

# Tobacco Association Notes Trade Surplus

RALEIGH, N.C. — The Tobacco Merchants Association (TMA) announced that the U.S. tobacco industry registered a trade surplus of \$4.8 billion in 1991.

The 1991 trade surplus was down \$873.4 million or 15.4 percent from 1990's record trade surplus of \$5.7 billion.

According to TMA, the lower trade surplus was due because of a decrease in the value of cigarette exports from \$4.8 billion in 1990 to \$4.2 billion in 1991 as well as an increase in the value of total tobacco imports from \$818 million to \$1.2 billion.

Farrell Delman, TMA president, said, "At \$4.8 billion, the U.S. tobacco industry's trade surplus was the sixth largest contributor of all U.S. industries to the positive side of the nation's trade ledger." As in 1990, airplanes and airplane parts remained the top contributor at \$26.9 billion, followed by chemicals (all), \$18.8 billion; scientific instruments, \$6.7 billion; specialized industrial machines, \$5.6 billion; corn, \$5.1 billion; and tobacco, \$4.8 billion. While these industries had positive trade balance contributions, the U.S. imported overall some \$66.2 billion more than it exported.

Though U.S. cigarette manufacturers exported a record 179.4 billion cigarettes in 1991, up from the 164.3 billion cigarettes exported in 1990, the export value of these shipments was down to \$4.23 billion as compared to \$4.76 billion in 1990. Delman attributed the decrease in export value to "price hedging, associated with the stronger U.S. dollar, coupled with a

desire to penetrate financially strapped new American-blend markets with flagship brands."

TMA reported that the leading countries of destination for U.S. cigarette exports in 1991 were Japan (30 percent of total); Belgium (26.9 percent); Hong Kong (8.9 percent); Turkey (5.5 percent); Saudi Arabia (4.2 percent); United Arab Emirates (4.2 percent); the former USSR (2.6 per-

cent); South Korea (2.2 percent); Singapore (1.9 percent); and Taiwan (1.8 percent).

"These ten destinations, none of which are classified as developing or less-developed countries, accounted for 88.3 percent of all cigarette shipments for this period," said Delman.

Substantial increases in U.S. cigarette exports have been realized in recent years due to the

opening of the key Asian markets of Japan, Taiwan, South Korea, and Thailand and deeper penetration into markets in the Middle East. Exports have also been bolstered by recent access to markets in Turkey and Eastern Europe, in particular the former Soviet Union.

"U.S. cigarette exports are now permitted to compete in growing markets formerly dominated by a single state monopoly," Delman said. "In order to compete against

U.S. cigarettes, known for their high quality the world over, our competitors are now required to use higher quality ingredients, including U.S. tobacco leaf."

Delman also noted that, at 499.3 million pounds, shipments of American grown leaf rose 6.8 million pounds in 1991. However, the value of these exports, at \$1.43 billion, was down \$12.8 million when compared to 1990.

## Delaware Farms Receive Century Honors

DOVER, Del. — Six Delaware farm families received Century Farm awards during a ceremony this week in honor of having kept an operational farm in the family for 100 years or more.

Century Farm Awards are presented to families who have owned and operated a farm for at least 100 years. Farms must include at least 10 acres of the original parcel and generate a minimum income from the sale of agricultural products in order to qualify for the program.

The program is administered through the Department of Agriculture. Applicants are required to submit deeds and other documentation to the Century Farm Review Committee in order to be considered for the distinction. The committee consists of representatives from farm and historical organizations throughout the state.

Each Century Farm recipient received an engraved pewter tray and a large sign which can be displayed on the property to signify it is a Century Farm.

This year's recipients are:

- Joseph and Kathy Mitchell, husband and wife, of Hockessin. Their farm dates back to 1796 and currently produces poultry, eggs, grain, sheep, mums, pumpkins, and Indian corn.

- Robert A. Beck and his sister-in-law, Brenda C. Beck, of Port Penn. Their farm dates back to 1863. It is the only farm among this year's recipients that does not generate over \$10,000 in income from agricultural production, but the family derives some income

from grain production, muskrat trapping and duck blind rentals.

