

February 1990

# INTERNATIONAL TRADE

## Activity Under the Export Enhancement Program



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United States  
General Accounting Office  
Washington, D.C. 20548

National Security and  
International Affairs Division

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February 12, 1990

The Honorable E (Kika) de la Garza  
Chairman, Committee on Agriculture  
House of Representatives

The Honorable Silvio O. Conte  
House of Representatives

The Honorable Charles E. Schumer  
House of Representatives

This fact sheet is the first in a series of reports that respond to your requests that we review the Export Enhancement Program (EEP), which is managed and administered by the U.S. Department of Agriculture's Foreign Agricultural Service (FAS). The fact sheet and its appendices provide some general information on how the program operates and the nature and extent of the program from its inception in May 1985 through February 1989. This fact sheet includes data on the sales value of commodities sold and delivered under the program, benefits to U.S. exporters in the form of bonuses associated with these sales, countries importing commodities under the program, and exporters participating in the program.

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## Background

The Export Enhancement Program was established by the Secretary of Agriculture in reaction to continuing decreases in U.S. agricultural exports. Under the program, government-owned surplus agricultural commodities were to be made available as bonuses to U.S. exporters to enable them to lower the prices of U.S. agricultural commodities and make them competitive with subsidized foreign agricultural exports, particularly those subsidized by the European Community. According to guidelines established by the cabinet-level Economic Policy Council, sales were to be targeted at specific market opportunities where U.S. agricultural exports could be increased above those that would have occurred without the program.

The Food Security Act of 1985, enacted in December 1985, codified the Export Enhancement Program as a 3-year export subsidy program providing \$2 billion worth of surplus agricultural commodities as bonuses. The Food Security Improvements Act of 1986 limited the overall amount of bonuses to be awarded during the 3-year period to not less than \$1 billion nor more than \$1.5 billion. In July 1987, the Department of

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Agriculture announced that the program would continue under the provisions of the Commodity Credit Corporation Charter Act of 1948 once the \$1.5 billion of authorized commodities had been exhausted. The Omnibus Trade and Competitiveness Act of 1988 authorized the continuation of the program and an additional \$1 billion in commodities through fiscal year 1992, thus raising the ceiling to \$2.5 billion. This level was reached in late fiscal year 1989. Through the Omnibus Budget Reconciliation Act of 1989, Congress has limited the amount of commodities available during fiscal year 1990 to \$566 million.

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## How the Program Works

FAS receives and reviews proposals for countries and commodities to target under the program from members of the U.S. agricultural community, Department of Agriculture program experts, and U.S. and foreign government officials. FAS then forwards the proposals with comments and recommendations to Agriculture's Under Secretary for International Affairs and Commodity Programs. If approved by the Under Secretary, a proposal goes to the Trade Policy Review Group for final review and approval. This interagency review group, chaired by a Deputy U.S. Trade Representative, includes representatives from the Departments of Agriculture, State, Commerce, Labor, Treasury, and Transportation; the Office of Management and Budget; the National Security Council; the Council of Economic Advisors; and other agencies with an interest in the proposal.

An approved proposal is then announced as an initiative, detailing the targeted country, the commodity, and the quantity (e.g., 100,000 metric tons) approved for sale. After the initial quantity is awarded, additional quantities can be approved and announced under a revised initiative.

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## Setting Minimum Price and Maximum Bonus Levels

FAS sets minimum prices and maximum bonuses for commodities sold under the program. Price and bonus amounts are calculated separately for each destination, type of commodity (e.g., hard red winter wheat, soft winter wheat, durum wheat), and time of shipment.

Based on information collected from overseas contacts (e.g., agricultural attaches, private contractors, trade contacts) and daily and weekly market intelligence reports, FAS sets a minimum acceptable price that is competitive with the delivered price of the subsidizing supplier. FAS then estimates the U.S. domestic price plus freight and special handling to the same destination. The difference between the U.S.' and the competitor's delivered prices becomes the maximum acceptable bonus.

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With few exceptions, bonus payments are made to exporters in negotiable "generic" commodity certificates with specified expiration dates and dollar amounts. The Department of Agriculture's Agricultural Stabilization and Conservation Service issues the commodity certificates and maintains documentation on contract fulfillment. The exporter may sell these certificates or redeem them for commodities offered by the Department.

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## The Bidding Process

After FAS announces an initiative, U.S. exporters compete for sales through an FAS-administered bidding process. U.S. exporters negotiate a sales price with an importer, determine the necessary bonus, and submit this information to FAS as a bid. For FAS to accept the bid, it must fall within established minimum price and maximum bonus levels. The minimum price and maximum bonus levels are not publicly announced, primarily to maintain the integrity of the bidding process and to promote competition.

Upon receiving a U.S. exporter's bid, FAS first compares the price to its minimum acceptable price. If the exporter's price is lower, the bid is rejected. If the exporter's price is higher, FAS then compares the bonus amount to its maximum acceptable bonus. If the exporter's bonus is higher, the bid is rejected. If the exporter's bonus is lower, the bid is acceptable. FAS compares the bonus amounts of all acceptable bids received and awards the contracts in ascending order of bonus bids until the approved quantity is filled.

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## Nature and Extent of the Program

As of October 26, 1989, over \$2.6 billion worth of surplus U.S. agricultural commodities had been made available as bonuses to eligible U.S. exporters. FAS had announced 105 initiatives (country/commodity pairings) targeting 65 countries and 12 commodities. In addition, 144 additional quantity allocations were approved and announced under these initiatives through September 29, 1989. Table 1 shows by fiscal year the number of initiatives approved and subsequent allocations made. The targeted countries and commodities are listed in appendix I.

**Table 1: EEP Initiatives and Additional Allocations by Fiscal Year**

<b>Fiscal Year</b>	<b>Number of initiatives<sup>a</sup></b>	<b>Additional allocations under established initiatives</b>
1985	6	0
1986	40	18
1987	30	36
1988	26	64
1989	3	26
<b>Total</b>	<b>105</b>	<b>144</b>

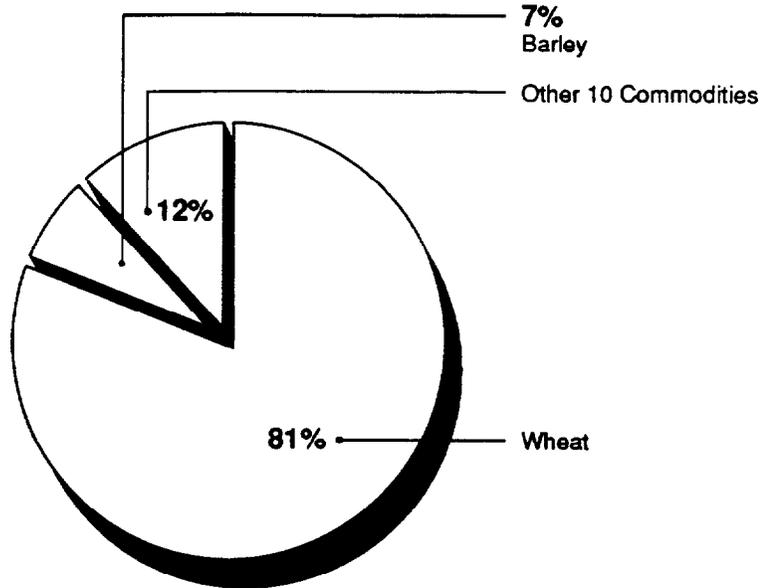
<sup>a</sup>Country/commodity pairings.

Source: Our analysis of FAS data.

The following analysis of program activity is based on appendices III through X, which we constructed from an FAS database containing contract and payment information. The appendices reflect quantities actually delivered and bonuses paid under the program through February 28, 1989.

The primary commodity sold under the program has been wheat, which accounted for \$5.5 billion of the \$6.8 billion in total sales value of commodities delivered as of February 28, 1989. Barley represented another \$463 million in sales. The other commodities sold under the program were wheat flour, barley malt, dairy cattle, table eggs, frozen poultry, mixed poultry feed, rice, semolina, sorghum, and vegetable oils. The distribution of sales by commodity is shown in figure 1 and details on these sales are shown in appendix III.

