

USDA Co-Sponsors Export Logistics Seminar

WASHINGTON, D.C. — The USDA recently announced an upcoming seminar designed to help shippers of high-value agricultural products establish and expand overseas markets.

The seminar, "Export Excellence," which will be jointly sponsored by USDA and the American Institute for Shippers' Associations (AISA), will take place Aug. 8 at the Silverado Hotel in Napa, Calif., in conjunction with AISA's 40th

Annual Meeting.

"The seminar represents an exceptional one-stop shopping opportunity for anyone currently involved in or eager to learn about participating in international trade," said Kathleen Merrigan, administrator of USDA's Agricultural Marketing Service. "It will give exporters the information they need to compete in today's fast-paced global marketplace."

The program will feature a series of speakers addressing a

broad range of topics, such as export market development, government assistance programs, shippers' associations, port services, and the latest in logistics technology.

"Small- and medium-size shippers and exporters, in particular, will be able to learn how they can export more effectively through cooperative shipping or shippers' associations," said Merrigan. "By pooling cargo, shippers can reduce their transportation costs and improve the

logistical services they receive."

Both public- and private-sector international trade, regulatory, legal, and marketing specialists will address the gathering. Among the speakers will be Joseph Rallo, director, International Department, The Wine Institute; Geoffrey Giovanetti, managing director, the Wine and Spirits Shippers Association; Jean-Jacques Francoulon, president of U.S. operations, J.F. Hillebrand Group; and Steven Ballas, director of the

North American Shippers Association.

Information on the seminar may be obtained by contacting Heidi Reichert, Shipper and Exporter Assistance, Transportation and Marketing Programs, Agricultural Marketing Service, USDA, Room 1217-S, 1400 Independence Avenue, SW, Washington, DC 20250-0267; telephone (202) 690-2325, e-mail heidi.reichert@usda.gov or on the AISA website at www.shippers.org.

Corn Conference Showcases Grower Checkoff-Funded Research

ST. LOUIS, Mo. — About 600 leaders in the corn industry took a long hard look into the future of corn processing at the Corn Utilization and Technology Conference (CUTC) June 5-7 in St. Paul, Minn.

Part of that future was revealed in reports on polyols, butanol, and extremophile research, studies funded by U.S. corn growers through checkoff dollars.

Jointly hosted by the National Corn Growers Association (NCGA) and the Corn Refiners Association (CRA), the CUTC gave corn growers, corn refiners,

researchers and industry and government representatives the opportunity to explore new uses for corn, share technological techniques and discuss new ideas and methods for corn processing. NCGA grower-leaders and staff members who represent corn checkoff boards gained knowledge that will help them continue to invest grower funds in research.

"Corn growers directly benefit from conferences such as this," said Lee Klein, president-elect of NCGA and a farmer from Battle Creek, Neb. "The techniques and opportunities

discussed here in the general sessions and in casual conversations in the halls will increase the use of corn and help add to its value. And that value will be seen at the farm."

Said Rene Shunk, NCGA director of business development and corn processing research, "The CUTC is the one place that all people connected with corn production and processing can meet for one purpose: to discuss the uses of corn."

The conference once again emphasized the international business of corn and corn processing. The attendees repre-

sented 17 nations that ring the world, such as Argentina, United Kingdom, Austria, France, Israel, China, Japan, and South Korea.

Another conference highlight was the presentation of the CRA/NCGA award for Lifetime Achievement in Corn Utilization to Ernie S. Micek, Cargill president and chairman who will retire later this year. In presenting the award, Kyd Brenner, CRA vice president, noted Micek's contributions to the members of both organizations by reinvigorating the CRA research program and supporting CUTC to bring together the technical minds of the industry.

"Along the way he did a couple of things for Cargill and corn milling as well, such as overseeing the efforts to build the Eddyville, Iowa, and Blair, Neb., milling plants and leading a diversification and growth that has led to literally hundreds of millions of bushels of new corn demand," Brenner said.

AGA Hires Director of Education, Research

SPRINGFIELD, Mo. — In a bold move, the American Gelbvieh Junior Association is upping the ante at its annual National Junior Classic by opening the Judging Contest to 4-H, FFA, and collegiate teams.

The 2000 AGJA Hillbilly Classic is set for July 11-15 in Springfield, Mo.

Participants will compete for a chance to win cash prizes, and the top individual in each division will win a Gelbvieh heifer. Farms donating heifers for this contest include Burbank Cattle Company, St. Catharine, Mo.; Judd Ranch, Inc., Pomona, Kan.; Lawson Farms, Tuscum-

bia, Mo.; Rogers Valley Farm Gelbvieh, Mendan, Mo.; Sea-J Farms, Everton, Mo.; and Thousand Oaks Polled Gelbvieh, Neosho, Mo.

Each team is comprised of four members and each member's score counts towards the team total. The judging contest will consist of six classes of breeding females, bulls and market steers. Performance data may be provided to assist contestants in placing some classes.

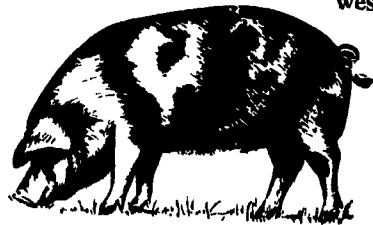
Oral reasons will be given on two classes in the intermediate (12 to 15 years) and senior (16 to 21 years) divisions. All juniors (8 to 11 years) will give oral reasons on one class. The Southwest Missouri State University

Judging Team is coordinating the contest.

The Judging Contest will begin on July 12 at 10 a.m. at the Ozark Empire Fairgrounds in Springfield. Contact Bob Weaber at 303-465-2333 or email him at bobw@gelbvieh.org for information on registering a non-AGJA team.