- McColley Farms, owned by William H. McColley of Milford. This grain farm dates back to 1889.

- Beatrice H. McIlvaine and her daughter, Elaine M. Tobin, of Harbeson. The farm was originally purchased in 1861 and currently produces corn, soybeans, and factory beans.

- T. Noble Jurrell III of Dover. His grain farm dates back to 1878.

- W. Gail Smith and her children, Lea Smith Carl and S. Rod-

mond Smith III. The family Farm, located in Middletown, was purchased in 1730 and currently produces small grains.

The six new Century Farm Award recipients bring the total number of farm families inducted into the program to 50.

For more information about the program or to begin paperwork to qualify your own farm for the Century Farm distinction, contact Cathy Mesick of the Department of Agriculture's aglands preservation section at (302) 739-4811.

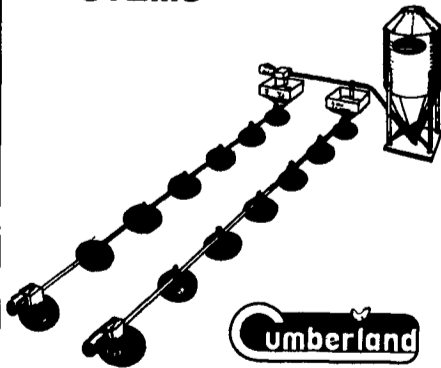
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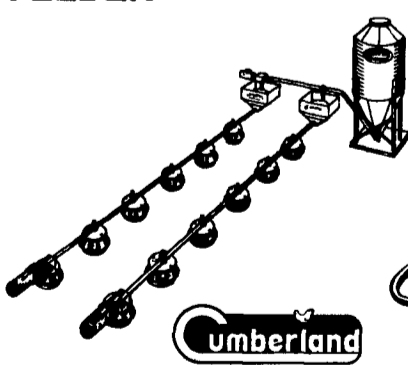
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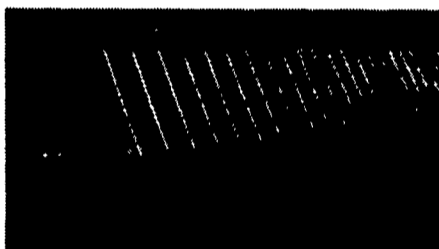
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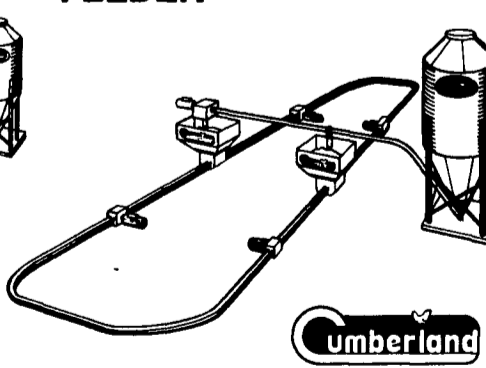
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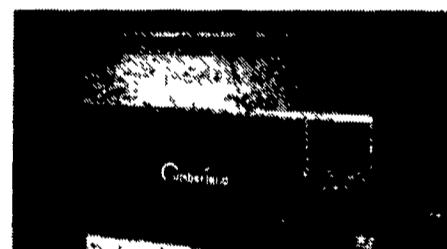
The Cumberland Turkey Pan Feeding System offers a poult turkey pan for young turkeys and two models of adult turkey pans.



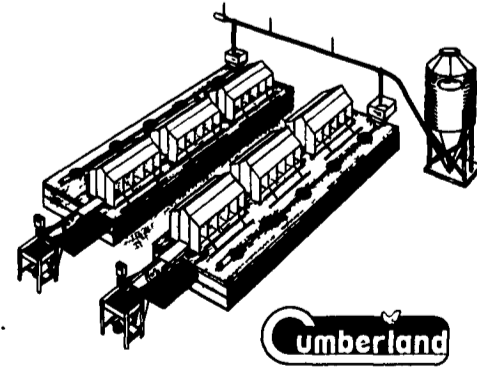
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