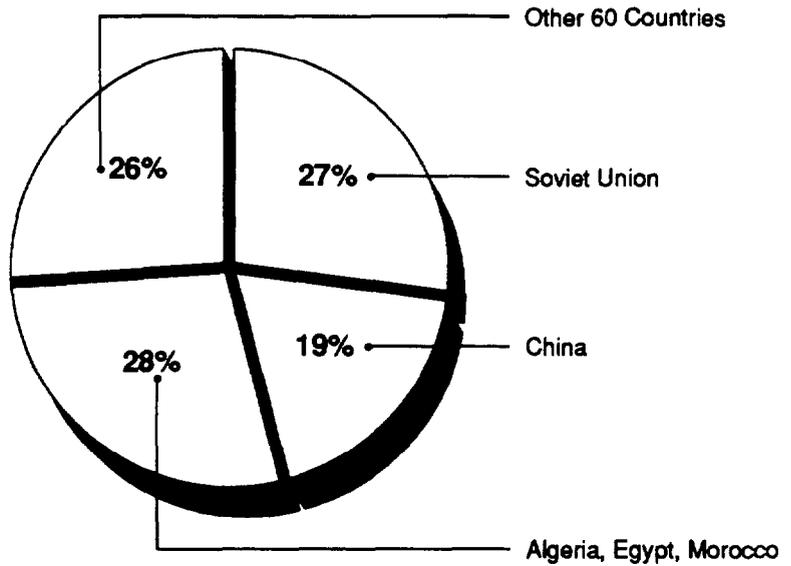
**Figure 1: Distribution of EEP Sales by Commodity, as of February 28, 1989**



Source: Our analysis FAS data.

As of February 28, 1989, five countries—the Soviet Union, China, Algeria, Egypt, and Morocco—had bought approximately 1.4 billion bushels of wheat under the program, about 74 percent of the 1.9 billion bushels sold. Figure 2 shows the distribution of the quantity sold by country. Appendix IV provides more detail on program activity by country and commodity.

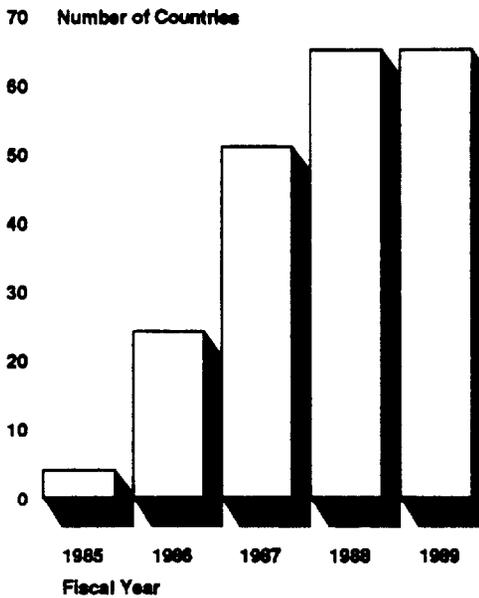
**Figure 2: Distribution of EEP Wheat Sales by Country, as of February 28, 1989**



Source: Our analysis of FAS data.

In the first year of the program (May through September 1985), four countries were targeted for sales under the program—Algeria, Egypt, Morocco, and Yemen. Over the next 4 fiscal years, the number of targeted countries grew to 65. (See figure 3.) No additional countries have been targeted since May 1988.

**Figure 3: Total Countries Targeted for EEP Sales, as of February 28, 1989**



Source: Our analysis of FAS data.

As of February 28, 1989, exporters had received bonuses totaling \$2.3 billion worth of agricultural commodities under the program. Total sales were valued at \$6.8 billion. Table 2 shows by fiscal year the number of commodities sold, the value of sales, and the total bonuses. Appendix V provides more detail on program activity by fiscal year.

**Table 2: Total Value of EEP Sales and Bonuses by Fiscal Year**

Dollars in millions			
Fiscal year	Number of commodities	Market value of EEP sales	Bonus awards
1985	2	\$86.5	\$22.8
1986	7	711.4	247.4
1987	12	1,675.3	913.8
1988	11	3,275.6	1,004.2
1989 <sup>a</sup>	7	1,029.9	128.9
<b>Total<sup>b</sup></b>		<b>\$6,778.8</b>	<b>\$2,317.1</b>

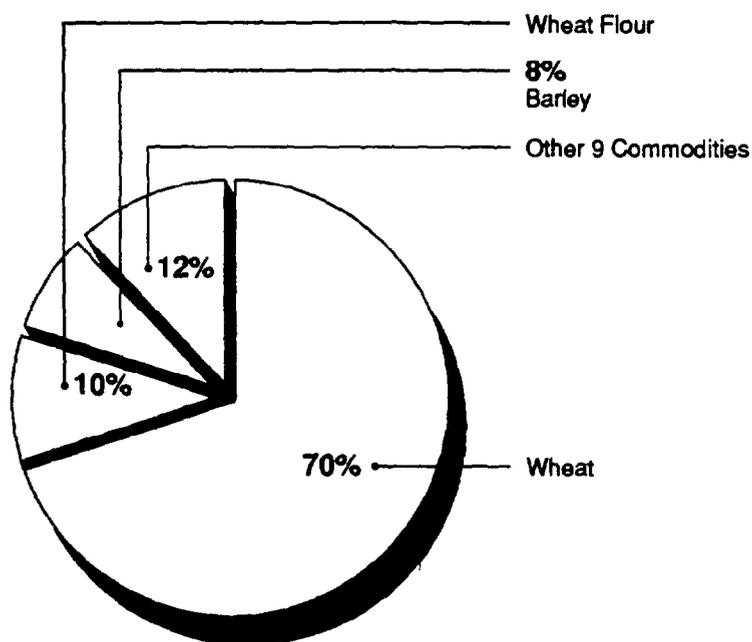
<sup>a</sup>Through February 28, 1989.

<sup>b</sup>Total may not add due to rounding.

Source: Our analysis of FAS data.

Of the \$2.3 billion in bonuses, about \$1.6 billion facilitated wheat sales. Approximately \$233 million supported sales of barley, \$176 million supported sales of wheat flour, and the remaining \$278 million supported sales of the other nine commodities. (See figure 4.) Appendix VI provides more detailed information on each commodity by fiscal year.

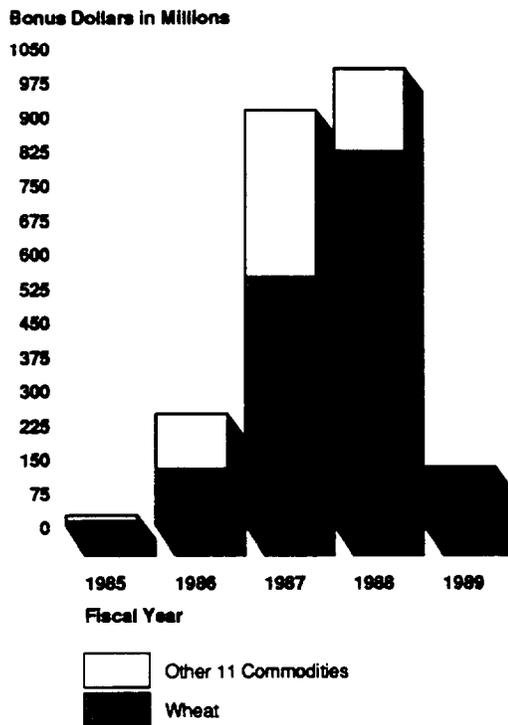
**Figure 4: Distribution of EEP Bonuses by Commodity, as of February 28, 1989**



Source: Our analysis of FAS data.

In fiscal year 1985, wheat and wheat flour were the only agricultural commodities exported under the program, and exporter bonuses totaled over \$22.8 million. As the program grew to include 12 commodities, wheat still accounted for the majority of the bonuses. (See figure 5.)

