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**IFDC Romania Commodity Importation Program:
Seminar and Auction Report No. 1**

Support to Romanian Agriculture Grant Program
under
USAID Grant No. 180-0024-G-00-2227-00 (Technical Assistance)
and
USAID Grant No. 180-0048-G-00-3604-00 (Commodity)

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Summary and Conclusions

- Nine seminars and eight auctions were held throughout Romania for the IFDC Commodity Importation Program during the period May 17-June 24, 1993.
- A total of 636 persons attended the seminars of which 431 were farmers.
- Farmers from 40 of Romania's 41 judets attended the seminars and 30 judets had successful bidders in the auctions.
- Almost 99% of the feed supplement was bought by representatives of commercial societies, with 38% of the 77 buyers purchasing the minimum lot of 10 tons.¹
- Farmers cited lack of adequate feed and credit as major limiting factors to swine production in private-sector farms in Romania.
- Auctions were organized as sealed bid tenders with two sessions at each location and multiple bids allowed at each session. A total of 10,220 tons was sold at the auctions. The remaining quantity (reserve) of 239.5 tons was sold directly to buyers on a first come, first served basis. Of this amount, 90 tons was sold at the Curtea de Arges farmers' fair, and 149.5 tons was sold at Constanta.
- Funds received from purchasers were transferred into a special Ministry of Agriculture account to be used to support local purchases for the cadastral survey. All the auctioned commodity with the exception of 10 tons, which represented one buyer who decided not to take delivery of the supplement, was transferred to successful bidders within 21 days of the end of the auctions. The 10 tons was sold with the reserve quantity from Constanta.
- The accounting firm, Coopers & Lybrand, screened auction participants to ensure that they represented fully private farms with no ownership participation from the Romanian Government.

¹All references to tons are understood to be metric tons, referred to as tons, mt, and/or t.

- The average price at the auctions was 227 lei/kg or US \$309/ton at the official exchange rate of 735 lei/US \$ (rate of 29 June 1993). The price range was US \$215-\$449/ton.
- The ship containing the cargo of feed supplement arrived in Constanta on 25 June and departed after unloading on 10 July. The ship was in the port for only 15 days.
- The ship was short loaded by 4,878 bags (about 122 tons). This quantity plus any damaged cargo will be recovered from the ship's owners. Losses for the account of the ship's owners appear to be 1.3% while IFDC losses are essentially zero (0.0043%).
- Initial monitoring visits resulted in much farmer interest and in many requests for additional supplement. Many farmers asked if they could serve as distributors for the next shipment.
- Monitoring visits revealed that about 0.2% (20 tons) of the supplement was resold to state farms. Procedures have been changed for the next series of auctions to further control this activity.

Arrangements for the second shipment are now underway, and a schedule for the second round of seminars and auctions is being developed. The auctions will be scheduled far enough in advance to ensure that adequate transport is available for unloading the ship to eliminate the use of warehousing if at all possible. The second shipment of approximately 6,500 tons of feed supplement is expected to arrive at Constanta about the third week of October 1993. The shipment will consist of about 4,000 tons of swine supplement and 2,500 tons of poultry supplement.

Introduction

This report covers the importation and auction of the first shipment of 10,600 tons of swine feed supplement financed under a technical assistance grant No. 180-0024-G-00-2227-00 by the U. S. Agency for International Development to the International Fertilizer Development Center (IFDC). The purchase and shipping of the commodity, high-protein,

soybean-meal-based feed supplement, was financed under a separate commodity grant to IFDC, Grant No. 180-0048-G-00-3604-00.

The overall technical assistance program covers the following: (1) development of bid specifications for the commodity, (2) arrangement for production and transport of the high-protein feed supplement to Romania, (3) conduct of seminars to inform the potential auction participants of the program and of the supplement and its recommended use, (4) development of a media campaign to publicize the program, (5) scheduling and conduct of sealed bid tenders for the auction of the feed supplement, (6) assistance to the cadastral survey for use of the funds raised from the auctions, (7) monitoring of the buyers to ensure proper use, (8) development of a marketing plan for feed supplement and other agricultural inputs, (9) review of the mechanism of price discovery among the private-farmer auction participants, and (10) review of the waste management practices used and formulation of policy recommendations for the Government of Romania to improve these practices.

This report will necessarily refer to many of the areas to be covered in the overall program but will primarily concentrate on the planning, execution, and results of the seminars and auctions.

Seminars and Auctions

Seminars

Eight scheduled seminars were held throughout Romania to both publicize the USAID/IFDC Commodity Importation Program for Romania and to inform potential purchasers of the attributes of the feed supplement and of the procedures for the auctions. A ninth seminar was held in Alexandria on 29 May at the request of representatives of the National Peasants' Party. The seminars were scheduled approximately 1 month prior to the dates of the auctions to provide sufficient time for the potential buyers to obtain the necessary documents and to resolve their financial and logistical arrangements.

Two teams of presenters for the seminars were organized from the group of eight field enumerators who were hired to serve as monitors. Seminars were held according to the

schedule shown in Table 1 with both teams participating in the seminars in Giurgiu and Bucharest and then working individually in holding the simultaneously scheduled seminars.

The teams were transported using two rented vans and the IFDC-rented vehicles with one team handling the western seminars in Craiova, Arad, and Cluj-Napoca while the other team conducted the eastern seminars in Constanta, Braila, and Iasi. At the seminars, participants were asked to complete a questionnaire giving information to be used as a basis in the development of the marketing plan for agricultural inputs and for the documentation of the price discovery report.

The questionnaire also contained information concerning the private-farm sector engaged in animal (swine) production in Romania. A summary of the pertinent data about the target market (private-sector animal growers) follows.

Profile of Seminar and Auction Participants

Registered attendance at the seminars totaled 636 persons including farmers, bankers, reporters, Ministry of Agriculture personnel, and other governmental officials. Farmers accounted for 431 or 68% of the seminar participants. Table 2 lists seminar attendance by location. All farmers were asked to complete a general questionnaire regarding their farms and production performance. The farmers returned 281 questionnaires for a return rate of 66% at the seminars.

Farmers bidding in the auctions who did not attend the seminar or had not returned a questionnaire were given another opportunity to complete a questionnaire at the auctions. As a result, a total of 301 questionnaires were collected to be used as the basis of the following profile and description of Romanian farms. A copy of the questionnaire is contained in Appendix I.

Farmers attending the seminars came from 40 of Romania's 41 judets (counties). Table 3 shows the distribution of seminar and auction participants by judet along with the total quantity awarded (also shown in Figure 1) to the successful bidders at the auctions.