The American Gelbvieh Junior Association serves 1,100 members ages 5 to 21 with a comprehensive youth education and leadership development program.

For more information on the AGJA or the Hillbilly Classic, call 303-465-2333 or visit the Gelbvieh website at www.gelbvieh.org.



RESTAURANT EQUIPMENT AUCTION

JUNE 26-MONDAY-10 AM
Pizza Etc. 1-81 Exit 20,
Wertzville Rd., Enola, PA

Complete Modern Pizza Shop Features Blodgett Full Size Gas Ovens, Hobart 60 Qt. Mixer, Large Walk In Cooler, Strong on Prep Tables and Refrigeration. SS Hood. Hobart Slicer. Gas Stove and Fryers.

Good Clean Equipment for Any Type Food Service. Full list next week. Easy Highway Access

Terms: No Buyer's Premium, Visa/MC, Pa. Checks, 48 hours Removal.

Directions: I-81 exit 20 Wertzville Road, Enola, Pa

MARK BARANOWSKI
AU 2570
(717) 657-2317
CINDY FENTON AU3412

★ Red Roof Farms Dispersal ★

Red Roof Farms - Dewittville, N.Y.
Cattle, Machinery and
Milking Equipment Dispersal
Saturday, July 1 @ 11 AM

Sale to be held at the farm, 7057 Beech Hill Road, Dewittville, N.Y. from Rt. 430 in Dewittville go north on Meadows Road, bear left at "Y" up the hill then about 3.5 miles on left. 17 miles on northwest of Jamestown, 7 miles northeast of Mayville, NY. Watch for auction arrows.

Jerseys - 75 head

Due to medical reasons will sell: 55 Jersey cows, 15 bred and open heifers and 5 calves. This is a fancy young herd of freestall trained grade Jersey cows. Milked in a flat parlor. Herd is not on test. Butterfat at the plant is 5.0 and protein 3.7. Looking for test and protein? Don't miss this sale. Cattle will be vet checked for pregnancy and inoculated for shipping fever. Cattle sold out of state will be tested immediately following the sale.

Machinery and Milking Equipment

Int. 1086 tractor w/cab, 18.4 x 38 tires; 18.4 x 38 duals; Luck/Now 330 mixer wagon w/scales, new - only used 2 months; Knight 8018 Pro Twin slinger spreader; NH flail chopper; AB-8B automatic grain dryer w/wet bin & auger (natural gas or propane); 6,000 bu. grain bin w/drying floor 26' diameter (already apart); 2 - Harvester roller mills (5 hp & 3 hp); 60 round bales of oat straw (bright and under cover); 100' belt line feeder; misc. items. Milking equipment: Universal 2,000 gal. bulk tank; Universal flat parlor, complete, consists of 12 Universal walk-thru head locks; 12 - Quad track units w/auto takeoffs; 7.5 hp Universal vac. pump; new 7.5 hp Universal vac. pump, still in crate; Opportunity here. All equipment was put in new only 4 years ago. Feeder pigs: 32 pigs sell ranging from 30-70 lbs.

Terms: Cash or good check day of sale.

Nothing to be removed until settled for.

Empire Livestock Marketing, LLC
Don Yahn, auctioneer
(716) 296-5041 or (716) 738-2105 (cell)



AMERICAN AUCTION GALLERY

LARGE TOY AUCTION

SUN., JUNE 25, 2000

11:00 AM

One mile east of Frederick, Maryland off Rt. - 70 East, take exits 56 East or 59 West to Rt.-144, one mile each way to auction.

Peddle Tractors - Air-Plane-Scooter
Childs 2 Horse Merry-Go-Round
Trains and Accessories

1940 Ford Hot Rod-'50 Mercury-'75 Chevy Pro. Street-'62 Thunderbird-'49 Ford-'86 Ford Hot Rod-'55 Chevy Nomad Street-'55 Ford Crown Vic. (All In Original Boxes-Precision Made By Danbury Mint), (2) 400 Farmall Peddle Tractors, Precision Farm Tractors, 100th Anniversary New Holland Square Baler, J.D. 6000/7000 Series Tractor Set In Original Box, 50th Anniversary 12 A John Deere Combine (Boxed), 1948 A.C. "C" Tractor, McCormick-Deering Special Edition Thrashing Machine, 1947 A.C. Roto Baler, D-21 A.C. Tractor, Oliver 77 w/Loader, Approx. 300 to 350 Tractors and Farm Equipment (Items Most in Original Boxes), Allied Metal Furniture Van Truck, Hess Truck, Buddy "L" Horse Truck, Lobo Sound Express Buddy "L", Nascar Collectors Match Box Cars (Approx. 40), Ertle Die Cast Truck Banks (Advertising Models), Bachmann N. Locomotive, G.P. 40 Contail Locomotive, Life Like G.P. 38CSX Locom. N Model Cars (Flat Beds-Tankers-Cargo-Gondolas-Cabooses), Train Platform Buildings-Track-Platform Accessories, Railroad Magazines, Odd Railroad Items and More.

This Sale Has Many Fine Not Listed Toys

TERMS: Cash/Good Check With I.D., 10% Buyers Premium, 5% MD. Sales Tax, Visa/Master Card, 5% Charge on Accounts Not Paid Cash or Check. All Sales Final, No Guarantees.

Good Country Food Air-Conditioned!



JACOBS AUCTIONEERS
C P JACOBS, JR-301-662-3530
TERRY M JACOBS-301 663-0732

"Watch For Large July 4th Antique Auction"