

Corn Growers Advance Ethanol In Nation's Energy Policy

WASHINGTON, D.C. — The nation's corn growers say ethanol deserves a leading role in emerging national energy policy because it delivers energy security, promotes environmental stewardship and revitalizes rural communities.

Lake Preston, S.D., farmer Lynn Jensen, chairman of the National Corn Growers Association (NCGA), testified yesterday before the House Agriculture Committee's Subcommittee on Conservation, Credit, Rural Development and Research.

Jensen provided an up-to-date portrayal of the U.S. ethanol industry, noting that given the uncertainty about this nation's energy supplies, the arguments promoting ethanol are compelling. He said the current cost of producing ethanol lies in the range of \$0.95-1.10 per gallon and research shows that for every 100 BTUs of energy used to produce ethanol, 135 BTUs of ethanol are produced.

"Ethanol facilities are not

only cost effective, they are energy efficient...Therefore, the myth that it takes more energy to produce a gallon of ethanol than is contained in the ethanol itself is just that: a myth," Jensen noted.

Citing research conducted by the Argonne National Laboratory, Jensen testified that ethanol produces 32 percent fewer emissions of greenhouse gasses than gasoline for the same distance traveled.

"Last year, ethanol production set a new record, utilizing more than 600 million bushels of corn, or about 6.5 percent of the crop to produce 1.63 billion gallons of fuel ethanol," Jensen explained. "Corn demand created by ethanol kept valuable farmland resources in production, adding as much as \$3 billion to the income of our corn farmers."

The viability of the ethanol industry hinges in large part on government policy, he said, adding, "Given the uncertainty regarding how the Administration will respond to California's request for a

waiver from the federal reformulated gasoline program (RFG), growers' investments in new ethanol plans are on hold."

Jensen suggested a two-track approach that achieves:

- The development of a comprehensive energy strategy that includes a renewable fuels requirement complementing the current oxygen requirement in the RFG program; and

- A comprehensive reauthorization of the Clean Air Act where new developments in fuel and vehicle technology "can be considered through the critical lens of analysis that our environmental policy demands. Such a course would provide the renewable fuels industry the necessary signals needed to attract additional investment while maintaining the environmental benefits of current law that has provided millions of Americans with cleaner air."

Jensen's complete testimony is posted on NCGA's Website at www.ncga.com.

Sharad Mathur Joins Dairy Marketing Services

SYRACUSE, N.Y. — Sharad Mathur, a well-known executive in the dairy industry, has joined Dairy Marketing Services, L.L.C. (DMS) as vice president. Mathur will be involved in all facets of the milk marketing operation and will place an increased emphasis on procurement for DMS — the milk marketing entity created through a joint venture between Dairylea Cooperative Inc., of Syracuse, N.Y. and Dairy Farmers of America, Inc. of Kansas City, Missouri.

DMS serves as the marketer of 10 billion pounds of raw milk produced annually by 6,000 combined members in the northeast.

"Sharad is an excellent addition to our operation," said Rick Smith, CEO of Dairylea Cooperative and of Dairy Farmers of America's Northeast Council. "He brings with him not only intimate knowledge of the industry, but admiration and respect from his peers. I am thrilled to have him on board."

Mathur comes to DMS with more than 20 years of experience

in the dairy industry. He worked for Sunnydale Farms/Parmlat as a production supervisor, inventory controller, chief financial officer and, most recently, as director of country operations.



Sharad Mathur

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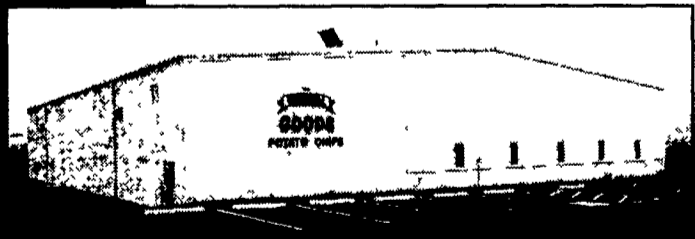
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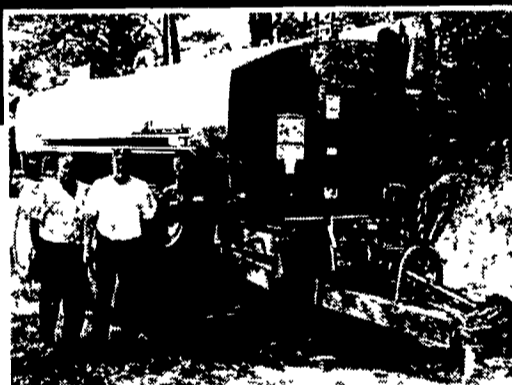
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"We enjoy the staff at Mid-Atlantic. They're good, honest, and straightforward people."

- Ray Smith



Ray Smith (left) of Triple S Farms, Beauville, NC. "Cleans Up" with help from Mid-Atlantic.

Q: Please explain your business.

A: We are a custom cleaning business specializing in complete close-outs of hog lagoons in Eastern North Carolina.

Q: Which of Mid-Atlantic's services to you use most often?

A: We buy our equipment from them, as well as our parts. We presently operate two 6,300 gallon Houle Spreaders with self-loading capability, one 6,000 gallon and one 3,850 gallon spreader. In addition, we own several Houle lagoon pumps.

Q: What would you consider to be benefits of doing business with Mid Atlantic?

A: We enjoy the staff at Mid-Atlantic. They are good, honest and straightforward people. They have always been upfront with us, and often advise us as to what equipment and procedures will work for us, and what won't work. They believe in providing honest advice - not just making a sale. I highly recommend their parts department as well. They are very knowledgeable and are always available by phone when you need them, with answers to all of your questions.

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