Four types of private farms were identified as eligible participants in the auctions. The classifications include individuals or sole proprietors, farmer associations, commercial societies established under law 31 of 1990, and agricultural companies privatized under law 36 of 1991. The farmers selected the ownership structure on the questionnaire; sole proprietors made up the largest group at 43% of all participants. When combined with the commercial societies, 75% of the farms were represented by the two categories. At the auctions, ownership structure was established by Coopers & Lybrand after reviewing the farm's documents of organization. Over 83% of the bidders were classified as commercial societies. The commercial societies were successful in obtaining almost 99% of the feed supplement at the auctions. Table 4 presents the ownership structure of the farms represented at the seminars and participating in the auctions.

Several methods were used to contact the farmers to inform them of the seminars and auctions as shown in Table 5. The most successful method was the television advertisements and "Viata Satului" or "Village Life." This national television show covers rural development issues and accounted for nearly 55% of the contacts with farmers. The Ministry of Agriculture was also helpful in disseminating information to the farmers; about 37% of the participants had contact with the Ministry. Slightly over one-fourth of the participants learned of the auctions and seminars from the poster, newspaper, and radio. An interesting observation is the overall increasing importance of the Ministry of Agriculture and the bank in informing the eventual winners in the auctions although their support varied greatly among judets.

Of the 301 farmers attending the seminars and auctions that returned completed questionnaires, 61% had experience using protein supplement. The auction winners reported a usage rate of 85%, which leaves 15% of the winning farmers as first-time users of a protein supplement. Table 6 has additional information on the type and source of protein supplement used. The most common types of protein supplement used are sunflower meal, soybean meal, and animal protein. The seminar respondents reported over 40% had used one of the three common protein supplements. The auction winners reported over 60% had used one of the three supplements with over 70% having used sunflower meal. Several respondents added a supplement category including leftovers from the brewing process as a source of protein for feeding.

The auction winners have a higher rate of current feed supplement usage than the seminar participants. Nearly 20% of the seminar participants had not used a protein supplement in the past year.

Nutricomb, the state feed manufacturing company, is the primary source for purchasing feed supplement. The second and third most common sources are direct purchase from oil seed processing plants and direct import of supplement.

Table 7 compares various characteristics and efficiencies in swine production of all farms surveyed and the successful auction bidders. Large White and Landrace are the dominant breeds of hogs raised on Romanian farms. The average number of pigs weaned per litter primarily fall in the range of 7 to 10 pigs; the winning farms are slightly more efficient. The reported values for a feed conversion ratio measuring the kilograms of feed required to produce one kilogram of weight gain were 71% within the range of 5.1 to 7.0 for the winners, in comparison with the goal of 4.0 using the IFDC feed supplement, given optimum environmental and management conditions for raising swine.

The reported weight of the finishing hogs sold provides quite a difference between the auction winners and all farms surveyed. Over 75% of the auction winners sell their hogs at 100 kg or less; whereas, the distribution for all of the farms goes above 100 kg. With the current state pricing structure, the price for live pork becomes discounted when hogs weigh more than 100 kg. The median age for selling hogs is 9 months, which may account somewhat for the high feed conversion ratio.

Tables 8 and 9 provide a distribution of the winning farms and surveyed farms by size of farm according to livestock numbers and type. Table 9 shows the seminars were well attended by all sizes of farms, but when the auction winners are compared to the distribution, one can see that a significant portion of the small farmers did not successfully participate in the auctions even though 29 buyers purchased only one lot. Since the program was designed for commercial animal producers, this result is not surprising.

One question that the farmers were asked involved ranking in order of importance the factors most limiting livestock and crop production. For livestock production the availability

of feed and access to credit were the greatest limiting factors followed by the lack of quality housing and equipment. In the production of crops the factors most limiting production were credit availability and the lack of quality machinery; the availability of land and an adequate supply of fertilizer were secondary limiting factors.

The farmers were also asked from which source they most often receive information regarding new agricultural technology. The primary source was magazine articles. The Ministry of Agriculture, radio, and newspapers play a secondary role in information dissemination.

Finally, the issue of credit availability for private farmers proved extremely important. Table 10 shows information regarding credit used for purchasing livestock and feed according to the different interest rates available to farmers. Banca Agricola provided the vast majority of financing for the farms in Romania. At various times the Government of Romania has issued special credit for private farmers at an interest rate of 15%. Nearly 50% of the loans made at the low interest rate were in the range of 10 million to 50 million lei, representing the large clients of the Bank rather than the individual private farmers. The design of the program did not include a credit component. Requests were made by the IFDC team to the Minister of Agriculture, Mr. Ioan Oancea; the Banca Agricola; and the World Bank representative to make credit available to farmers against production. To date, no credit programs of this nature have been forthcoming.

Seminar Procedures

Presentations were designed to explain the IFDC program and the auction procedures used to sell the feed supplement. The sales were organized as sealed bid tenders in which participants were allowed to present multiple bids. The feed supplement was offered in 10-ton lots with a maximum of 50 lots (500 tons) allotted to any single purchaser. The minimum purchase was one lot (10 tons). Funds from successful bidders were transferred using bank letters of guarantee. Auction participants were allowed to bid only to the amount of their bank guarantee; the one exception was that farmers who intended to bid for only one lot (10 tons) were not required to have a bank letter of guarantee but were required to deposit the amount bid into the special account within 14 days of the date of the auction. Most of the transfers were effected within a period of 7 days from the date the transfer was

initiated. Funds were deposited into a special account (No. 64.26.01.60) in the Banca Agricola. Funds from this account are to be used in support of local purchases required by the cadastral survey.

Transfers into the special account were tracked by the accounting firm, Coopers & Lybrand, which was charged with verifying the transfers and notifying IFDC to release the supplement at the port after payment had been made. Representatives of Coopers & Lybrand participated in the auctions to verify the documentation presented by the potential bidders to ensure that only private farmers and companies were allowed to participate in the auctions. Essentially four categories of bidders were involved in the auctions. They were as follows:

1. Commercial Societies registered under law CS 31/1990. These companies had to present their registration papers and the contracts of their companies showing ownership participation.
2. Agricultural Associations registered under law 36/1991. These associations also had to present their registration documents and the contracts of the association which indicated the entities that were members.
3. Nonjuridical Associations which were informally organized without registration. These groups had to present a letter signed by the mayor of their village indicating that they were private farmers and denoting the number of animals each owned.
4. Individuals. An individual farmer had to present his identification card and a letter from the mayor of the village indicating that he was a private farmer.

The information package that was given to all the participants in the seminars is included as Appendix II. This package contains the outline presentations, tables, and figures used to support the presentations. All presentations were given by the Romanian staff of IFDC in the Romanian language. Questions raised by the program participants were handled by the IFDC-Romania management through an interpreter.

Auctions

The auctions were scheduled to precede the arrival of the ship with the cargo of feed supplement. Auctions were scheduled to begin in Giurgiu on 18 June and to continue in the other seven locations until 29 June. The auction schedule is given in Table 11. Unlike the seminars, the auctions were held on consecutive days to enable the two teams to communicate the results and to enable tracking of farmers who participated in more than one auction.