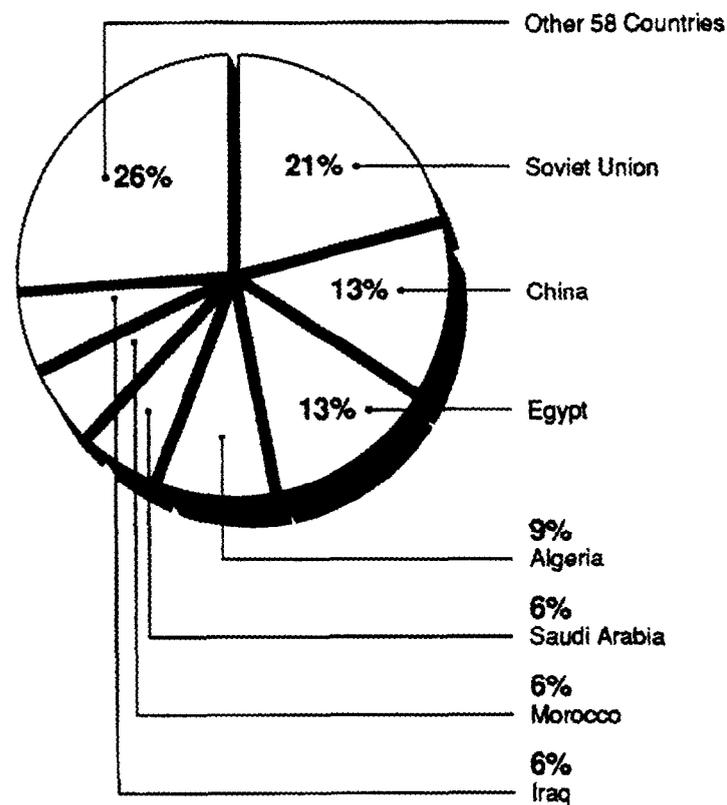
**Figure 5: EEP Wheat Sale Bonuses as a Percent of Total EEP Bonuses, as of February 28, 1989**



Source: Our analysis of FAS data.

Bonuses have facilitated agricultural commodity sales in 65 countries. As of February 28, 1989, \$1.7 billion, or 74 percent of the bonuses, supported sales to seven countries—the Soviet Union, China, Egypt, Algeria, Saudi Arabia, Morocco and Iraq. Figure 6 shows this distribution and appendix VII provides more detailed information.

Figure 6: Distribution of EEP Bonuses by Country, as of February 28, 1989



Source: Our analysis of FAS data.

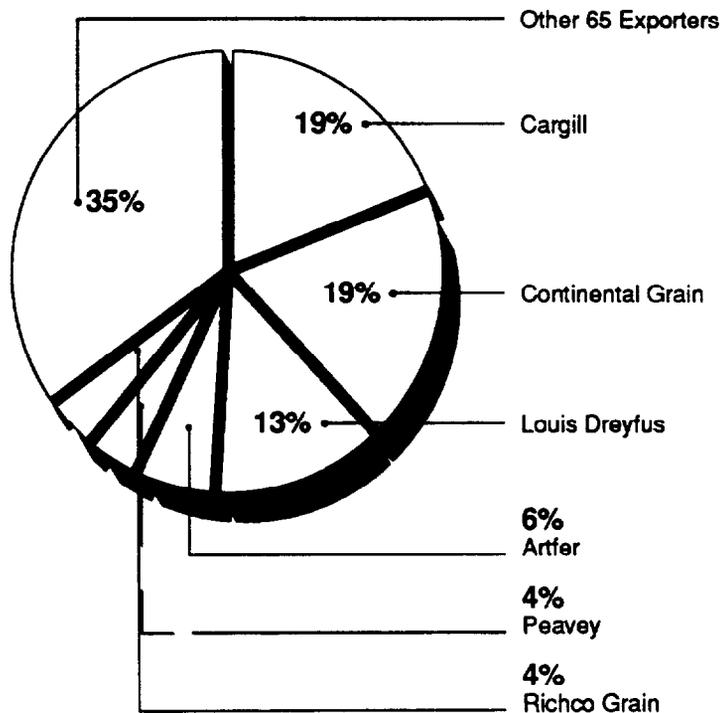
The amount of bonus needed to make U.S. agricultural exports competitive has varied by commodity over time. For wheat, the average bonus as a percent of average sales price has ranged from a high of 47 percent in fiscal year 1987 to a low of 13 percent in fiscal year 1989 (as of February 28, 1989). Further, our analysis shows that for eight commodities, the average bonus was greater than 50 percent of the average sales price in at least one fiscal year. In some fiscal years the average bonus actually exceeded the average sales price. For example, the average bonus value for dairy cattle exceeded the average sales price by 146 percent in fiscal year 1986 and by 121 percent in fiscal year 1987. Appendix VIII compares the average bonus with the average sales price for each commodity by fiscal year.

Through February 28, 1989, 71 exporters had sold and delivered commodities under the program. Based on FAS exporter qualification files, 64 exporters were categorized as "U.S. corporations." Many of these

firms are foreign-owned entities, but have been incorporated for business in the United States, some for as many as 30 years. For example, Kanematsu-Gosho (USA), Inc., a wholly owned subsidiary of Kanematsu-Gosho Ltd., Tokyo, has been incorporated in the state of New York since February 26, 1951. The other 7 exporters were 4 individual proprietors, 1 partnership, and 2 foreign entities.

Four exporters—Cargill, Continental Grain, Louis Dreyfus, and Artfer—each received over \$100 million in bonuses, with Cargill and Continental receiving over \$400 million each. Another five exporters—Peavey Company, Richco Grain, Pillsbury, Bunge, and Garnac Grain—each received over \$50 million in bonuses. Figure 7 shows the distribution of bonus awards by exporter. Appendices IX and X provide more detailed information on each exporter, including the firm's ranking by total bonuses received, and quantity of each commodity exported through February 28, 1989.

**Figure 7: Distribution of EEP Bonuses by Exporter, as of February 28, 1989**



Source: Our analysis of FAS data.

## Objectives, Scope, and Methodology

In developing this fact sheet, our objectives were to provide some general information on how the Export Enhancement Program works and to provide details on the nature and extent of program activity from its inception in May 1985. In early April 1989, we obtained access to an FAS database containing contract and payment information and used it to construct the appendices contained in this fact sheet. We included quantities actually delivered and bonuses paid under the program through February 28, 1989.

These figures differ slightly from FAS-reported quantities and bonus awards. FAS reports the entire quantity to be exported and the associated bonus value at the time the sale is approved, while our data reflect actual deliveries and bonuses paid. These amounts are reflected in the fiscal year in which the sales contracts were approved, rather than the fiscal year(s) deliveries actually occurred.

To determine the accuracy of the FAS database, we compared its data elements to contract and payment information contained in files maintained by the Agricultural Stabilization and Conservation Service and FAS headquarters. For those countries that had been awarded 30 or fewer sales contracts for a particular commodity, we verified 100 percent of those contracts. For those countries with more than 30 contracts for a particular commodity, we took a random sample of those contracts.

Overall, we found the database to be reliable. In those cases where we identified keypunch errors, FAS corrected the database. We also identified instances where exporters may have received bonus payments in excess of approved amounts. We are bringing these cases to the attention of the FAS Administrator in a separate report so that he can act to recoup any overpayments from the exporters.

Our work was performed in accordance with generally accepted government auditing standards. We did not obtain agency comments on this fact sheet, but we discussed its contents with officials from FAS and the Agricultural Stabilization and Conservation Service, and their comments have been considered and changes made as appropriate.

Unless you publicly announce its contents, we plan no further distribution of this fact sheet until 7 days from its issue date. At that time, as agreed with your offices, we will distribute this fact sheet to other congressional offices and will make it available to additional interested parties upon request.

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The major contributors to this fact sheet are listed in appendix XI. If you have any questions, I can be reached on (202) 275-4812.



