

USDA Targets Export Markets

WASHINGTON, D.C. — Secretary of Agriculture Edward Madigan announced allocations under the Dairy Export Incentive Program (DEIP) to help exporters of U.S. milk powder, butterfat and Cheddar cheese compete on the world market.

"This program helps U.S. dairy farmers, processors, manufacturers and exporters gain access to foreign markets and compete against subsidized competition,"

said Madigan. "It's an opportunity for the U.S. dairy industry to demonstrate the quality of its products to foreign buyers."

Export sales will be facilitated through the payment of bonuses by the U.S. Department of Agriculture's Commodity Credit Corporation. Sales of milk powder, butterfat, and Cheddar cheese will be made through normal commercial channels at competitive world prices.

Bonuses under the program are available to 84 countries totaling 150,800 metric tons of milk powder, 70 countries totaling 41,800 metric tons of butterfat and to 13 countries totaling 4,700 metric tons of Cheddar cheese as allocated as shown in the tables below.

These allocations will be valid until Dec. 31, as provided in the invitation for offers. Details of the program, including an invitation

for offers, will be issued in the near future.

The DEIP was created by the Food Security Act of 1985 and extended by the Food, Agriculture, Conservation, and Trade Act of 1990.

For more information call Randy Baxter, (202) 720-5540, or L.T. McElvain, (202) 720-6211.

(Angola, Benin, Burkina, Burundi, Cameroon, Canary Islands, Cape Verde, Central African Republic, Chad, Congo, Cote d'Ivoire, Djibouti, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Mali, Mauritania, Nigeria, Rwanda, Sao Tome and Principe, Senegal, Sierra Leone, Tan-

zania, Togo, Zaire, Zambia)
CARIBBEAN 5,000
 (Bahamas, Bermuda, Dominica, Grenada, Guadeloupe, Martinique, Netherlands, Antilles, St. Lucia, St. Vincent, Trinidad and Tobago)
CENTRAL AMERICA 7,500
 (Belize, El Salvador, Guatemala, Honduras, Nicaragua, Panama)
PERSIAN GULF 5,000
 (Bahrain, Kuwait, Oman, Qatar, United Arab Emirates)
EURASIA 20,000
 (Russia, Byelarus, Kazakhstan, Moldova, Uzbekistan, Turkmenistan, Ukraine, Armenia, Kyrgyzstan, Azerbaijan, Tajikistan, Georgia)

Quantities Of U.S. Milk Powder Eligible For Shipment With Bonuses To Eligible Countries Under The DEIP

Country/Region	Allocation (MT)	Country	Allocation (MT)
Algeria	20,000	Bolivia	1,000
Brazil	10,000	Chile	4,000
China	5,000	Colombia	1,000
Cyprus	250	Egypt	5,000
French Guiana	250	Greenland	100
Guyana	250	Israel	2,000
Jordan	3,000	Malta	100
Morocco	2,000	New Caledonia	250
Pakistan	3,000	Saudia Arabia	15,000
Seychelles	100	Suriname	500
Tunisia	4,000	Turkey	1,500
Venezuela	15,000		
AFRICA	20,000		

Country/Region	Allocation (MT)	Country	Allocation (MT)
Algeria	5,000	Bolivia	100
China	1,000	Cyprus	200
Egypt	5,000	Faroe Islands	100
French Guiana	100	Greenland	100
Israel	200	Jordan	1,000
Malta	100	Morocco	3,000
Pakistan	1,000	Peru	1,000
Saudi Arabia	5,000	Suriname	100
Tunisia	1,000	Turkey	500
Venezuela	300		
AFRICA	5,000		

(Turn to Page D6)

How Calcium Nitrate fertilizer can improve the yield and quality of cole crops

Cabbage, cauliflower, broccoli, sprouts and collards are typically grown under cool soil, short season conditions. The fertilizer must perform accordingly.



Precise nitrogen control is vital to optimum growth

Calcium Nitrate provides fast-acting nitrate nitrogen—the key to nitrogen control in short season crops. Calcium Nitrate goes to work immediately, even under cool soil conditions. The result is controlled, uniform crop nutrition.

Nitrate nitrogen has many advantages over ammonium nitrogen

Nitrate nitrogen is immediately available for plant use; ammonium fertilizers, however, must convert to nitrate. This conversion takes time and can vary depending on soil temperature, moisture, aeration and soil pH. Uneven or delayed nitrogen availability can result in erratic nitrogen feeding during the season and can affect crop growth, maturity and quality.

In addition, urea or ammonium nitrogen fertilizers lower soil pH. This does not occur with Calcium Nitrate.

A nitrate source of nitrogen can produce desirable crop response, as shown in the data below:

Effect of N-Source and Rate on Cauliflower Head Weight

	N #/A					Avg.
	90	180	270	360	450	
Ammonium Nitrate	.10	.17	.38	.44	.54	.33
Ammonium Sulfate	.10	.18	.22	.26	.35	.22
Calcium Nitrate	.19	.25	.36	.52	.58	.38
Urea	.10	.27	.27	.41	.40	.29
Average	.12	.22	.31	.41	.47	.30
Control						.05

FROM Pimpini, F., et al. 1971
 Gartenbau-Wissenschaft 36(18), 1-17.

Cabbage study shows value of Calcium Nitrate

This study was conducted at the University of Tennessee, West Tennessee Experiment Station. The data shows that superior yields were achieved with Calcium Nitrate as part or all of the fertilizer program.

Cabbage Field Studies/University of Tennessee

120# N/AC		
TREATMENT*	YIELD-TONS/AC***	
All or part Calcium Nitrate	CN + CN	15.4
	AN + CN	11.8
	CN + AN	11.6
	CN	10.9
All Ammonium Nitrate	AN + AN	10.8
	AN	9.5

No N 6.2
 *Single application 2 days before seeding; split applications at 60# N/AC 2 days before and 5 weeks after seeding.
 ***Average of 4 reps

Calcium essential for proper leaf development

Calcium is an essential nutrient for leaf and heading crops. Rapidly expanding leaves must draw calcium through water movement from roots for proper development of leaf tissues. A deficiency of cal-

cium can cause leaf margins to become dried or burned; this is particularly evident in the youngest leaves.

Calcium Nitrate provides 19% water-soluble calcium for vital growth requirements, and contributes to better color, firmness and improved shipping quality.

Nutritional excellence

Calcium Nitrate is an ideal combination of fast-acting nitrate nitrogen and water-soluble calcium. Nutritional excellence for the crop you count on!

As with any fertilizer application consult your extension office or other advisory service for recommended practice that meets local crop and soil conditions.



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