A total of 10,220 tons of feed supplement was auctioned in the 8 locations listed above. A reserve of 380 tons was withheld pending the unloading of the ship's cargo. After the ship was unloaded, it appeared that only 240 tons remained. IFDC had hired Control Union, a certified marine surveyor, to verify quantity and quality of the cargo discharged; their report showed that the cargo was short-loaded by 4,878 bags (122 tons). According to the Charter Party, this amount plus any damaged cargo is for the ship owners' account for which IFDC has initiated a claim for some US \$55,000. IFDC unloading records indicate that losses at the port for the IFDC account were 18 bags or 0.0043%. The port operation is described in a later section of this report.

The auctions were organized with farmer registration starting at 0830. In all cases, some farmers arrived up to 1½ hours early to participate in the auction. The farmers were received by IFDC-Romania staff and directed to the registration table where their entry was logged by IFDC and where they were given a registration form. From the first table the farmers were required to pass several other locations to check their organizational and financial documents. Representatives of Coopers & Lybrand were charged with verifying that the auction participant's documentation indicated that the participant indeed represented a private farm or company. The third step in the registration process was to obtain certification of the bank guarantee document by the representative of the Banca Agricola. After clearing the auditors and the bank representatives, the potential bidder received the bid documents and turned in his signed contract (invitation to bid). The contract covered the auction procedure, the bidder's agreement to participate in the monitoring procedure following the auctions, and an agreement not to offer the feed supplement for resale. Copies of the registration form, the example bank letter of guarantee, and the contract are included in Appendix III.

After all farmers were registered, two auctions were held: one at 1000 and the second at 1200 with one-half of the feed supplement offered being sold at each of the auction sessions. Farmers who were late for registration in the first auction were allowed to register and, if qualified, were allowed to participate in the second auction. Also, any potential participant who was in the process of registering at the time of the scheduled bid opening was allowed to finish the registration and submit his sealed bid tenders for that auction. The two-auction procedure gave farmers who were unfamiliar with the sealed bid auction process a second opportunity to be successful and also enabled the adjustment of bidding strategy between the two sessions. In one instance at Braila, this procedure resulted in the attempt by 10 bidders to fix the auction price during the second bidding session, which resulted in the decrease of the 2,000-ton offering to the 1,420 tons shown in the summary in Table 12.

Table 12 contains the auction summary data. One interesting fact is that even though many of the seminar participants and several members of the Romanian Parliament voiced reservations that this program would neither reach nor help the private smallholder in Romania, 29 of the total of 77 successful bidders in the auctions bought only 1 lot (10 tons). This represents about 38% of the successful bidders in the auctions and is a clear indication that the smallholders were able to compete in the auction process. During the seminars, smallholders were encouraged to form groups with their neighbors to purchase the feed supplement. In one instance, 42 farmers from the village of Segarcea, Dolj, participated as a group and were successful in purchasing 10 tons for distribution among the group. Prices paid by 1-lot bidders ranged from 158 lei/kg to 253 lei/kg while the 2-15 lot group paid between 190 lei/kg and 290 lei/kg for their supplement.

The average price for all the auctions was 227 lei/kg which was equal to US \$309/ton at the official exchange rate of 735 lei/US \$ (official rate on 29 June, 1993). The price range for the auction was US \$215-\$449/ton. As of 30 July a total of 2.32 billion lei had been deposited into the special MOA account.

This summary data does not reflect that more than 22,000 tons were bid in the initial bids at the eight locations. This response indicates the existence of a viable Romanian market among private farmers for this type of product at or near world market prices. Sales in this series of auctions were limited to private-sector farms, and purchases were

constrained to a maximum per buyer of 500 tons and a minimum of 10 tons (one lot), which could have further reduced the demand from both small and large farmers. Detailed data from the first eight auctions are contained in Appendix IV.

After completion of the auctions, the material was released to the buyers at the port of Constanta after confirmation of the deposit of funds into the Ministry of Agriculture account. As mentioned earlier, all buyers with the exception of those who wished to buy only one lot (10 tons) were required under the auction rules to have a bank letter of guarantee to cover the amount that they wished to bid. The two representatives from the Banca Agricola arranged for the transfers of funds from the branch banks at each of the auction sites. The system for bank transfers worked well.

Figure 2 shows the flow of paperwork and information for the transfer of funds from the successful bidders into the Ministry of Agriculture special account. The potential bidders were required to arrange for the issuing of a bank letter of guarantee prior to the auction date. At the auction, successful bidders were given a receipt (factura), a bank transfer document, and a deposit slip (dispozitia de plata). These documents were taken by the two bank representatives directly to the local branch of the Banca Agricola to begin the transfer process. After the two initial auctions, the transfer process worked as planned. There was only one case where the transfer required more than 14 days to effect. Only one buyer (10-ton lot) elected not to pay for the amount he won at auction. This lot was resold with the quantity remaining at the port. Documentation used for the bank transfer of funds is included in Appendix V.

Port Operations

IFDC established offices in Constanta and retained the company Larex International to perform the sampling and analysis of the cargo. Tomis Ship Agency was hired to assist with obtaining an importation permit and with the scheduling of buyers' trucks and railcars for the transportation of the supplement to the successful bidders. All transport was paid by the buyers. Of the 240 tons of material remaining after the auction, 150 tons was disposed of in Constanta and the remaining 90 tons was shipped by rail to Curtea de Arges to be sold at the farmers' fair scheduled for August 11-16. The material was sold at

Constanta for the average bid price of 227 lei/kg with the freight charge (8 lei/kg) being added to that amount shipped to Curtea de Arges.

The ship containing the feed supplement arrived in Constanta on 25 June. Four auctions remained to be completed after the arrival of the ship. It was necessary to schedule the auction dates prior to the commencement of the seminars; hence, it was also necessary to predict the arrival date of the ship at that time as well. This early arrival of the ship resulted in the initial discharge of cargo being unloaded into warehouses while waiting for the first bank transfers to be completed and for the arrival of the buyers' trucks. This posed no major problem since only 2,600 tons was transferred to the warehouse during the unloading operation, and all of this was transferred during the first 6 days of unloading. After the sixth day, all the cargo was loaded directly to trucks or railcars. The ship was in the port for a total of 15 days during which time all of the material was unloaded. An additional 15 days was required to dispose of the 2,600 tons of supplement from the warehouse.

For the second shipment of feed supplement, the auctions will be scheduled far enough in advance to ensure that they are completed well before the ship arrives. This will enable more rational scheduling of transport and should eliminate the need for storing the supplement in the warehouse.

