex-Flo Feed Delivery Systems



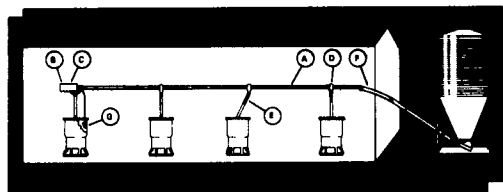
We Assemble, Deliver & Set UP Bins and Feed Delivery Systems On Your Farm!



are known world wide for their reliability and long lasting performance. Continually the concept of utilizing flexible auger for feed transfer has proven to be the clear leader for over two decades. Designed for easy installation and trouble free operation, Flex-Flo can drastically cut your time, labor and management costs. (A.) Flex-Flo systems are available in 5 different capacities. Manufactured in our facility, PVC tubing is formulated with special compounds to reduce wear and provide ultraviolet protection. Flex-Flo coreless auger is manufactured with advanced computer-controlled equipment in one continuous length.

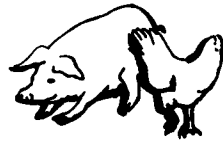
FEATURES: (B.) Direct power drive with gearhead connection to the auger makes for minimal maintenance. (C) The more economical belt power drive is available for the Flex-Flo systems. (D.) Molded polypropylene drop kits have a slide shut-off controlled by a pull cord. (E.) A flexible drop tube is available for off-center feeder installations. (F.) Formed elbows, with an increased wall thickness, are used in Flex-Flo systems when turns are necessary. (G.) A hopper level switch turns off the Flex-Flo system when the last feeder is filled. (H.) An extension hopper is used when a standard length Flex-Flo system is not long enough.

The Flex-Flo system is a completely flexible system. Unlimited variations of the system can be utilized to accommodate any housing plan. Installations of unlimited numbers of successful hog, dairy, and poultry operations assure dependability and guarantee the Flex-Flo system can help you build efficiency and profitability in your business.



Flex Flo System	Model 220	Model 300	Model 390	Model 500	Model 618
Tube Diameter	2 1/4"	3"	3 1/4"	5"	3 1/2"
Tube Corner Radius	10"	6"	6"	6"	6"
Maximum Single System Length	250'	200'	150'	*150'	150'
Recommended Motor Size at Maximum Length (Horse power)	1/2	1	1	1 1/2	1
Capacity (Lbs./Minute at 40 Lbs. per Cu Ft.)	15	50	100	220	50
Extension Length (to the Motor End of the First System)	N.A.	235	185	*185	185

*For High Moisture Corn Reduce System Length By 50%



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