

## 10 — Burley Season 1992

### Washington officials advocates for growers

**By Randy Greene**  
LEXINGTON - New personnel and a more aggressive approach to marketing have invigorated the Burley and Dark Leaf Tobacco Association. This institution has been representing this region's tobacco growers in the U.S. capital since 1949. With so many recent changes in Washington, however, the association has responded in kind. "We're looking at a new Congress and trying to get to know the new people coming to Washington," said Claborn H. Crain, estimating that possibly as much as one-third of those elected to Congress this year may be new to that forum.

Crain, who is in his second year as a vice president and managing director of the association, assumed office, October 1, 1991. He described the Washington office's duties as including the development of tobacco markets both overseas and in the U.S., public-relations efforts on behalf of American tobacco growers, and intervention in issues before the federal government that affect tobacco producers. Crain, who has worked in Washington since 1977, is a native of Canyon, Texas.

His background includes agricultural policy development, managerial experience, journalism, media relations, and advocacy on the state and federal levels.

Also new to the association's staff is its secretary-treasurer, Dawn R. Riley.

A native of Manville, Kentucky, she grew up on a tobacco farm in Washington County, where her father was a tobacco grader for eleven years.

Riley, a graduate of Centre College, joined the Burley-Dark Leaf staff earlier this year, after having worked nearly three years for U.S. Sen. Mitch McConnell (R-KY).

### Burley convention held October 3-5 in Tennessee

**By Randy Greene**  
LOUISVILLE - The 44th annual convention of the Burley and Dark Leaf Tobacco Association, Inc., will be held October 3-5, 1992, at the Overland Hotel in Nashville, Tennessee. Heading the association until that time is its newly elected president, Will Ed Clark of Murray, Kentucky, who is also manager of the Western Dark Fired Tobacco Growers Association. Clark succeeds John M. Berry, Jr., of New Castle, Kentucky, whose presidential term expired in October at the association's 43rd convention, held at Louisville's Brown Hotel.

Over 200 registrants attended the recent three-day event, according to Claborn H. Crain, the association's vice president and managing director.

"Each convention brings together representatives of the five member co-operatives and displays not only what the association has been working on the past year," Crain said, "but also provides a look at what we'll be working toward."

The association's member co-operatives include the Burley Tobacco Growers Co-operative Association in Lexington, Kentucky, the Burley Stabilization Corporation in Knoxville, Tennessee, the Eastern Dark Fired Tobacco Association in Springfield, Tennessee, the Western Dark Fired Tobacco Growers Association in Murray, Kentucky, and the Stemming District Tobacco Association in Henderson, Kentucky.

Our interest rates aren't all we offer that rates your interest.



Sure, our rates are competitive, but there are other advantages that only Farm Credit offers. For one thing, we are farmer-owned. That makes us a lot more aware of the farmer's unique problems.

We've been a stable, dependable source of credit for agricultural borrowers for over 70 years. That kind of experience means we'll be more flexible. That's why we work with you on a credit plan that fits with your cash flow. We also offer crop/hail/multi-peril credit life disability insurance as well as other financial services.

**We work for farmers. You keep America strong.**

**Farm Credit Service**  
240 East Main, Carlisle 289-2228

**If You Need A Late Model, Dependable Truck,**



**Make Us Your #1 Stop**  
30 To Choose From Financing Available  
Mon. - Fri. 8:30-6:30 Sat. - 8:30-6:00

**MANN'S AUTO SALES**  
120 Levee Road  
Mt. Sterling, KY  
498-5975

## Burley Season 1992 — 11

### Distribution of deduction of money from growers checks

**By Randy Greene**  
LEXINGTON - Warehouse fees, assessments, and other deductions result in burley growers not actually receiving the full amount bid at auctions.

So where does this deducted money go? FROM ALL BURLEY GROWERS

At least one cent a pound, or one dollar per hundred weight, goes to the federal government.

According to the U.S. Department of Agriculture, 1992 federal burley fees - or the amounts deducted from the actual sale price of a farmer's tobacco - will once again be shared equally by producers and purchasers, with each paying one cent a pound.

More specifically: • The no-net-cost assessment for this season's burley crop is 0.351 cents a pound - an amount that is 15.6 percent less than the 1991 no-net fee of .0416 cents a pound.

"No-net" assessments, which are based on 1982 congressional legislation, ensure that the burley price-support program continues to operate at no net cost to American taxpayers.

The overall marketing assessment for this season's burley crop is 1.649 cents a pound - an amount that is 4.1 percent higher than the 1991 marketing fee of 1.584 cents a pound.

Marketing assessments, which are based on the average price-support level, are required by 1981 federal legislation. Budget bills, enacted annually by Congress, have recently included provisions, such as assessments, to help reduce the federal deficit.

Before determining 1992 federal assessments on burley, the USDA's

Commodity Credit Corporation consulted with officials of the producer-owned Burley Tobacco Growers Co-operative Association in Lexington and the Burley Stabilization Corporation in Knoxville, Tennessee.

FROM KENTUCKY GROWERS

Kentucky growers contribute another dime per hundred weight for burley promotion.

Some years ago, farmers in the Commonwealth approved by referendum a checkoff fund maintained by one-tenth of a cent (0.001) from each pound of Kentucky burley sold.

Kentucky members of the Burley Auction Warehouse Association forward these checkoff dollars to the Council for Burley Tobacco, Inc. The Lexington-based Council ad the burley Co-op use checkoff funds to promote burley tobacco in the U.S. and abroad.

For the first time, Kentucky growers may also contribute either sixty cents or a dollar to an Ag Labor Program.

Based on legislation approved by the 1992 General Assembly, BAWA warehouses in the state will also collect:

• Sixty cents (\$0.60) per marketing card, if that card represents less than 5,000 pounds; or

• One dollar (\$1.00) per marketing card, if that card represents more than 5,000 pounds.

"This is a one-time charge, once a year," said Danny McKinney, CEO of the Burley Tobacco Growers Co-operative Association.

\*And all monies go into the Kentucky Ag Labor Fund, which will be administered by the state Agricultural Board and the state commissioner of agriculture's office, McKinney said.



If it's time to buy a new tractor, why not buy the one that will make all your winter jobs easier & rainy days drier all year long!

560 - 2 Wheel Drive  
70 HP Cab & Heater \$12,670

\*400 AN 2 Wheel Drive 57 HP - \$9,500\*

8.7% FINANCING WITH APPROVED CREDIT

**Stephens' Machinery Sales**

DANNY STEPHENS R.R. 165 Box 114, 8 Miles West of Flemingsburg  
EWING, KY 41039 PHONE 606-267-3061

### ATTENTION Tobacco Producers

The HOME WAREHOUSE COMPANY in Maysville, KY is Under New Management and will be operating as



**Farmers Home Warehouse, Inc.**  
Phone (606)564-4945

1992 Sales Will Start Nov. 23 - 10:00  
4-H & FFA Sales Held Here

Buddy Cropper 763-6352 Billy Rose 724-5382  
Pat Finn 883-3240 Greg Rose 724-5888  
Reese Wayne Smoot 289-5526