The port operation went extremely well. Excellent relations existed between the ship's agents and the IFDC staff, and no major problems surfaced. The official tally prepared by Control Union shows that the cargo was short loaded by 4,878 bags (122 tons). Of the cargo received, 740 bags (18.5 tons) were received in unsound condition—either wet, oily, torn, or spilled. This material remained in the warehouse at the end of IFDC's operations to be recovered or disposed of by the ship owners' agents. Of this amount, 183 bags (4.6 tons) were rebagged aboard the vessel and fully recovered; 21 bags (0.5 tons) were disposed of as floor sweeping of no value. The 4,878 bags that were reported as short loaded (122 tons) represents the IFDC claim against the ship owners, which should be recovered (cost plus freight of about US \$55,000).

The IFDC staff at Constanta managed the inventory of the feed supplement which was loaded onto trucks and rail wagons or placed into the warehouse. During the period when the ship was being unloaded, there was at least one IFDC Headquarters staff person on duty at the port 24 hours/day. Deliveries were made against the IFDC Form A, delivery authorization, and Form B, pickup authorization. A separate loading tally was kept for each buyer showing the quantity that had been received and the amount remaining to be picked up. Daily discharge logs summarizing the activities at the port and the warehouse were published by the Constanta office. The staff from Constanta also managed the inventory and loading of the supplement at the farmers' fair in Curtea de Arges. Documentation used for the port operations is shown in Appendix VI.

Initial Monitoring

During the period immediately following the last auction, the first three weeks in July, all of the buyers were visited by the monitoring teams. These initial visits were to: allow the monitoring teams to locate the farms, enable the buyers to become acquainted with the monitoring teams, and arrange for the selection and tagging of animals for monitoring. All of the 77 buyers were visited. Many of the buyers indicated that they had experienced improvements in their herds during only the first 2 weeks of feeding with the IFDC supplement; they stated that the major improvement was a decrease in the incidence of diarrhea and in mortality among the weaned pigs.

Visits by the monitoring teams revealed that the feed supplement bought by five buyers from the village of Casvana (50 tons) may have been resold to a state farm in the area. Subsequent visits by IFDC-Romania management to Casvana and to the state farm in question confirmed that 20 tons of the material had been bought by the state farm. The mayor of Casvana, Mr. Grigorian Arcadie, had signed and stamped letters for the five purchasers, Iacoban Gheorghe, Puiu Ioan, Savu Gheorghe, Mirza Mircea, and Pitu Vasile, each of whom were successful bidders for one lot (10 tons) at the Iasi auction without letters of guarantee. Each of the letters signed by the mayor stated that these buyers were private farmers owning 150 head of swine each.

The subsequent investigation revealed that these five buyers were students, and even though all were private farmers, none had more than 10 pigs. Questions to the mayor

indicated that he was also aware that the letters contained misstatements of the number of animals each of these people had reported.

Only three of the buyers were in the village on the day of the visit so the other two were not contacted. A request was made through the mayor for a list from each of these buyers of quantity sold and to whom. It was agreed that the list would be available for the monitoring team on their next visit. It was also made clear to each of these buyers that they will not be allowed to participate in the next round of auctions.

The IFDC team feels that allowing purchases of one lot without letters of guarantee resulted in the speculation. In order to prevent this from happening again, all bidders must have bank letters of guarantee to cover their purchases during the next round of auctions. As an accommodation for smallholders, the minimum purchase has been decreased to 5 tons (½ lot) but will require a letter of guarantee.

Table 1. Schedule of Pre-Auction Seminars

Location	Venue	Seminar Date	Number Attended
Giurgiu	Hotel Steaua Dunarii	May 17, 1993	68
Bucharest	Academia de Stiinte Agricole si Silvice	May 19, 1993	104
Craiova	Facultatea de Agronomie	May 21, 1993	65
Constanta	Casa de Cultura	May 21, 1993	96
Arad	Universitatea de Vest Vasile Goldis Facultatea de Drept	May 24, 1993	56
Braila	Prefectura Judetului	May 24, 1993	48
Cluj-Napoca	Universitatea de Stiinte Agricole	May 26, 1993	112
Iasi	Complexul Muzeal National Moldova	May 26, 1993	74
Alexandria	Casa de Cultura	May 29, 1993	13

Table 2. May 1993 Seminar Attendance by Location

Location	Farmers	Observers	Total
Giurgiu	43	25	68
Bucharest	65	39	104
Craiova	21	44	65
Iasi	50	24	74
Arad	44	12	56
Braila	34	14	48
Cluj-Napoca	85	27	112
Constanta	83	13	96
Alexandria	6	7	13
Total	431	205	636

Note: Alexandria was added as a special seminar upon the request of a senator from the National Peasants' Party.

Table 3. Seminar and Auction Attendance by County

County	Questionnaire From Seminar & Auction Attendees	Auction Participants	Auction Winners	Tons Awarded
Alba	4	2	2	180
Arad*	19	3	3	480
Arges	5	1	0	0
Bacau	4	3	2	30
Bihor	1	0	0	0
Bistrita-Nasaud	3	0	0	0
Botosani	6	2	0	0
Braila*	9	6	6	940
Brasov	3	1	1	40
Bucharest*	8	1	0	0
Buzau	5	3	3	350
Calarasi	9	2	2	590
Caras-Severin	1	1	1	260
Cluj*	16	5	3	470
Constanta*	36	6	5	390
Covasna	3	1	1	30
Dimbovita	7	1	1	10
Dolj*	12	5	4	510
Galati	7	4	2	90
Giurgiu*	22	3	1	10
Gorj	1	0	0	0
Harghita	5	1	1	160
Hunedoara	4	1	1	10
Ialomita	4	1	1	410
Iasi*	8	4	4	1,450
Maramures	2	0	0	0
Mures	8	7	5	930
Neamt	5	3	0	0
Olt	3	1	1	210
Prahova	10	5	3	490
Salaj	6	1	1	10
Satu Mare	6	2	2	30
Sibiu	2	2	1	10
Suceava	13	8	7	70
Teleorman	18	6	4	240
Timis	2	0	0	0
Tulcea	10	3	2	150
Vaslui	9	4	2	280
Vilcea	1	0	0	0
Vrancea	6	5	5	1,390
Total	301	104	77	10,220

* Location of Seminar & Auction (Teleorman was the site of the additional seminar, but was not an auction site).

Table 4. Ownership Structure of Farms Represented at Seminars and Auctions

Structure of Farm Ownership	Seminar	Percent	Bidders	Percent	Winners	Percent
Individual	129	43	7	7	4	5
Association	24	8	9	9	7	9
Commercial Society Law 31	101	34	87	84	65	84
Ag. Company Law 36	19	6	1	1	1	1
Other	18	6		0		0
Unknown	10	3		0		0
Total	301	100	104	100	77	100

Note: 9% of seminar attendees self selected the other category or left no response, but the auction bidders and winners were all placed in a category after the organizational documents were reviewed.

