

# Farmer's Export/Import

(Continued from Page A1)

into the export market. The partnership gives the commission a business foothold in Russia eliminating some of the restraints on foreign businesses in that country and provides a contact all the way through to the end consumer.

Komissarov came to the U.S. with a list of products he wanted to move into his country if the quality and the price were right. After the partnership was signed last Saturday, the search began for manufactured products that fit the foreign buyer's needs. By November 25 officials of the commission plan to have a \$125,000 order for corn starch, corn oil, and cream cheese

ready for their first export shipment.

Coleman and Best told *Lancaster Farming* on Wednesday that the commission wants to cooperate with processors and farm cooperatives.

"Because we are a bunch of farmers we have been able to develop a grass roots communication with these people from Russia and other countries that is not always available to those at higher levels of the distribution chain," Coleman said.

"But we need the input of our processors and farm cooperatives to help us with the know-how and the manufactured products to keep things moving forward."

Best agreed. "We do not plan to withdraw from or replace existing cooperatives. Our goal lies in the reduction of surpluses by exporting them. In addition, we hope to put fewer brokers between the farmer and the consumer of our farm products."

The organization of the commission has revolved around the incorporation of two companies with dual memberships that give voting privileges and 100 percent shares of the dividends to farm producers only. A different class of membership has been offered for non-producers with no voting privilege and only a 25 percent share of the dividends.

Up to October 1, each membership was sold for \$100 and 500 farmers and other interested investors tied into the commission. At present no new memberships are being offered. After January 1, 1996, additional memberships may be sold with an unofficial figure discussed at \$4,000 each.

"We really don't know if the



Export/import commission members at the signing of the Russian partnership. From left, seated, Allen Welcksel, commission director, and George Komissarov, St Petersburg businessman. Standing, Robert Best, Holtwood; Jack Coleman, Ronka; Herb Graybill, New Providence; Leroy Welk, Quarryville; Dan Siegfried, Nottingham; Jane Balmer, Mt. Joy; Robert Wenger, Drumore, secretary; John Best, Holtwood, treasurer; Irene Souchkova, St Petersburg, interpreter; Ed Harnish, Christiansa; Chuck Groff, Quarryville, auditor; Lloyd Welk, Quarryville, president; and Charles Tindall, Peach Bottom. Commission members missing from the photo are, Karl Herr, Oxford; David Steward, Delta; Ken Wiker, Rawinsville; Don Eckman, Peach Bottom; Dave Byers, Buck; and Scott Shoemaker, Kirkwood.

## Pa. Holstein Announces Convention

STATE COLLEGE (Centre Co.) — The 1996 Pennsylvania Holstein Convention is to be held Feb. 22-24 at the historic Genetti Hotel in Williamsport.

Serving as host for this year's convention is the Central District, whose members are looking forward to providing state Holstein enthusiasts with a timpe of education and relaxation.

The Planning Committee, chaired by John Zimmerman, is working on a number of different programs ideas that will not only highlight Williamsport, but also offer an opportunity to learn more about the future of the industry.

Activities discussed include tours; a round-table presentation, a convention sale, a ladies' day program, the 83rd annual meeting, commercial exhibits, and an awards breakfast.

The convention sale is set for 7 p.m., Feb. 22, and consignments are now being considered. Those interested in consigning should call Bill Allen at (717) 944-1374.

The annual meeting is set to be held Feb. 23, with the banquet to be held that evening.

Saturday morning, the awards banquet is scheduled.

commission will make it or not," Best said. "but we now have more offers to buy products than we are able to supply with our present efforts to develop sources of products for export. And we read in the papers that farmers should diversify and develop new enterprises. For us this is one way to try to diversify."

While the local foreign trade group has already found it may be

hard to compete with the European market, they have eliminated the broker's commission their Russian partnership. In addition, the trend in other countries is to deal more directly with the producer. This gives the commission another advantage. And because many different farm commodities are available in Southeast Pennsylvania, the foreign buyers can get all the different products they want right from

the commission.

Products to be offered include corn starch, corn oil, cream cheese, powdered milk, poultry, pork, and beef products.

With the first partnership in place and the prospect of the first shipment due out later this month, enthusiasm is running high. Many farmers have called this a historic moment in the life of Pennsylvania Agriculture.

NEW ENERGY COMPANY OF INDIANA  
**DISTILLERS GRAINS**  
 AVAILABLE AT  
**CUMBERLAND VALLEY COOPERATIVE**  
**SHIPPENSBURG, PENNSYLVANIA**  
 CALL THE NEW ENERGY MARKETING DEPARTMENT  
 FOR PRICING INFORMATION  
**800-462-8263**

**PAUL B. Zimmerman INC.**

**DAYCO SUPER II V-BELTS**

Now there's a belt that beats the toughest drive problems.

Innovative design & construction provide extra strength and stamina.

Test the Super II v-belt on your toughest drive.

The Super II v-belt was first used for two critical applications: Shaker and conveyor belt drives. In every case it performed better than conventional wrapped belts by wide margins. But the real test that really counts is the day you work on your own equipment.

By the Super II belt on your toughest drive problem. You'll be so amazed by its incredible endurance that you'll want to put it on all your drives. In fact, we're so sure you'll be pleased with the performance of the Super II v-belt that in the unlikely event you're not satisfied, we'll refund the original purchase price or replace it with a conventional wrapped v-belt. The Super II v-belt from Dayco. The super problem solver.

Hi modulus polyester cord located in the belt mid section is specially treated to maintain extreme belt loads & shock without stretching.

Dayco's unique raw-edged belt sidewalls grip pulleys better minimizing belt slip, noise and drive vibration.

Multiple fabric plies relieve stress on the load-carrying center cord allow greater flexibility. A belts have three plies top and bottom. B belts have four and C belts have five.

Special 100% neoprene rubber composed supports cord more evenly, top and bottom dissipates heat more evenly, and provides more oil, heat and ozone resistance.

**Dealer Inquiries Welcome.**

**PAUL B. ZIMMERMAN, INC.**  
 50 Woodcocker Rd., Lititz, PA 17543  
 1 Mile West of Ephrata  
 (717) 738-7350  
 • HARDWARE • FARM SUPPLIES •

HOURS:  
 Mon., Thurs., Fri. 7-8:30  
 Tues., Wed.: 7-5:30  
 Sat.: 7-4:00

**AGRI-INC. Custom Built Farm Buildings Designed To Your Needs**

**Dairy Complex**      **Free Stall Barn Interior**

**Let Our Experience Work For You**

• Site Layout • Building Design • Construction

• Dairy Complexes And Replacement Stock Facilities      • Horse Stall Barns And Riding Arenas      • Workshop And Machinery Storage Buildings      • Timber Column Building For Light Commercial

**AGRI-INC. The Construction Professionals**      **MEMBER NEBA**

**Serving The Agriculture Industry For Over 25 Years**

151 E. Farmersville Road, Ephrata, PA 17522 • (717) 354-4271