Allan I. Mendelowitz  
Director, International Trade and  
Finance Issues

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**Abbreviations**

CCC	Commodity Credit Corporation
EEP	Export Enhancement Program
FAS	Foreign Agricultural Service

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# EEP Initiatives by Country and Commodity, as of October 26, 1989

Targeted country <sup>a</sup>	Commodity <sup>b</sup>
Algeria	Wheat, wheat flour, barley, barley malt, semolina, vegetable oil, table eggs, and dairy cattle
Bangladesh	Wheat
Benin	Wheat and wheat flour
Brazil	Wheat and barley malt
Bulgaria	Wheat and barley
Burundi	Wheat and barley malt
Cameroon	Wheat flour and barley malt
Canary Islands	Wheat, poultry, and dairy cattle
Central African Republic	Wheat flour
Central America (Costa Rica, El Salvador, Guatemala, and Honduras)	Barley malt
China	Wheat and dairy cattle
Colombia	Wheat and barley malt
Cyprus	Barley
Dominican Republic	Poultry and table eggs
East Germany	Wheat
Egypt	Wheat, wheat flour, semolina, poultry, and dairy cattle
Finland	Wheat
Gulf states (Bahrain, Kuwait, Oman, Qatar, and United Arab Emirates)	Poultry and dairy cattle
Hong Kong	Table eggs
Hungary	Barley
India	Wheat and vegetable oil
Indonesia	Dairy cattle
Iraq	Wheat, wheat flour, barley, barley malt, poultry, table eggs, and dairy cattle
Israel	Wheat and barley
Jordan	Wheat, barley, and rice
Kenya	Wheat
Lebanon	Wheat
Mexico	Wheat
Morocco	Wheat, vegetable oil, and dairy cattle
Near East (Bahrain, Kuwait, Oman, Qatar, United Arab Emirates, and Yemen)	Table eggs
Nigeria	Wheat and barley malt
Peru	Barley malt
Philippines	Wheat, wheat flour, and barley malt
Poland	Wheat, barley, and sorghum
Romania	Wheat and barley

(continued)

**Appendix I**  
**EEP Initiatives by Country and Commodity,**  
**as of October 26, 1989**

<b>Targeted country<sup>a</sup></b>	<b>Commodity<sup>b</sup></b>
Saudi Arabia	Barley, poultry, and dairy cattle
Senegal	Wheat
Singapore	Poultry
Soviet Union	Wheat
Sri Lanka	Wheat and wheat flour
Switzerland	Barley and sorghum
Syria	Wheat
Tunisia	Wheat, barley, vegetable oil, and dairy cattle
Turkey	Wheat, barley, rice, vegetable oil, and dairy cattle
Venezuela	Barley malt
West Africa (Benin, Cameroon, Cote d'Ivoire, Gabon, Ghana, Guinea, Liberia, Senegal, Sierra Leone, and Togo)	Poultry
West Africa (Benin, Burkina Faso, Cameroon, Congo, Cote d'Ivoire, Ghana, Gabon, Liberia, Mali, Niger, and Togo)	Wheat
Yemen	Wheat, wheat flour, and poultry feed
Yugoslavia	Wheat
Zaire	Wheat, wheat flour, and poultry
Zanzibar (Tanzania)	Wheat flour

<sup>a</sup>Total number of targeted countries is 65. Syria is not counted because the initiative was subsequently cancelled.

<sup>b</sup>EEP has targeted 12 commodities under 105 initiatives.  
Source: Our analysis of FAS data.

# Commodity Units of Measure, Abbreviations, and Conversion Rates Per Metric Ton

<b>Commodity</b>	<b>Abbreviation/ unit of measure</b>	<b>Quantity per metric ton<sup>a</sup></b>
Wheat	BU - Bushel	36.74 BU
Wheat flour	CWT - Hundredweight	22.05 CWT
Barley	BU - Bushel	45.93 BU
Barley malt	BU - Bushel	64.84 BU
Dairy cattle	HD - Head of cattle	Not converted
Table eggs	DZ - Dozen	Not converted
Frozen poultry	LB - Pound	2204.62 LB
Mixed poultry feed	TON	Not converted
Rice	CWT - Hundredweight	22.05 CWT
Semolina	CWT - Hundredweight	22.05 CWT
Sorghum	CWT - Hundredweight	22.05 CWT
Vegetable oil	LB - Pound	2204.62 LB

<sup>a</sup>EOP sales are reported in metric tons (except for dairy cattle and table eggs). These conversion rates were used to calculate sales quantities and dollar amounts.

Source: Our analysis of FAS data, and Wheat Facts 1988, Oct. 1988.

# Total EEP Activity by Commodity Through February 28, 1989

Commodity	Quantity exported	Sales amount	Bonus value
Wheat	1,933,018,710 BU	\$5,511,775,764	\$1,630,352,128
Wheat flour	42,844,401 CWT	303,431,111	176,251,869
Barley	288,166,427 BU	463,413,358	232,667,503
Barley malt	9,909,028 BU	26,548,731	15,256,831
Dairy cattle	51,815 HD	60,732,592	68,280,555
Table eggs	34,730,018 DZ	19,925,657	10,575,374
Frozen poultry	303,268,091 LB	121,753,160	91,225,829
Mixed poultry feed	168,525 TON	40,396,167	14,881,965
Rice	3,277,587 CWT	38,293,591	11,818,999
Semolina	815,207 CWT	6,276,000	8,764,406
Sorghum	7,187,381 CWT	21,918,933	5,643,321
Vegetable oil			
Cottonseed	40,775,007 LB	7,439,176	2,905,474
Soybean	500,946,888 LB	95,924,165	28,763,636
Sunflowerseed	311,044,314 LB	60,936,093	19,792,474
<b>Total*</b>		<b>\$6,778,764,497</b>	<b>\$2,317,180,363</b>

\*Total may not add due to rounding.

Source: Our analysis of FAS data.

# Total EEP Activity by Country Through February 28, 1989

Country*	Commodity	Number of contracts	Quantity exported	Bonus value
Algeria	Wheat	218	168,285,683 BU	\$160,278,052
	Barley	31	31,559,805 BU	28,524,215
	Barley malt	1	207,132 BU	447,301
	Semolina	1	638,839 CWT	6,947,375
	Vegetable oil	10	168,923,195 LB	10,720,731
Bangladesh	Wheat	16	18,244,533 BU	12,511,008
Benin	Wheat	4	1,116,503 BU	815,697
	Wheat flour	4	158,849 CWT	566,493
Brazil	Wheat	2	2,532,334 BU	1,672,197
Bulgaria	Wheat	4	5,625,901 BU	5,770,318
	Barley	4	6,886,189 BU	6,198,568
Cameroon	Wheat flour	5	781,062 CWT	3,001,230
Canary Islands	Wheat	3	869,328 BU	514,761
	Dairy cattle	3	2,365 HD	3,227,269
	Frozen poultry	26	14,893,953 LB	1,734,935
Central America	Barley malt	3	128,959 BU	217,315
China	Wheat	246	367,507,205 BU	299,334,379
	Dairy cattle	2	118 HD	124,813
Colombia	Wheat	14	10,702,703 BU	8,411,157
	Barley malt	1	1,021,198 BU	1,606,345
Cyprus	Barley	7	5,842,453 BU	5,187,438
Dominican Republic	Table eggs	4	828,540 DZ	149,458
	Frozen poultry	11	3,307,147 LB	809,165
Egypt	Wheat	188	206,654,609 BU	159,153,020
	Wheat flour	108	27,357,529 CWT	103,026,938
	Dairy cattle	9	3,048 HD	5,139,796
	Frozen poultry	15	140,552,144 LB	42,675,215
	Semolina	2	176,368 CWT	1,817,031
Finland	Wheat	9	4,658,813 BU	2,891,509
Gulf states	Dairy cattle	6	1,555 HD	2,433,416
	Frozen poultry	14	4,743,985 LB	1,315,313
Hong Kong	Table eggs	94	10,426,448 DZ	1,851,008
India	Wheat	78	72,567,045 BU	42,152,834
	Vegetable oil	7	325,166,673 LB	15,512,580
Indonesia	Dairy cattle	4	15,297 HD	18,154,912
Iraq	Wheat	33	65,963,683 BU	40,570,501
	Wheat flour	20	5,743,904 CWT	25,655,124
	Barley	8	11,193,135 BU	10,260,893

(continued)