Table 5. Media Types Used to Contact Farmers

Media Type	Seminar & Auction	Auction Bidders	Auction Winners
	----- (%) -----		
Poster	26	27	26
Newspaper	28	24	21
Radio	26	25	25
Television	54	53	56
Friend	9	5	4
Bank	7	13	16
Ministry of Agriculture	37	44	46
IFDC Letter to CS 31	4	10	10
Mayor	1	1	1
Total Respondents*	301	104	77

* Sum greater than 100% because of multiple responses.

Note: Indicates from whom or where respondents received information concerning the program.

Table 6. Data Regarding Farmer's Use of Protein Supplement

Type of Supplement*	Seminar & Auction		Auction Winners	
Soybean meal	128	43%	45	66%
Sunflower meal	134	45%	48	71%
Rape seed meal	11	4%	3	4%
Animal protein	120	40%	42	62%
Brewer's grain	6	2%	5	7%
Other protein sources	19	6%	5	7%
Period of Last Supplement Usage				
Currently	121	65%	47	31%
3 months ago	21	11%	7	12%
6 months ago	9	5%	1	2%
1 year ago or more	35	19%	3	5%
Source of Supplement Purchases*				
Local farmer	23	10%	6	9%
Local store	8	3%	2	3%
Nutricomb	118	50%	43	63%
Imported privately	18	8%	9	13%
Oilseed processing plant	24	10%	13	19%
Other	44	19%	5	7%

* Sums are greater than 100% because of multiple responses.

Note: A comparison of all questionnaire data from the seminar and auction participants to the data of only the auction winners.

Table 7. Characteristics and Efficiencies in Swine Production

	All Farms		Winners	
	Number	Percent	Number	Percent
Breeds of Hogs Raised^a				
Landrace	123	41	36	47
Large white	213	71	52	68
Duroc	49	16	18	23
Other	29	10	6	8
Total Farms	301	100	77	100
Average Number of Pigs Weaned Per Litter				
7 or less	26	11	3	6
7-8	76	33	15	28
8-9	62	27	18	33
9-10	48	21	15	28
10 or more	19	8	3	6
Total Responses	231	100	54	100
Feed Conversion Ratio (kg feed/kg gain)^b				
4.0 and under	15	7	3	5
4.1-5.0	33	16	3	5
5.1-6.0	55	26	20	36
6.1-7.0	54	26	19	35
7.1-8.0	37	18	7	13
8.1 and over	17	8	3	5
Total Responses	211	100	55	100
Average Selling Weight (kg) of Finishing Hogs				
90 or less	12	5	2	4
91-95	43	18	25	44
96-100	76	32	18	32
101-105	36	15	6	11
106-110	69	29	6	11
110 and over	4	2	0	0
Total Responses	240	100	57	100
Age (Months) for Selling Finishing Hogs				
7 or less	20	8	4	7
7-8	22	9	9	16
8-9	29	12	7	13
9-10	68	29	19	34
10-11	37	16	9	16
11-12	49	21	7	13
12-13	11	5	1	2
Total Responses	236	100	56	100

- a. Due to multiple responses, the percentages for the breeds of hogs raised are greater than 100%.
 b. Feed conversion ratios reported by farmers.

Table 8. Distribution of Winning Farms by Number of Animals

Head of Animals	Swine	Cattle	Poultry (100s)	Animal Units*
0	10	43	44	2
1-10	0	10	8	0
11-100	6	10	3	2
101-1,000	17	4	7	21
1,001-10,000	12	0	6	17
10,000-40,000	21	1	0	23
40,000+	2	0	0	3

* Animal units = 1 cow = 1 hog = 100 birds.

Note: The accumulation of animal units (au) for a farm is as follows: 1 au for each pig, 1 au for each cow, and 1 au for 100 birds. Thus, a farm with 500 pigs, 10 cows, and 10,000 chickens would qualify for 610 animal units (500 + 10 + 100). This is used to rank the farms by size by using only one number: total animal units. The birds on a farm are counted in 100s; thus, a farm with less than 100 birds was counted as having zero birds. The numbers within the table indicate the number of farms within a specific range of animal numbers.

Table 9. Distribution of Surveyed Farms by Number of Animals

Head of Animals	Swine	Cattle	Poultry (100s)	Animal Units*
0	52	169	153	22
1-10	31	61	90	18
11-100	89	48	16	89
101-1,000	61	18	27	83
1,001-10,000	34	4	15	51
10,000-40,000	32	1	0	35
40,000+	2	0	0	3

* Animal units = 1 cow = 1 hog = 100 birds.

Note: The accumulation of animal units (au) for a farm is as follows: 1 au for each pig, 1 au for each cow, and 1 au for 100 birds. Thus, a farm with 500 pigs, 10 cows, and 10,000 chickens would qualify for 610 animal units (500 + 10 + 100). This is used to rank the farms by size by using only one number: total animal units. The birds on a farm are counted in 100s; thus, a farm with less than 100 birds was counted as having zero birds. The numbers within the table indicate the number of farms within a specific range of animal numbers.

Table 10. Credit Used for Purchasing Livestock and Feed

Principal Value	Interest Rates Paid by Farmers				
	15%	16%-54%	55%-65%	66%-85%	All Animal
<500,000	0	4	3	1	8
1,000,000	0	3	5	1	9
5,000,000	3	5	14	1	23
10,000,000	6	2	6	3	17
50,000,000	13	3	28	1	45
100,000,000	2	1	6	0	9
100,000,000+	3	0	15	1	19
Total Loans	27	18	77	8	130

Note: The principal values are in ranges, with the first from 0 to 500,000 lei, the second from 500,001 to 1,000,000 lei, etc. The far right column is a distribution of all reported loans made for livestock production.

Table 11. Auction Schedule

Location	Venue	Date
Giurgiu	Hotel Steaua Dunarii	June 18, 1993
Bucharest	Academia de Stiinte Agricole si Silvice	June 21, 1993
Craiova	Facultatea de Agronomie	June 23, 1993
Iasi	Hotel Moldova	June 24, 1993
Arad	Universitatea de Vest Vasile Goldis Facultatea de Drept	June 25, 1993
Braila	Prefectura Judetului	June 26, 1993
Cluj-Napoca	Universitatea de Stiinte Agricole	June 28, 1993
Constanta	Casa de Cultura	June 29, 1993

Table 12. Auction Summary

Location	Tons Sold	Number of Bidders Buying (Lots) ^a					Average Price ^b	Price Range ^b
		1	2-15	16-25	26-40	41-50		
Giurgiu	800	1	3		1	1	210	194-230
Bucurest	1,100	5				1	235	213-280
Craiova	800	2		2	1		174	158-235
Iasi	2,400	8	4	1		3	235	215-266
Arad	900	1		1	2	1	213	200-250
Braila	1,420	3	8	4	1	1	250	240-320
Cluj-Napoca	1,800	7	6	1		3	205	200-231
Constanta	1,000	2	2	1	1		276	250-330
Total	10,220	29	23	10	6	10	227 ^c	158-330 ^c

- a. One lot = 10 tons. Total of bid winners does not reflect participation at more than one auction location.
b. Prices expressed as lei/kg. Lei exchange rate on June 29, 1993, was 735 lei/\$.
c. Average price and total range.

