

More export PIK suggested

WASHINGTON, D.C. — National Council of Farmer Cooperatives president Wayne A. Boutwell said today that excess agricultural stocks are due more to declining exports and above-average yields than to any structural problems facing U.S. agriculture.

Testifying on agricultural policy before the Joint Economic Committee, Boutwell cited USDA studies showing that export demand is the major source of fluctuation in farm income. He noted that it increased from 10 percent of variability during the 1950's and 60's to 27 percent in the 1970's.

The NCFC president recommended two steps which could be taken to help increase U.S. agricultural exports: 1) providing additional credit for expanding

agricultural exports, and 2) creating additional export PIK (payment-in-kind) sales.

Emphasizing the use of credit to expand agricultural exports, Boutwell said the U.S. needs to develop more flexible export credit programs which address the individual needs of importing countries. He pointed out that, even with the blended credit program last year, many of our foreign competitors have been able to increase their exports to key markets.

Boutwell said declining exports, combined with large stock build-ups, should motivate USDA to adopt more export PIK initiatives similar to the wheat flour sale recently completed with Egypt. He called for use of export PIK in markets where additional export

sales can be attained or where bonus stocks can offset subsidies provided by our competitors. Export PIK uses CCC stocks to encourage the sale of U.S. farm products.

Because of the importance of exports to the future health of U.S. agriculture, Boutwell recommended a full-scale evaluation of existing market development

programs. He noted that, over the past three years, major competitors have spend 39 cents for every dollar of product exported, while the U.S. has spent 11 cents for every dollar in value exported.

"We should not place all the blame for current surpluses on our existing farm program," declared the cooperative leader. "Perhaps we should take a closer look at the

process by which these programs are implemented."

Concluding, Boutwell said that future U.S. agricultural policy should provide a safety net to protect producers in periods of low prices, encourage stable growth of export markets, and have supply and demand adjustors to help keep the system in balance.

Limousin group elects directors

COLUMBUS, Ohio — The Eastern Limousin Breeders Association held its annual membership meeting recently at the Ramada Inn North, Columbus, Ohio. Three directors were elected to serve for three years. They were Larry Sterling, Reedsville, W.Va.;

Jim Fawley, Lynchburg, Ohio; and Pam Beam, Wilmington, Ohio. Also named to finish the unexpired term of Bob Line, Carlisle, was Fred F. Fleischman, of Huntingdon Valley.

Keith Kisse presented a plaque to Gordon Briggs, Gambier, Ohio, in appreciation of his chairmanship of the annual sale for the past five years.

Shows discussed for this year include the Eastern National Show, Timonium Md., the Virginia State Fair, and the Ohio State Fair which will include its first Jr. Heifer Show. A report on the Ohio Bull test was presented by Pam-Beam. The possibility of a fall sale is being explored.

The first ELBA Queen, Jean Ann Schott, Bolivar, Ohio, was named by contest chairman Randy Day of Bethpage, Tenn. She was

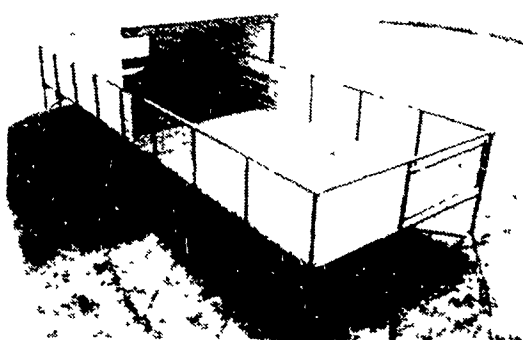
presented a tiara and roses by the ELBA, a leather banner to wear by Cumberland Cattle Co., Bethpage, Tenn., and a silver tray from Worrell Land & Cattle Co., Charlottesville, Va.

The first ELBA membership directory was discussed and prime space ads in it were auctioned off by Bruce Brooks.

Herman Symens, Amherst, S.D., was introduced as the new President of the North American Limousin Foundation. His attendance at the dinner, show and sale added a national facet to the regional doings.

New officers for the year are; President, Jim Fawley, Lynchburg, Ohio., Vice-President, Keith Kisse, Charlottesville, Va., and Secretary-Treasurer Randy Day, Bethpage, Tenn.

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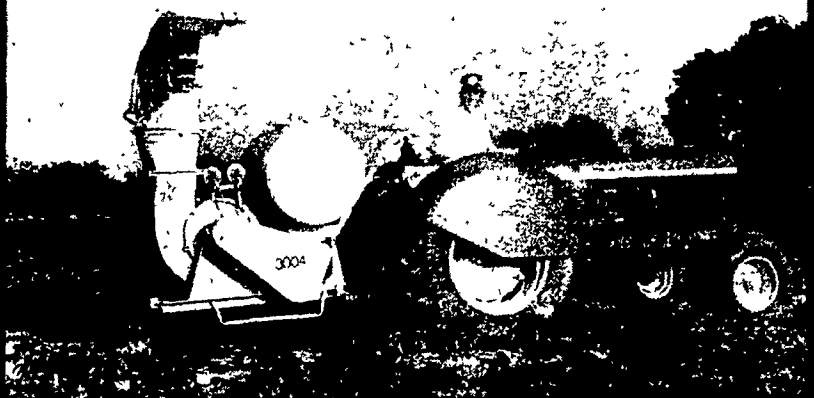
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