

Increase In Red Winter Wheat Exports Aids Maryland's Farmers

EDGEWATER, Md. — Soft red winter wheat, the class of wheat grown by Maryland's farmers, is increasingly destined for foreign shores. Millers and bakers in countries that have never imported the red wheat before have discovered that it is an excellent quality and a profitable choice, with the result that exports this year are on track to nearly double the level of three years ago.

The U.S. grows six classes of wheat and, of those, soft red winter wheat is the only class that has experienced steady export growth since 1998. Soft red winter (SRW) wheat is used to produce a wide range of confectionary products and crackers, and is blended to make breads.

In addition to growing the crop that is increasingly in demand, Maryland's grain producers contribute to this extraordinary achievement through their support of U.S. Wheat Associates (USW), the industry's export market development organization. With support from the Maryland Grain Producers Utilization Board (MGPIB), other state associations, and matching funds from the U.S. Department of Agriculture, USW has been pushing hard to introduce the benefits of U.S. wheat to new buyers around the world.

Mike Clark, president of the MGPIB and a grain producer in Howard County said, "At our annual funding meeting this month, our board of directors was pleased to approve a grant to support both the US Wheat Associates and US Grains Council. These organizations help expand our overseas markets. Individual states simply don't have the manpower to develop these important markets. Expanding our export business can make a huge difference

when selling a crop and after years of low commodity prices; new markets are especially important."

A lot of foreign buyers like what they see in American grown soft red winter wheat. For instance, following on the heels of technical assistance and crop quality information provided to the grain traders and millers in Spain, exports this year are unprecedented, reaching almost half a million tons, or over 18 million bushels, where no sales had occurred in decades.

Maryland wheat producers are also closely watching the south Asian country of Sri Lanka, where exports of soft red winter wheat are up by a third. USW has been working closely with Sri Lanka government officials as they privatize the country's milling industry. They recently brought the country's first private mill owner to the U.S. to resolve issues on grain inspections and to familiarize him with the many varied aspects of the U.S. grain market and contract specifications.

Egypt continues to be a huge importer of soft red winter wheat, buying nearly 55 million bushels since June of 2001. Export sales to countries in the western hemisphere are also up, rising 25 percent, as buyers in Mexico increase their purchases to the point where they are the second largest purchaser of SRW, following Egypt.

When Brazil dropped a ban on U.S. wheat early last year, their first purchase was soft red winter, and it continues to be their wheat of choice. Drew Stabler of Montgomery County, a member of the Maryland Grain Producers Utilization Board hosted a Brazilian trade team at his farm last year, when USW brought to the U.S. buyers representing the majority of Bra-

zil's milling industry.

"I think I can speak for farmers everywhere when I say, we are grateful for any progress we

can make toward future exporting. As everyone has heard, our supplies are high and commodity prices are low. By improving

trade relations with countries like Brazil, Sri Lanka, and Mexico, it helps all countries involved," finished Stabler.

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(6) 60ft steel trusses, 8" channel, enough to erect 60x75 ft bldg. Trusses, \$350/per, Channel 20c/lb. Red Fir & Hemlock timbers, approx 4000 bft/ea, 16 ft long. Vertipak Packer & container, new \$7280, sell \$750. Gas fired incinerator, could be connected to wood, exc cond, \$450. 570-745-7445 8-4:30pm

Used 3/4" treated plywood \$13; 4"x4"x8" treated post \$3.25. Not interested in selling 1 piece at a time. For more information contact Mike @ 717-445-4571, ext 145.

Insulated garage door panels, can also be used for exterior siding, \$60 sq. ft. 717-626-5334.

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BARN FLOORING; new, kiln dried, T&G, Y-pine 2x8's for floors and stalls. Noah Shirik Sawmill, 717-354-0192.

Used Oak floorings, 3/4" wide, tongue & groove, 60 years old, no nails, \$1.25/sq.ft. 607-387-5838 Tues-Fri. Trumansburg, NY

All Steel Buildings. Must sell! Up to 60% off! 40x60, 50x90, 60x120 Can deliver. Must Sell! Roy 800-499-2760

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Ubler 820 TMR cart, \$800. Maffor concrete buggy \$500. Same Leopard 85 w/eng fresh overhaul \$9,500. 717-530-1656.

NH 1002 stack wagon; NH 489 haybine, nice; NH 57 PTO rake, l. new. 215/679-5753

Ford 3000 gas, 4spd., new tires, paint, bkt., 200 hrs. on eng, 1830 T, \$5,500. 717-361-9335.

Pequea 710 PTO tedder, \$975; Zimmerman 8x16 wide track hay wagons, \$1025; Ford 3000 gas, redone, \$5995. NH 320 baler w/thrower, \$1275. 610/916-3959

Ford 961 gas, WFE, just OH, new paint, good cond, \$3250. 814-696-0868

Skid loader tires, 10x16.5, \$65/ea. 12x16.5 tires, \$85/ea. Universal & NH style pallet forks, \$450. NH bkt. 717-859-2419

Small utility vehicle w/ dump bed, 16 hp, \$2,200. 717-252-1221.

IH 886 cab, later model, very clean, new clutch, \$12,500; IH 1086, exc. rubber, sharp! IH 574 utility, local trade, dsl, \$5700. Zeisloff Eq. We finance at 6.9%. 800-919-3322

NH 575 baler, quarter turn, hyd form, exc cond, \$7,900. 202-439-2610.

AC 190XT Series 3, runs good. 845/344-2955

Roll over plow Oliver 2 bot, ready to plow. LanCo, 717-445-4090.