TONS AWARDED

- 0
- 10 - 200
- ▨ 200 - 400
- ▩ 400 - 600
- 900 - 1500

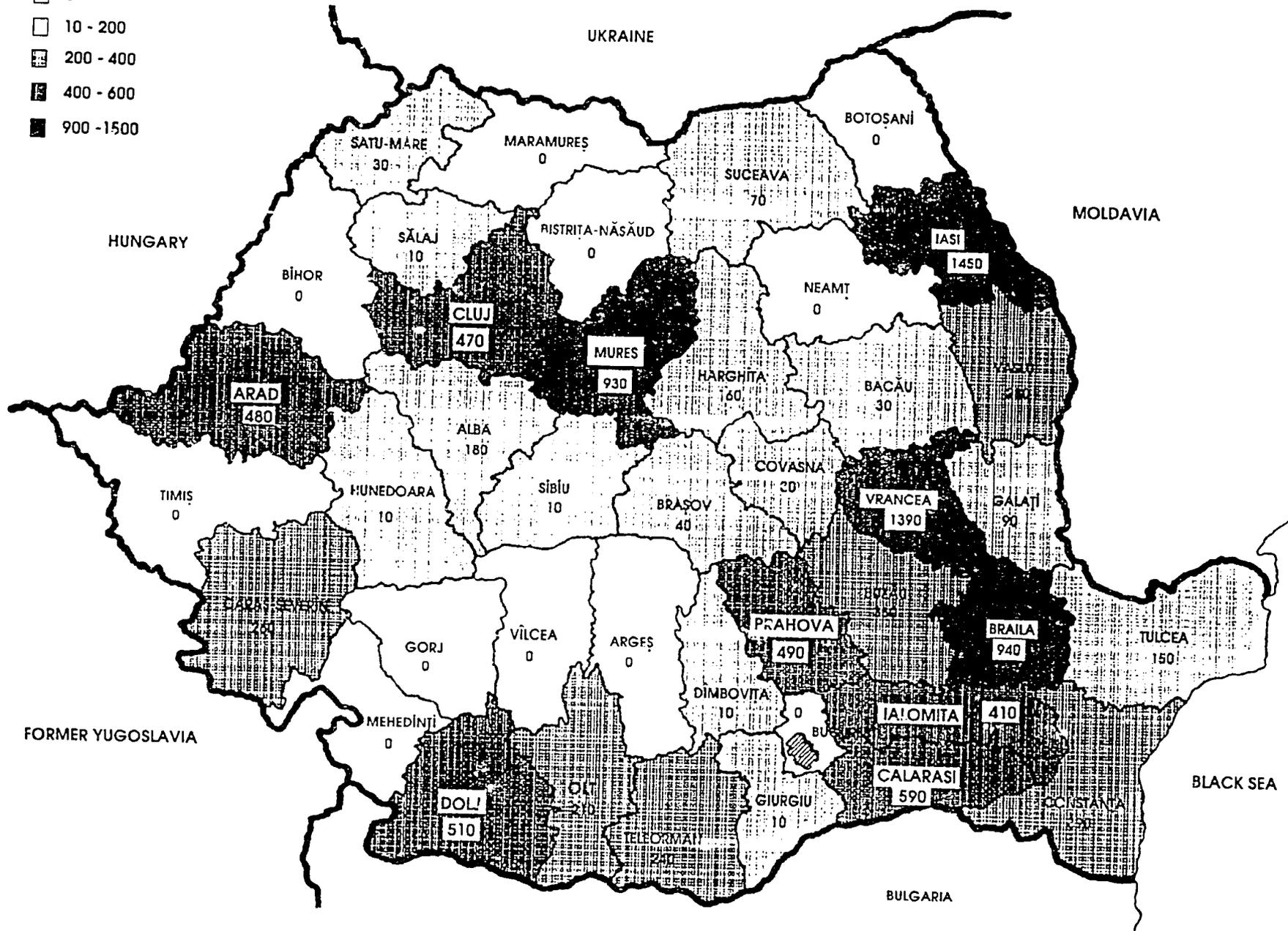


Figure 1. Tons Awarded at Auction (by Judet).

