From the DIRECTOR



A. G. HAZEN

Hard red spring wheat exports over the decade 1961 to 1971 have risen from about 30 million bushels to more than 113,000,000 bushels in 1970-71. Much of the increased exports has resulted from the salesmanship of our marketing experts. But a high quality product, in demand on the export market, makes the selling job easier.

The need for quality existed 10 years ago when marketing people in North Dakota started building the export market. With markets becoming more competitive for hard red spring wheat and durum, the demand for high quality remains. But even high quality wheat is not enough to offset the effects of strikes which tie up our coastal ports causing customers to turn to other markets they can depend on for consistent supplies of grain.

Factors affecting the total market for spring wheat and durum have a direct impact on North Dakota wheat farmers. This state traditionally produces more than half of the hard red spring wheat and about 85 percent of the nation's durum. Because of competition and partially as the result of recent coastal dock strikes, the total demand for spring wheat is now forecast for 240 million bushels annually. Durum need on an annual basis is set at about 80 million bushels.

Wheat crops far in excess of market demands mean depressed prices, such as producers have been experiencing this year. During the last two years, North Dakota wheat farmers produced spring wheat 40 to 50 million bushels short of actual market demands. During the 1971 season, wheat producers went 100 million bushels over the market demands.

Using current yields as a guide, we could produce our traditional share of the total hard red spring wheat market needs on about 4.5 million acres. In 1971, North Dakota farmers harvested 6.4 million acres of hard red spring wheat. Using average yields for durum, we could have produced our share of the market on about 2 million acres. We harvested about 2.3 million acres in 1971.

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On The Cover: Dr. Ned D. Bayley, center, director of science and education for the United States Department of Agriculture, Washington, D.C., sees some of the evidence of the high quality of North Dakota's hard red spring wheat during a recent tour of NDSU wheat quality laboratories. Prof. Orville Banasik, chairman of the Department of Cereal Chemistry and Technology, at right, shows him and Director Arlon G. Hazen of the North Dakota Agricultural Experiment Station a sample loaf of bread baked in the laboratory oven as a test of wheat quality.

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FROM THE DIRECTOR —

(Continued from page 2)

Fitting production to the demand is never easy. On the other hand, wheat producers can ill afford the luxury of being unconcerned about the size of the market and the total demand for their commodity as it relates to their production.

We must make every effort to maintain quality and to expand utilization. We must continue our efforts to expand our export markets and continue to maintain or increase our domestic consumption, however frustrating the domestic market might be. Marketing experts say that durum semolina for use in the manufacture of such pasta products as macaroni and spaghetti appears to have the best future so far as consumption of a wheat food is concerned here in the United States.

However challenging the effort is to increase the demand for wheat as a commodity, North Dakota producers are not inclined to give up readily. No one has a greater stake in the demand and markets for wheat than the producer himself.