**Appendix IV  
Total EEP Activity by Country Through  
February 28, 1989**

<b>Country<sup>a</sup></b>	<b>Commodity</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Bonus value</b>
	Dairy cattle	10	6,102 HD	13,776.941
	Table eggs	4	15,446,700 DZ	6,591,329
	Frozen poultry	3	138,261,340 LB	44,283,688
Israel	Barley	15	19,854,334 BU	17,095,897
Jordan	Wheat	13	15,554,097 BU	13,631,406
	Barley	2	2,783,967 BU	2,383,320
	Rice	5	1,491,273 CWT	4,934,142
Mexico	Wheat	70	39,950,756 BU	28,971,653
Morocco	Wheat	167	153,423,839 BU	139,105,661
	Dairy cattle	10	4,122 HD	6,096,227
	Vegetable oil	4	47,277,341 LB	3,618,618
Near East	Table eggs	16	8,028,330 DZ	1,983,580
Nigeria	Barley malt	22	6,034,145 BU	8,939,764
Philippines	Wheat	54	51,712,540 BU	29,001,577
	Wheat flour	4	1,134,100 CWT	4,479,504
	Barley malt	3	2,517,594 BU	4,046,105
Poland	Wheat	62	72,781,434 BU	79,442,265
	Barley	8	8,560,581 BU	6,095,403
	Sorghum	10	6,979,427 CWT	5,434,889
Romania	Barley	6	5,742,368 BU	5,810,679
Saudi Arabia	Barley	97	187,814,806 BU	144,644,452
	Dairy cattle	4	718 HD	734,380
	Frozen poultry	2	1,108,402 LB	324,208
Senegal	Wheat	1	3,545,400 BU	4,484,932
Singapore	Frozen poultry	3	355,970 LB	72,031
Soviet Union	Wheat	259	520,975,303 BU	481,182,675
Sri Lanka	Wheat	11	18,928,086 BU	14,565,454
Switzerland	Sorghum	2	207,954 CWT	208,432
Tunisia	Wheat	43	38,988,222 BU	31,777,744
	Barley	7	7,928,789 BU	6,466,636
	Dairy cattle	1	2,740 HD	3,404,551
	Vegetable oil	10	134,901,728 LB	9,559,207
Turkey	Wheat	33	28,508,672 BU	23,090,174
	Dairy cattle	5	15,750 HD	15,188,250
	Rice	6	1,786,314 CWT	6,884,857
	Vegetable oil	33	176,497,272 LB	12,050,449
West Africa	Wheat	51	10,820,681 BU	10,899,371
	Frozen poultry	1	45,150 LB	11,274
Yemen	Wheat	9	13,018,410 BU	7,652,827

(continued)

**Appendix IV  
Total EEP Activity by Country Through  
February 28, 1989**

<b>Country<sup>a</sup></b>	<b>Commodity</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Bonus value</b>
	Wheat flour	11	5,900,180 CWT	31,012,011
	Mixed poultry feed	9	168,525 TON	14,881,965
Yugoslavia	Wheat	35	30,391,551 BU	25,095,167
Zaire	Wheat	26	9,691,378 BU	7,375,792
	Wheat flour	5	1,630,016 CWT	7,844,586
Zanzibar (Tanzania)	Wheat flour	1	138,761 CWT	665,983
<b>Total<sup>b</sup></b>		<b>2,368</b>		<b>\$2,317,180,363</b>

<sup>a</sup>Nine countries (Burundi, Central African Republic, East Germany, Hungary, Kenya, Lebanon, Peru, Syria, and Venezuela) had no EEP deliveries as of February 28, 1989.

<sup>b</sup>Total does not add due to rounding.

Source: Our analysis of FAS data.

# EEP Activity by Fiscal Year

Fiscal year	Commodity	Number of countries	Number of contracts	Quantity exported	Sales amount	Bonus value <sup>a</sup>
1985 <sup>b</sup>	Wheat	1	15	18,242,217 BU	\$54,977,536	\$10,832,208
	Wheat flour	1	14	3,994,670 CWT	31,500,000	11,985,910
	<b>Subtotal<sup>c</sup></b>		<b>29</b>		<b>\$86,477,536</b>	<b>\$22,818,118</b>
1986	Wheat	12	193	179,056,899 BU	\$502,847,753	\$126,128,147
	Wheat flour	5	57	15,323,237 CWT	112,370,276	57,311,743
	Barley	3	23	43,771,832 BU	60,135,462	28,697,918
	Barley malt	1	2	285,222 BU	845,331	373,897
	Dairy cattle	1	1	150 HD	158,900	232,500
	Frozen poultry	1	9	98,138,230 LB	29,693,810	32,995,209
	Rice	1	2	525,809 CWT	5,380,070	1,614,235
	<b>Subtotal<sup>c</sup></b>		<b>287</b>		<b>\$711,431,601</b>	<b>\$247,353,649</b>
1987	Wheat	21	456	525,748,356 BU	\$1,153,780,523	\$546,772,765
	Wheat flour	5	58	15,204,980 CWT	91,989,269	71,501,942
	Barley	8	98	155,709,044 BU	228,806,616	142,161,043
	Barley malt	2	17	6,530,936 BU	15,664,491	10,000,853
	Dairy cattle	8	40	41,347 HD	48,755,797	59,217,877
	Table eggs	4	22	15,028,268 DZ	8,538,435	5,284,789
	Frozen poultry	5	26	188,501,777 LB	83,158,950	55,490,941
	Mixed poultry feed	1	7	111,468 TON	18,617,117	10,032,120
	Rice	2	2	648,405 CWT	5,898,000	1,222,505
	Semolina	2	3	815,207 CWT	6,276,000	8,764,406
	Sorghum	2	5	2,353,439 CWT	4,925,981	2,304,899
	Vegetable oil					
	Soybean	1	1	56,212,771 LB	8,968,915	1,011,830
<b>Subtotal<sup>c</sup></b>		<b>735</b>		<b>\$1,675,380,093</b>	<b>\$913,765,969</b>	
1988	Wheat	22	794	981,159,621 BU	\$2,829,014,061	\$821,988,373
	Wheat flour	4	25	7,589,118 CWT	58,645,722	33,373,157
	Barley	8	58	75,869,320 BU	132,915,639	60,740,419
	Barley malt	5	11	3,092,870 BU	10,038,910	4,882,081
	Dairy cattle	6	13	10,318 HD	11,817,895	8,830,178
	Table eggs	3	78	18,134,010 DZ	10,309,100	5,087,807
	Frozen poultry	5	36	15,472,051 LB	8,347,170	2,641,127
	Mixed poultry feed	1	2	57,057 TON	21,779,050	4,849,845
	Rice	2	6	1,873,380 CWT	23,270,510	8,867,264
	Sorghum	2	7	4,833,941 CWT	16,992,952	3,338,423

(continued)

**Appendix V  
EEP Activity by Fiscal Year**

<b>Fiscal year</b>	<b>Commodity</b>	<b>Number of countries</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Sales amount</b>	<b>Bonus value<sup>a</sup></b>
	Vegetable oil					
	Cottonseed	1	11	40,775,007 LB	7,439,176	2,905,474
	Soybean	4	25	444,734,117 LB	86,955,250	27,751,806
	Sunflowerseed	3	26	298,079,268 LB	58,025,051	19,039,204
	<b>Subtotal<sup>c</sup></b>		<b>1092</b>		<b>\$3,275,550,486</b>	<b>\$1,004,295,158</b>
1989 <sup>d</sup>	Wheat	14	191	228,811,616 BU	\$971,155,891	\$124,630,636
	Wheat flour	3	4	732,396 CWT	8,925,844	2,079,116
	Barley	2	6	12,816,231 BU	41,555,641	1,068,122
	Table eggs	2	18	1,567,740 DZ	1,078,122	202,778
	Frozen poultry	1	4	1,156,034 LB	553,230	98,551
	Rice	1	1	229,992 CWT	3,745,012	114,996
	Vegetable oil					
	Sunflowerseed	1	1	12,965,046 LB	2,911,042	753,269
	<b>Subtotal<sup>c</sup></b>		<b>225</b>		<b>\$1,029,924,781</b>	<b>\$128,947,469</b>
	<b>Total<sup>d</sup></b>		<b>2,368</b>		<b>\$6,778,764,496</b>	<b>\$2,317,180,363</b>

<sup>a</sup>Bonus payments are reflected in the fiscal year in which the contracts were approved, rather than when deliveries actually occurred.

<sup>b</sup>The first EEP contract was approved in September 1985.

<sup>c</sup>Total may not add due to rounding.

<sup>d</sup>Through February 28, 1989.

Source: Our analysis of FAS data.