FINANCIAL TRANSACTIONS FLOWCHART

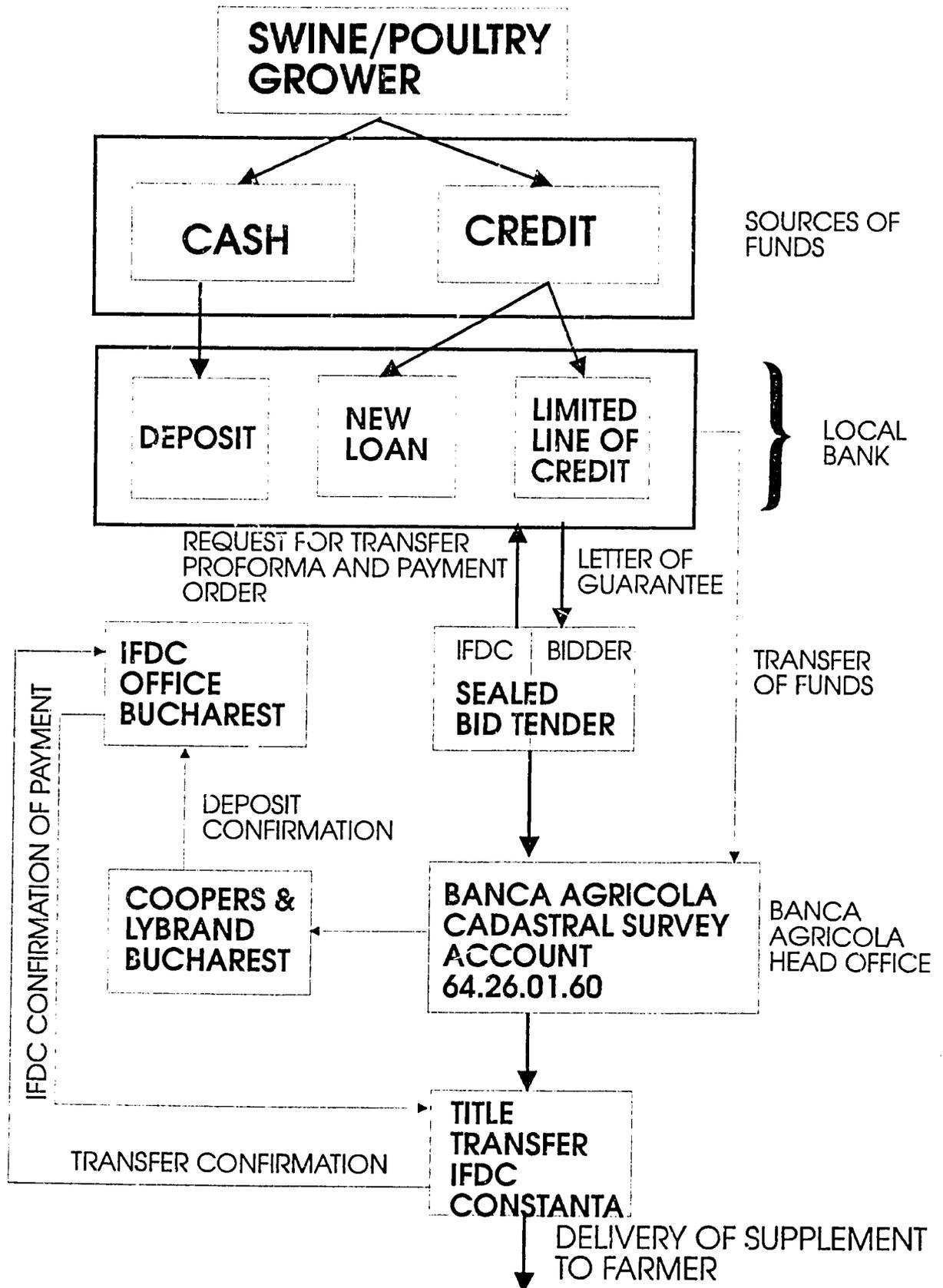


Figure 2. Financial Transaction Flowchart.

Appendix I
Seminar Questionnaire

Respondent's Name: _____

Position: _____

Name of the farm: _____

Complete Address: _____

Telephone: _____

A. LOCATION

1. County where your farm is located _____

- 2. What is the structure of your farm organization?
 - Private Individual
 - Association of Small Animal Growers
 - Former Collective Farms Privatized under Law CS 31
 - Agricultural Company registered under Law 36
 - Other, specify _____

- 3. How did you learn about the auction? (mark all that apply, X)
 - Poster Newspaper
 - Radio Television
 - Friend Banca Agricola
 - District Office of Ministry of Agriculture
 - Other, specify _____

- 4. Why did you not attend the first seminar in your area?
 - Did not know about the seminar
 - Conflict with work
 - Unable to attend
 - Other, Specify _____

B. PROTEIN SUPPLEMENT USAGE

1. Have you used a protein supplement? YES NO

- 2. If yes, what types of supplement?
 - soybean meal
 - sunflower meal
 - rape seed meal
 - animal protein (meal from meat, bone & fish)
 - other, specify _____

- 3. When did you last use a protein supplement? (X)
 - currently
 - 3 months ago
 - 6 months ago
 - 1 year ago or longer

- 4. From whom do you purchase supplement? (X)
 - Local farmer
 - Local store
 - Nutricomb
 - Imported privately
 - Other, explain _____

70

C. AGRICULTURAL PRACTICES (circle the appropriate responses)

1. Breeds of swine raised LANDRACE LARGE WHITE DUROC OTHER
2. Average number of pigs weaned per sow 6 7 8 9 10 11 12
3. Age at which hogs are sold, months 6 7 8 9 10 11 12 13
4. Average weight hogs are sold, kg 90 95 100 105 110
5. Feed conversion ratio _____ kg feed/kg gain
6. Average mortality rate for piglets _____ %, fattening hogs _____ %
7. Do you vaccinate for diseases? YES NO
8. Does your farm have an animal waste treatment plant? YES NO
9. Do you use chemical fertilizers for crop production? YES NO
 If yes, on which crops are chemical fertilizers used? (X)
 corn, wheat, barley, sunflowers, alfalfa
10. Do you use hybrid plant seeds? YES NO
11. Do you use herbicides? YES NO
12. Do you use insecticides? YES NO
13. Where do you obtain information regarding new technology on farming practices? (X)
 Newspaper Friends
 Magazines Ministry of Agriculture
 Radio/television International sources
 Farm organizations Other, specify _____
14. What are the most important factors limiting your production levels? (order of importance, 1,2,3)
 LIVESTOCK CROPS
 _____ feed _____ fertilizer
 _____ labor _____ labor
 _____ housing, buildings _____ machinery
 _____ equipment _____ land
 _____ available markets _____ available markets
 _____ credit _____ credit
 _____ other, _____ _____ other, _____

D. INVENTORY OF FARM ASSETS 1 MAY 1993

1. Number of tractors over 50 horse power _____ tractors
2. Number of tractors under 50 horse power _____ tractors
3. Number of farm workers including yourself _____ workers
4. Tons of corn on hand _____ tons
5. Tons of barley on hand _____ tons
6. Tons of supplement on hand _____ tons
7. Number of swine _____ head
8. Number of cattle _____ head
9. Number of poultry _____ head
10. Maximum Housing Capacity for Livestock
 a. Swine _____ head
 b. Cattle _____ head
 c. Poultry _____ head

E. CREDIT INFORMATION

1. Have you ever used credit? YES NO

If yes, please give information about the most recent loan for each category that applies:

	animal feed	crops	machinery
principal amount (lei)			
interest rate (%)			
duration of loan (months)			
date			
source*			

* Banca Agricola, other bank, input supplier, relative, etc.

F. LAND USE AND OWNERSHIP

1. How is the land used?

Total cultivated land	_____ ha	Pasture land	_____ ha
of which:		Meadows	_____ ha
corn	_____ ha	Vineyards	_____ ha
barley	_____ ha	Orchards	_____ ha
wheat	_____ ha	Forest	_____ ha
oil crops	_____ ha	Other,	_____ ha
alfalfa	_____ ha		_____ ha

2. Total land owned and operated

a. Land owned	_____ ha
b. Land rented <u>from</u> others	_____ ha
c. Land rented <u>to</u> others	_____ ha
d. Total land farmed	_____ ha (a+b-c=d)

G. ACCESS TO INPUT AND OUTPUT MARKETS

	INPUTS	OUTPUT
1. Distance to principal markets	km	km
2. Type of Transport		
Truck	<input type="checkbox"/>	<input type="checkbox"/>
Tractor	<input type="checkbox"/>	<input type="checkbox"/>
Animal	<input type="checkbox"/>	<input type="checkbox"/>
3. Hauling capacity of transportation	tons	tons

H. SALE AND PROCESSING OF FINISHED SWINE

	State Enterprise	Private Company	Used on Farm *
Percent sold/used:	%	%	%
City where sold: Name Distance	km	km	
Date of Sale			
Price Obtained	lei/kg	lei/kg	

including the farm output for payment-in-kind to workers, personal consumption, and hogs slaughtered on the farm.