Harlo H6000 Forklift, 28' mast, 6000 lb. lift, tires 80%, \$8,250. 856-769-0787.

JD 530, NF, 3pth., new paint, good condition. 814-766-3386.

500 gal Zimmerman sprayer, 30' J Blue booms w/J Blue single piston pump, \$1,500. 717-993-2206.

CBT 8060, 108hp tractor on steel, low hrs, Mercedes dsl, good cond. I&J combination mower, Gehl 600 harvester w/processor. To be sold at Beiler's Machinery sale February 21st

JD 945 13 ft mo-co, fine conditioner, exc cond, mowed 1200 acres, \$15,500 aba. 717-426-2659

Combine sale: Every Feb. we lower prices on combines. Interest rates as low as 6.9%, lowest % we've ever had. Lots of trade ins. Call Zeisloff Eq. 800-919-3322

(4) 36" auto vent-o-matic fans. 18 Shenandoah gas brooders. Pressure booster pump. Therm- alarm w/2 thermostats. Mifflin Co, 717-935-2521.

Dahlman 2020 potato harvester, M table; Lockwood 76 harvester. Both excellent condition. 302-653-8289

Sharp 6620 side hill combine, just purchased and very good, low hrs; also 6620 SH 4x4, ran our corn last year, \$19,000. We finance at 6.9%. Zeisloff Eq. 800-919-3322

Ford TW35 4x4, 3400 hrs, new paint, new rear tires, cab & air, ready to work. I retired. 570-966-0883 after 6:30pm

Farmall Super C, good cond., new battery, new valve job, rebuilt starter. 717/838-5310

Tractors: JD 2130 w/loader. Oliver 1750 w/loader. Deutz 3006 w/loader. MH Pony w/implements. Case 1494, LA. MF 135, 275. MM 445. IH 574, and others. 570-378-2337.

John Blue anhydrous knife, 7Rx30" on center, wing-fold, like new cond, \$1,000. Krause 21 disc semi-integral 5200 drill, VG cond. 215-766-0534.

NH 1049 Super S/P stack wagon, 160 bales, \$20,000. 202-439-2610.

WANT fenders for White 2-105, will exchange cab. 717-354-7267.

Case IH 5100 soybean special grain drill, 24x6" w/grass seeder, press wheels, drill is mounted on 12' McCurdy Cult-Planter II, \$5000. Can separate. 717-624-4838

Clark 8000# elec pallet jack, \$900. 6"x20" irrigation pipe, \$20/ea. 10 ft snowblade, \$250. 2R IH 56 corn planter, good cond, \$1000. Clark 2000#, 2-stage mast forklift \$850. Crown 6000# elec pallet jack, \$1000. Buckeye grain bin, 13x15 w/auger. Cold storage box, 16x30. 610-268-8743

Farmall Super M SN L-503483J, w/brush hog, factory WFE, 3 new tires, new muffler, rebuilt carb, new brakes, repair video, very good cond., \$4500. 570/864-2703

SAWMILL \$3,895. Free information. Norwood Industries, 252 Sonwil Dr, Buffalo, NY, 14225. 1-800-661-7746, ext 407.

CIH 885, 4X4 w/ldr, 1850 orig 1 owner hrs, \$18,000 OBO 570-222-9090.

Gehl 1065 forage harvester used for hay seasons, no corn silage, tandem, automax, metal alert, 7' hay head, 2x30" corn head, \$8,500 OBO. 814-364-1349.

White 2-105, only 3700 hrs, fender, triple hyd., \$7900. White 262 Iseki \$5800. Zeisloff Eq. 800-919-3322

CIH 5230, MFD, 5500 Hrs \$25,500
CIH 7130 2WD, 80% rubber, 6200 hrs, 540-1000, 3 remotes, exc cond \$25,000
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Doyle Joins Farm Credit Leasing Board

MINNEAPOLIS, Minn. — Larry R. Doyle, executive vice president and chief lending operations officer of AgFirst Farm Credit Bank in Columbia, S.C., has been named a director of Farm Credit Leasing (FCL), a \$2 billion lease financing company that serves agricultural producers, their cooperatives, rural communications and energy companies, and Farm Credit System entities.

Doyle is responsible for AgFirst's lending operations division. He has served in his current position since January 1996. Prior to that, Doyle was the bank's vice president and treasurer for 10 years. He is a 25-year veteran of the Farm Credit System, having worked with several Farm Credit institutions. Doyle has a bachelor's degree in business administration, finance, and an MBA in finance, both from the University of South Carolina.

Doyle replaces Andy Lowrey, president and CEO of AgFirst Farm Credit Bank, as a director of FCL. Lowrey left the board after three years of service to focus on his responsibilities with

the bank. As one of FCL's two common stockholders, AgFirst is entitled to a seat on the company's board of directors.

The FCL board consists of seven directors. Three directors represent the company's two common stockholders, CoBank and AgFirst Farm Credit Bank. Three more directors represent FCL's cooperative, agribusiness and Farm Credit System customers. Another board member is a representative of the leasing industry.

In addition to Doyle, FCL's board members include Douglas Sims, chief executive officer of CoBank in Denver, who is board chairman; Robert B. Engel, president and chief operating officer of CoBank, who is board vice chairman; Peter Scott, executive vice president and chief financial and administrative officer of Beringer Blass Wine Estates in St. Helena, Calif.; Bill Lipinski, chief executive officer of First Pioneer Farm Credit in Enfield, Conn.; and Daniel Leclerc, principal of Crestwood Capital & Associates in Minneapolis, Minn.

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