# Value of EEP Bonuses by Commodity, Fiscal Years 1985 - 1989<sup>a</sup>

Commodity	1985 <sup>b</sup>	1986	1987	1988	1989 <sup>c</sup>	Total <sup>d</sup>
Wheat	\$10,832,208	\$126,128,147	\$546,772,765	\$821,988,373	\$124,630,636	\$1,630,352,128
Wheat flour	11,985,910	57,311,743	71,501,942	33,373,157	2,079,116	176,251,869
Barley	0	28,697,918	142,161,043	60,740,419	1,068,122	232,667,503
Barley malt	0	373,897	10,000,853	4,882,081	0	15,256,831
Dairy cattle	0	232,500	59,217,877	8,830,178	0	68,280,555
Table eggs	0	0	5,284,789	5,087,807	202,778	10,575,375
Frozen poultry	0	32,995,209	55,490,941	2,641,127	98,551	91,225,829
Mixed poultry feed	0	0	10,032,120	4,849,845	0	14,881,965
Rice	0	1,614,235	1,222,505	8,867,264	114,996	11,818,999
Semolina	0	0	8,764,406	0	0	8,764,406
Sorghum	0	0	2,304,899	3,338,423	0	5,643,321
Vegetable oil						
Cottonseed	0	0	0	2,905,474	0	2,905,474
Soybean	0	0	1,011,830	27,751,806	0	28,763,636
Sunflowerseed	0	0	0	19,039,204	753,269	19,792,474
<b>Total<sup>d</sup></b>	<b>\$22,818,118</b>	<b>\$247,353,649</b>	<b>\$913,765,969</b>	<b>\$1,004,295,158</b>	<b>\$128,947,469</b>	<b>\$2,317,180,363</b>

<sup>a</sup>Bonus payments are reflected in the fiscal year in which the contracts were approved, rather than when deliveries actually occurred.

<sup>b</sup>The first EEP contract was approved in September 1985.

<sup>c</sup>Based on bonus payments through February 28, 1989.

<sup>d</sup>Total may not add due to rounding.

Source: Our analysis of FAS data.

# Value of EEP Bonuses by Country, Fiscal Years 1985 - 1989<sup>a</sup>

Country <sup>b</sup>	1985 <sup>c</sup>	1986	1987	1988	1989 <sup>d</sup>	Total <sup>e</sup>
Algeria	\$0	\$34,483,186	\$72,793,230	\$93,781,076	\$5,860,182	\$206,917,674
Bangladesh	0	0	8,787,640	3,723,368	0	12,511,008
Benin	0	457,280	358,417	454,664	111,829	1,382,191
Brazil	0	0	1,672,197	0	0	1,672,197
Bulgaria	0	0	0	11,968,886	0	11,968,886
Cameroon	0	0	0	2,683,635	317,595	3,001,230
Canary Islands	0	0	3,945,351	1,285,646	245,968	5,476,963
Central America	0	0	0	217,315	0	217,315
China	0	0	64,055,556	175,320,036	60,083,600	299,459,192
Colombia	0	0	0	10,017,502	0	10,017,502
Cyprus	0	708,413	4,030,222	448,802	0	5,187,438
Dominican Republic	0	0	958,623	0	0	958,623
Egypt	22,818,118	87,234,332	106,791,729	75,357,393	19,610,428	311,812,001
Finland	0	0	0	2,758,380	133,129	2,891,509
Gulf States	0	0	2,415,416	1,333,313	0	3,748,729
Hong Kong	0	0	958,919	818,718	73,371	1,851,008
India	0	0	1,011,830	56,653,584	0	57,665,414
Indonesia	0	0	13,863,582	4,291,330	0	18,154,912
Iraq	0	10,311,792	96,778,410	30,677,349	3,370,924	141,138,475
Israel	0	1,001,986	6,718,551	9,375,360	0	17,095,897
Jordan	0	5,638,925	11,755,378	3,554,566	0	20,948,868
Mexico	0	0	0	26,004,894	2,966,758	28,971,653
Morocco	0	22,991,143	74,576,667	45,615,433	5,637,263	148,820,505
Near East	0	0	663,565	1,190,608	129,407	1,983,580
Nigeria	0	373,897	7,448,625	1,117,242	0	8,939,764
Philippines	0	7,847,205	8,974,563	19,167,337	1,538,081	37,527,186
Poland	0	0	42,434,134	48,538,424	0	90,972,558
Romania	0	0	5,810,679	0	0	5,810,679
Saudi Arabia	0	26,987,519	112,072,179	5,694,633	948,709	145,703,040
Senegal	0	0	4,484,932	0	0	4,484,932
Singapore	0	0	0	72,031	0	72,031
Soviet Union	0	0	168,110,123	286,872,416	26,200,137	481,182,675
Sri Lanka	0	1,855,530	5,723,825	6,381,141	604,958	14,565,455
Switzerland	0	0	208,432	0	0	208,432
Tunisia	0	12,683,014	5,176,017	33,229,693	119,413	51,208,137
Turkey	0	13,058,144	22,459,405	21,303,918	392,262	57,213,729
West Africa	0	0	4,014,020	6,667,991	228,634	10,910,645
Yemen	0	8,135,506	29,522,055	15,889,242	0	53,546,803
Yugoslavia	0	7,365,383	17,729,783	0	0	25,095,167

(continued)

**Appendix VII  
Value of EEP Bonuses by Country, Fiscal  
Years 1985 - 1989**

<b>Country<sup>b</sup></b>	<b>1985<sup>c</sup></b>	<b>1986</b>	<b>1987</b>	<b>1988</b>	<b>1989<sup>d</sup></b>	<b>Total<sup>e</sup></b>
Zaire	0	6,220,393	6,795,933	1,829,231	374,821	<b>15,220,378</b>
Zanzibar (Tanzania)	0	0	665,983	0	0	<b>665,983</b>
<b>Total<sup>e</sup></b>	<b>\$22,818,118</b>	<b>\$247,353,649</b>	<b>\$913,765,969</b>	<b>\$1,004,295,158</b>	<b>\$128,947,469</b>	<b>\$2,317,180,363</b>

<sup>a</sup>Bonus payments are reflected in the fiscal year in which the contracts were approved, rather than when deliveries actually occurred.

<sup>b</sup>Nine countries (Burundi, Central African Republic, East Germany, Hungary, Kenya, Lebanon, Peru, Syria, and Venezuela) had no EEP deliveries as of February 28, 1989.

<sup>c</sup>The first EEP contract was approved in September 1985.

<sup>d</sup>Based on bonus payments through February 28, 1989.

<sup>e</sup>Total may not add due to rounding.

Source: Our analysis of FAS data.

# Comparison of Average Sales Price With Average Bonus Value by Commodity, Fiscal Years 1985 - 1989<sup>a</sup>

Commodity	Unit	1985 <sup>b</sup>	1986	1987	1988	1989 <sup>c</sup>
Wheat	BU					
Sales price		\$3.01	\$2.81	\$2.19	\$2.88	\$4.24
Bonus value		\$0.59	\$0.70	\$1.04	\$0.84	\$0.54
Bonus as % of sales		20%	25%	47%	29%	13%
Wheat flour	CWT					
Sales price		\$7.89	\$7.33	\$6.05	\$7.73	\$12.19
Bonus value		\$3.00	\$3.74	\$4.70	\$4.40	\$2.84
Bonus as % of sales		38%	51%	78%	57%	23%
Barley	BU					
Sales price		\$0.00	\$1.37	\$1.47	\$1.75	\$3.24
Bonus value		\$0.00	\$0.66	\$0.91	\$0.80	\$0.08
Bonus as % of sales		0%	48%	62%	46%	3%
Barley malt	BU					
Sales price		\$0.00	\$2.96	\$2.40	\$3.25	\$0.00
Bonus value		\$0.00	\$1.31	\$1.53	\$1.58	\$0.00
Bonus as % of sales		0%	44%	64%	49%	0%
Dairy cattle	HD					
Sales price		\$0.00	\$1,059.33	\$1,179.19	\$1,145.37	\$0.00
Bonus value		\$0.00	\$1,550.00	\$1,432.22	\$855.80	\$0.00
Bonus as % of sales		0%	146%	121%	75%	0%
Table eggs	DZ					
Sales price		\$0.00	\$0.00	\$0.57	\$0.57	\$0.69
Bonus value		\$0.00	\$0.00	\$0.35	\$0.28	\$0.13
Bonus as % of sales		0%	0%	62%	49%	19%
Frozen poultry	LB					
Sales price		\$0.00	\$0.30	\$0.44	\$0.54	\$0.48
Bonus value		\$0.00	\$0.34	\$0.29	\$0.17	\$0.09
Bonus as % of sales		0%	111%	67%	32%	20%
Mixed poultry feed	TON					
Sales price		\$0.00	\$0.00	\$167.02	\$381.71	\$0.00
Bonus value		\$0.00	\$0.00	\$90.00	\$85.00	\$0.00
Bonus as % of sales		0%	0%	54%	22%	0%
Rice	CWT					
Sales price		\$0.00	\$10.23	\$9.10	\$12.42	\$16.28
Bonus value		\$0.00	\$3.07	\$1.89	\$4.73	\$0.50
Bonus as % of sales		0%	30%	21%	38%	3%
Semolina	CWT					
Sales price		\$0.00	\$0.00	\$7.70	\$0.00	\$0.00
Bonus value		\$0.00	\$0.00	\$10.75	\$0.00	\$0.00
Bonus as % of sales		0%	0%	140%	0%	0%

