

Facilities

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cattle travel so quickly, that the stress involved is much less than that on human travelers. He noted however, that on young animals they sometimes give a shot of an

antibiotic prior to shipment. He also noted that many people are unfamiliar with the stringent standards placed on exported cattle. No cattle may be shipped, he said, that are blind, or that have ringworm or warts. Because the weight requirements are exacting,

Weiss said they sometimes withhold feed for the last 12 hours. This he noted slows the intake of water and in a bred heifer can mean a weight loss of 12-15 pounds per animal. This loss multiplied by 90 animals can make a substantial difference to the airline.

In addition to the high cost of fuel slowing exports, the countries themselves have heaped regulations on potential exporters to help in their trade.

Nichol noted that Italy once was easy to work with on potential imports, but now has added more stringent requirements both to slow the loss of funds from the country's economy and to balance out the surplus of milk it is experiencing.

Nichol noted that shipment by the HESS plan, Holidays, Evenings, Saturdays and Sundays, means additional headaches for the association.

Nichol explained that the quarantine facility enables them to control the cost of their cattle shipped to other countries. In addition to providing a needed service, it is a tax-paying corporation. The facilities can be depreciated, making the purchase of the farm a sound investment.

In addition, he noted that the association felt there was a great advantage in loading in the state. In addition to the proximity, it means that the money is spent within our



The interior of the old barn has been removed and replaced with surfaces better suited to disinfecting requirements. Concrete floors and feed bunks and metal gates fill the entire lower part of the barn.

own state for fuel, airport charges, crew and landing fees.

While nearly all of the Common Market countries are increasing regulations on importation of cattle, Nichol looks to China with hopes that they may have funds in the future to import Holstein cattle.

"The association," he said, "feels that there's nothing like trade to create a favorable economic environment." He said while

some folks feel high quality cattle sold may create a problem of cheap dairy products being imported by the United States in the future thus creating a balance of payments problem, the association feels that potential problems can be handled by the United States Government with tariffs and regulations, and that now, a better diet is needed by the people in other countries.

of capacity, Nichol noted that it can be used by members who need temporary housing for a herd prior to auction, as well as for special auctions and shows. "Our operation as a USDA approved export facility comes first," he emphasized.

Meanwhile drivers on Route 441 pass the Holstein breeders' sign enroute to more humdrum affairs.

"The association feels," he said, "that more avenues of marketing will develop down the road as a result of our overseas sales. It's one thing to send money, but entirely another to send livestock and knowledge to the developing countries." He also noted that the knowledge to develop the cattle is provided by land-grant universities.

While the facility already operates at about 75 percent



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