(continued)

**Appendix VIII  
Comparison of Average Sales Price With  
Average Bonus Value by Commodity, Fiscal  
Years 1985 - 1989**

Commodity	Unit	1985 <sup>b</sup>	1986	1987	1988	1989 <sup>c</sup>
Sorghum	BU					
Sales price		\$0.00	\$0.00	\$2.09	\$3.52	\$0.00
Bonus value		\$0.00	\$0.00	\$0.98	\$0.69	\$0.00
Bonus as % of sales		0%	0%	47%	20%	0%
Cottonseed oil	LB					
Sales price		\$0.00	\$0.00	\$0.00	\$0.18	\$0.00
Bonus value		\$0.00	\$0.00	\$0.00	\$0.07	\$0.00
Bonus as % of sales		0%	0%	0%	39%	0%
Soybean oil	LB					
Sales price		\$0.00	\$0.00	\$0.16	\$0.20	\$0.00
Bonus value		\$0.00	\$0.00	\$0.02	\$0.06	\$0.00
Bonus as % of sales		0%	0%	11%	32%	0%
Sunflowerseed oil	LB					
Sales price		\$0.00	\$0.00	\$0.00	\$0.19	\$0.22
Bonus value		\$0.00	\$0.00	\$0.00	\$0.06	\$0.06
Bonus as % of sales		0%	0%	0%	33%	26%

<sup>a</sup>Bonus payments are reflected in the fiscal year in which the contracts were approved, rather than when deliveries actually occurred.

<sup>b</sup>The first EEP contract was approved in September 1985.

<sup>c</sup>Through February 28, 1989.

Source: Our analysis of FAS data.

# Ranking of Exporters by Total Value of EEP Bonuses Received Through February 28, 1989

Exporter	Number of contracts	Bonus value received	Rank
Cargill, Inc.	465	\$444,943,150	1
Continental Grain Co.	425	429,124,477	2
Louis Dreyfus Corp.	287	300,124,567	3
Artfer, Inc.	95	142,663,815	4
Peavey Co.	110	95,605,542	5
Richco Grain, Ltd.	69	93,941,965	6
The Pillsbury Company	54	81,450,206	7
Bunge Corp.	74	71,940,854	8
Garnac Grain Co., Inc.	74	62,555,624	9
Cam USA, Inc.	65	49,263,672	10
Gold Kist, Inc.	34	45,023,893	11
Union Equity Cooperative Exchange	34	41,551,257	12
Tradigrain, Inc.	25	37,910,068	13
Voest-Alpine Trading USA Corp.	40	36,249,199	14
ADM Milling Co.	36	35,450,434	15
Entrade International, Ltd.	28	32,786,344	16
Conagra Poultry Co.	4	30,296,154	17
Toepfer International	17	28,702,070	18
Ferruzzi USA, Inc.	36	25,957,142	19
Coprostates, Inc.	34	24,956,121	20
Mitsubishi International Corp.	24	23,793,002	21
Nichimen America, Inc.	20	21,990,492	22
Land O' Lakes, Inc.	3	13,863,582	23
Carey Agri-International, Inc.	10	13,776,941	24
Esmah Nevada, Inc.	8	11,583,997	25
American Market Services	5	9,691,855	26
Bartlett and Company	9	8,581,233	27
Marubeni American Corp.	14	8,541,368	28
International Multifoods	6	7,985,544	29
Central States Enterprises, Inc.	5	6,616,956	30
Tradecom, Inc.	12	6,099,820	31
Servac International	5	5,388,114	32
Nissho Iwai American Corp.	9	5,231,363	33
Sunrice, Inc.	2	4,690,164	34
Holstein-Fresian Services, Inc.	6	4,362,452	35
Balfour Maclaine International, Ltd.	4	4,038,764	36
Mitsui Grain Corp.	5	4,000,844	37
Luzza International Livestock Corp.	1	3,903,933	38
Froedtert Malt Corp.	6	3,700,717	39

(Continued)

**Appendix IX**  
**Ranking of Exporters by Total Value of EEP**  
**Bonuses Received Through February 28, 1989**

<b>Exporter</b>	<b>Number of contracts</b>	<b>Bonus value received</b>	<b>Rank</b>
Great Western Malting Co.	2	3,404,177	40
Italgrani USA, Inc.	5	3,208,858	41
Amber, Inc.	11	3,177,154	42
Philipp Brothers, Inc.	4	3,164,421	43
National Food Corp.	75	2,977,800	44
Harvest States Cooperative	6	2,786,573	45
C. Itoh and Co., (America) Inc.	5	2,110,536	46
Cereal Food Processors	2	1,999,861	47
Euro-Maghrib, Inc.	2	1,940,371	48
Elders Grain, Inc.	4	1,649,768	49
Rahr Malting Co.	5	1,593,256	50
Gress Foods, Inc.	16	1,553,561	51
T.K. International, Inc.	5	1,413,810	52
Exodus Holsteins	2	1,330,622	53
Overseas Grain Corp.	6	1,215,772	54
Brown Swiss Enterprises, Inc.	5	1,061,639	55
Golden Genes, Inc.	4	989,974	56
Decoster Egg Farms	13	708,803	57
Fast Food Merchandisers, Inc.	3	588,647	58
Protimex Corp.	3	471,777	59
Minnesota Malting Co.	2	453,571	60
Kanematsu-Gosho (USA), Inc.	1	436,759	61
DSH Livestock International, Inc.	1	180,000	62
Woodhouse Drake & Carey (Trading), Inc.	1	114,996	63
First Interstate Trading Co.	2	110,500	64
Fleischmann-Kurth Malting Co.	2	109,621	65
Hidden Villa Ranch	11	32,975	66
P.S. International Ltd.	3	17,836	67
McCall Sanders Marketing	3	16,025	68
Hefler and Company	2	13,319	69
Dolphin Shipping and Trading	1	5,775	70
AJC International, Inc.	1	3,917	71
<b>Total<sup>a</sup></b>	<b>2,368</b>	<b>\$2,317,180,363</b>	

<sup>a</sup>Total may not add due to rounding.

Source: Our analysis of FAS data.

# Total EEP Activity by Exporter Through February 28, 1989

Exporter	Commodity	Number of contracts	Quantity exported	Bonus value
ADM Milling Co.	Wheat flour	35	6,693,408 CWT	\$28,503,059
	Semolina	1	638,839 CWT	6,947,375
AJC International, Inc.	Frozen poultry	1	26,111 LB	3,917
Amber, Inc.	Vegetable oil			
	Cottonseed	2	4,407,896 LB	320,013
	Soybean	1	1,320,873 LB	89,819
	Sunflowerseed	8	40,745,965 LB	2,767,321
American Market Services	Dairy cattle	5	8,125 HD	9,691,855
Artfer, Inc.	Wheat	95	147,524,497 BU	142,663,815
Balfour Maclaine International, Ltd.	Rice	4	1,042,380 CWT	4,038,764
Bartlett and Company	Wheat	1	350,617 BU	315,205
	Wheat flour	8	1,989,011 CWT	8,266,028
Brown Swiss Enterprises, Inc.	Dairy cattle	5	701 HD	1,061,639
Bunge Corp.	Wheat	72	86,647,517 BU	68,140,783
	Vegetable oil			
	Soybean	2	101,184,416 LB	3,800,072
C. Itoh and Co., (America) Inc.	Wheat	5	4,725,751 BU	2,110,536
Cam USA, Inc.	Wheat	57	45,496,539 BU	40,634,514
	Barley	8	8,707,149 BU	8,629,158
Carey Agri-International, Inc.	Dairy cattle	10	6,102 HD	13,776,941
Cargill, Inc.	Wheat	359	413,767,806 BU	348,677,841
	Wheat flour	46	11,179,042 CWT	42,370,316
	Barley	36	50,561,919 BU	39,562,095
	Table eggs	3	672,270 DZ	48,968
	Frozen poultry	6	523,320 LB	157,520
	Sorghum	2	1,515,767 CWT	1,558,902
	Vegetable oil			
	Cottonseed	2	6,612,647 LB	433,459
	Soybean	5	67,440,149 LB	4,895,605
	Sunflowerseed	6	129,248,149 LB	7,238,443
Central States Enterprises, Inc.	Wheat	5	5,652,281 BU	6,616,956
Cereal Food Processors	Wheat flour	2	555,422 CWT	1,999,861

(Continued)

**Appendix X**  
**Total EEP Activity by Exporter Through**  
**February 28, 1989**

<b>Exporter</b>	<b>Commodity</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Bonus value</b>
Conagra Poultry Co.	Frozen poultry	4	92,294,599 LB	30,296,154
Continental Grain Co.	Wheat	385	458,735,657 BU	389,245,260
	Wheat flour	9	1,934,731 CWT	8,540,748
	Barley	19	27,564,287 BU	19,681,504
	Rice	4	1,035,150 CWT	2,975,075
	Sorghum	3	2,066,070 CWT	2,111,519
	Vegetable oil			
	Soybean	3	39,692,062 LB	2,807,798
	Sunflowerseed	2	44,084,464 LB	3,762,574
Coprostates, Inc.	Wheat	17	14,352,873 BU	15,658,600
	Barley	2	2,195,032 BU	1,141,019
	Vegetable oil			
	Cottonseed	5	23,142,648 LB	1,642,231
	Soybean	7	65,685,713 LB	4,764,809
	Sunflowerseed	3	26,446,547 LB	1,749,463
Decoster Egg Farms	Table eggs	13	2,338,890 DZ	708,803
Dolphin Shipping and Trading	Table eggs	1	52,500 DZ	5,775
DSH Livestock International, Inc.	Dairy cattle	1	180 HD	180,000
Elders Grain, Inc.	Wheat	2	1,406,821 BU	1,440,058
	Sorghum	2	1,343,873 CWT	209,710
Entrade Int'l, Ltd.	Wheat	21	31,614,649 BU	25,004,440
	Barley	7	7,570,615 BU	7,781,904
Esmah Nevada, Inc.	Dairy cattle	8	8,943 HD	11,583,997
Euro-Maghrib, Inc.	Wheat	2	3,847,987 BU	1,940,371
Exodus Holsteins	Dairy cattle	2	816 HD	1,330,622
Fast Food Merchandisers, Inc.	Frozen poultry	3	2,015,974 LB	588,647
Ferruzzi USA, Inc.	Wheat	34	47,716,944 BU	24,637,223
	Barley	2	4,452,986 BU	1,319,919
First Interstate Trading Co.	Dairy cattle	2	85 HD	110,500
Fleischmann-Kurth Malting Co.	Barley malt	2	65,455 BU	109,621
Froedtert Malt Corp.	Barley malt	6	2,374,349 BU	3,700,710

(continued)

**Appendix X**  
**Total EEP Activity by Exporter Through**  
**February 28, 1989**

<b>Exporter</b>	<b>Commodity</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Bonus value</b>
Garnac Grain Co., Inc.	Wheat	63	61,197,657 BU	54,326,133
	Barley	8	10,126,295 BU	7,916,571
	Sorghum	3	902,227 CWT	312,920
Gold Kist, Inc.	Table eggs	8	8,326,350 DZ	3,258,862
	Frozen poultry	26	139,198,028 LB	41,765,031
Golden Genes, Inc.	Dairy cattle	4	812 HD	989,974
Great Western Malting Co.	Barley malt	2	2,128,547 BU	3,404,177
Gress Foods, Inc.	Frozen poultry	16	10,642,520 LB	1,553,561
Harvest States Cooperative	Wheat	1	402,681 BU	22,147
	Barley	5	3,346,499 BU	2,764,426
Hefler and Company	Table eggs	2	108,720 DZ	13,319
Hidden Villa Ranch	Table eggs	11	657,240 DZ	32,975
Holstein-Fresian Services, Inc.	Dairy cattle	6	3,111 HD	4,362,452
International Multifoods	Wheat	2	814,905 BU	157,263
	Dairy cattle	2	7,350 HD	6,011,250
	Semolina	2	176,368 CWT	1,817,031
Kanematsu-Gosho (USA), Inc.	Wheat	1	919,492 BU	436,759
Italgrani USA, Inc.	Wheat	5	3,391,451 BU	3,208,858
Land O' Lakes, Inc.	Dairy cattle	3	11,360 HD	13,863,582
Louis Dreyfus Corp.	Wheat	253	303,320,925 BU	251,485,745
	Barley	21	36,403,413 BU	27,838,764
	Frozen poultry	8	36,652,027 LB	10,983,270
	Vegetable oil Soybean	5	190,913,523 LB	9,816,788
Luzza International Livestock Corp.	Dairy cattle	1	2,676 HD	3,903,933
Marubeni America Corp.	Wheat	14	14,384,344 BU	8,541,368
McCall Sanders Marketing	Table eggs	3	321,780 DZ	16,025
Minnesota Malting Co.	Barley malt	2	324,616 BU	453,571
Mitsubishi International Corp.	Wheat	24	26,821,913 BU	23,793,002
Mitsui Grain Corp.	Wheat	5	6,326,873 BU	4,000,844

(continued)

**Appendix X  
Total EEP Activity by Exporter Through  
February 28, 1989**

<b>Exporter</b>	<b>Commodity</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Bonus value</b>
National Food Corp.	Table eggs	75	14,044,658 DZ	2,977,800
Nichimen America, Inc.	Wheat	20	24,181,299 BU	21,990,492
Nissho Iwai American Corp.	Wheat	9	7,812,762 BU	5,231,363
Overseas Grain Corp.	Wheat	6	1,228,340 BU	1,215,772
P.S. International Ltd.	Frozen poultry	3	81,072 LB	17,836
Peavey Co.	Wheat	72	61,267,069 BU	53,051,102
	Wheat flour	20	7,522,322 CWT	27,247,366
	Barley	3	6,522,346 BU	5,798,729
	Barley malt	13	3,941,051 BU	5,995,496
	Table eggs	2	8,207,610 DZ	3,512,849
Philipp Brothers, Inc.	Vegetable oil			
	Sunflowerseed	4	56,193,426 LB	3,164,421
The Pillsbury Company	Wheat	7	11,007,519 BU	7,243,751
	Wheat flour	38	12,970,465 CWT	59,324,489
	Mixed poultry feed	9	168,525 TON	14,881,965
Protimex Corp.	Frozen poultry	3	1,687,105 LB	471,777
Rahr Malting Co.	Barley malt	5	1,075,011 BU	1,593,256
Richco Grain, Ltd.	Wheat	21	35,761,934 BU	27,828,685
	Barley	48	78,025,095 BU	66,113,280
Servac International	Frozen poultry	5	20,147,335 LB	5,388,114
Sunrice, Inc.	Rice	2	970,065 CWT	4,690,164
T.K. International, Inc.	Dairy cattle	5	1,554 HD	1,413,810
Toepfer International	Wheat	7	12,608,571 BU	11,408,896
	Barley	10	21,412,799 BU	17,293,174
Tradecom, Inc.	Wheat	3	3,339,147 BU	1,891,052
	Vegetable oil			
	Cottonseed	2	6,611,816 LB	509,771
	Soybean	3	34,710,152 LB	2,588,745
	Sunflowerseed	4	14,325,763 LB	1,110,252
Tradigrain, Inc.	Wheat	19	28,346,381 BU	24,756,651
	Barley	6	15,284,538 BU	13,153,418

(continued)

**Appendix X**  
**Total EEP Activity by Exporter Through**  
**February 28, 1989**

<b>Exporter</b>	<b>Commodity</b>	<b>Number of contracts</b>	<b>Quantity exported</b>	<b>Bonus value</b>
Union Equity Cooperative Exchange	Wheat	32	43,160,627 BU	40,100,986
	Sorghum	2	1,359,443 CWT	1,450,271
Voest-Alpine Trading USA Corp.	Wheat	30	24,884,889 BU	22,575,657
	Barley	10	15,993,454 BU	13,673,543
Woodhouse Drake & Carey (Trading), Inc.	Rice	1	229,992 CWT	114,996
<b>Total<sup>a</sup></b>		<b>2,368</b>		<b>\$2,317,180,363</b>

<sup>a</sup>Total may not add due to rounding.  
Source: Our analysis of FAS data.

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