Appendix II

Seminar Presentations and Documents

Agenda for Feed Supplement Seminars

- I. Registration
- II. Welcome - Introduction
 - Seminar Coordinator
 - IFDC - USAID - USIS Personnel
 - Ministry of Agriculture
 - Banca Agricola, Other banks
 - Presenters - Program
 - Local Dignitaries, Other
- III. Purpose of Seminar
 - Feed Supplement Description and Sample
 - IFDC Role - USAID, ASA
 - Program Description
 - Seminars
 - Auction
 - Delivery - Title transfer
 - Monitoring Process, Use
 - Waste Management
 - Cadastral Survey
- IV. Sealed Bid Procedure
 - Auction date, time, place
 - Eligibility
 - Private farmers only
 - Hog farms
 - Finance constraints
 - Conditions to Bid
 - Certificate of Privatization
 - Letter of Credit, if over 10 tons
 - Invitation to bid
 - Bidding procedure
 - Multiple bids
 - Minimum 10 ton
(joint bids with prior consolidation)
 - Maximum 500 tons per farm
 - Immediate posting of winning bids
 - Floor price
 - Transfer of title
 - Letter of Credit
 - Bid notification to bank
 - Funds transfer to Banca Agricola Account
 - Verification of deposit
 - Product availability date
 - Product transfer - F.O.T. Constanta
 - Questions

Coffee Break

- V. Credit procedures
- Letter of Credit - Explanation and Sample
 - Bank requirements - credit - deposit costs
time

Questions on morning presentation

Questionnaire

Lunch

- VI. Description and use of feed supplement
-monitoring

- VII. Use of feed supplement--Continued

Adjourn

I. WELCOME

Welcome to the High-Protein Feed Supplement Seminar.

A. **Benefit to All Participants**

II. PURPOSE OF SEMINAR

The overall purpose of this seminar is to provide information to farmers engaged in private agriculture about the IFDC/USAID Romania Commodity Importation Program (RCIP). The seminar will be in two parts. The first is the administration including requirements for participation in the program and the information needed to qualify. The second part will be a discussion of the supplement, its use, and the monitoring of results.

A. **Program Description**

THIS IS NOT A PROGRAM TO GIVE AWAY FEED!!!!

This point cannot be overemphasized. The RCIP is a program to provide the opportunity to purchase high-protein feed supplement, which is in short supply in Romania, to the private-sector swine producers. The feed supplement will be offered for sale at sealed bid tender with a reserve price (floor price) which reflects the unsubsidized free market price for this high-quality feed supplement. The proceeds of the feed supplement sale will be used to assist in providing private farmers title to their property through the cadastral survey.

The United States Agency for International Development (USAID), as a representative of the U.S. Government, wants to assist Romania in revitalizing its agricultural production. Romania is blessed with an abundance of some of the best farmland in all of Europe. The U.S. Government and IFDC feel that there is no good reason why Romania cannot regain the importance in agricultural productivity that was once enjoyed. We believe that one way to increase production levels in agriculture is to assist in the shift toward privatization in all areas of agricultural production. One of the major deterrents to this shift is the difficulty the Government of Romania faces in the issuance of land titles for the farmers who have been allotted land.

The performance of the land surveys and the issuing of land titles are the first steps in the system of privatizing the farming sector in Romania. The cadastral survey, which is being supported by the U.S. Government and the European Community, will help to facilitate the issuing of land titles. The U.S. Government has elected to assist the private sector farmers through a grant to the Romanian Government of approximately 20,000 tons of high-protein feed supplement for swine and poultry. This supplement will be offered for sale only to private farmers through a sealed bid tender in lei. The proceeds from this tender will go into a special bank

account to be used exclusively to support domestic purchases for the cadastral survey. We believe that this support, coupled with aid from the EC and other U.S. assistance, will speed up the process of completing the land survey, hence hastening the issuing of clear deeds and titles to the land.

The IFDC team is charged by the U.S. Government with organizing and supervising the importation and sale of the feed supplement. We will also monitor the use of the feed by the successful bidders and assist the Directorate of the Cadastre in the utilization of the funds which are generated by this program.

B. Feed Supplement Description

The high quality feed supplement being offered in the first shipment is a high-protein soybean meal-based supplement. Two shipments will be provided: one will be in July and the second will be in October. Today we are talking about the first shipment only. This first shipment will consist of 10,600 tons of high quality swine feed supplement. The product specifications are based on the needs of the market participants, the private swine producers in Romania, and were developed by IFDC in collaboration with the American soybean Association (ASA) and the Ministry of Agriculture (MOA).

Since corn, barley, and other energy sources are generally available in Romania, this program is concentrating on the importation of protein, which is lacking in much of the complete feed that is available and is a key to reducing the "farrow-to-finish" time for most swine in Romania from about 300 days to 200 days or less. This soybean meal-based product will contain 42% protein and will be balanced for fat, fiber, amino acids, vitamins, and minerals. The product in this first shipment is being produced by the Pillsbury Company in the United States.

The feed supplement specifications are given in Annex 1. This specification has been cleared by the Romania Ministry of Agriculture and has been certified by the Institute for Biology and Animal Science at Balotesti as complying with Romanian requirements for this type of feed supplement. [We have brought along some samples from the initial production runs and invite you to inspect the material during the coffee breaks, the lunch break, or at the close of the seminar.] Any of our IFDC team will be happy to answer any questions you might have concerning the product or its recommended use. We will go into more detail about the attributes and use of the feed supplement later in the program.

C. Role of IFDC, USAID, and ASA

The IFDC Romania project team, as noted earlier, has the responsibility for project organization, implementation, and sale of the feed supplement. The United States Agency for International Development (USAID) is funding the purchase and importation of the product as well as the technical aspects of arranging for the sale

of the material in Romania. The American Soybean Association (ASA) is providing technical expertise for the development of the feed specifications, use recommendations, and monitoring of the performance of the supplement on the farms of the successful bidders. The IFDC team is composed of two resident staff members, seven expatriate consultants, and 17 Romanian technical experts. IFDC has offices in Bucharest and will have temporary offices in Constanta for receipt of the ships and distribution of the feed supplement.

D. Seminars and Auctions

This series of seminars is to inform potential participants in the auctions of the benefits of the high quality feed supplement and of the procedures for the auctions. Annex 2 contains a list of the auction sites and dates. The sealed bid tender process to be used in the auctions is explained on page 5. The auctions will be held in the same location as the seminars in the last two weeks of June just before the ship's arrival at the port. The successful bidders will be given instructions and dates for picking up their supplement at the conclusion of each of the auctions.

E. Bid and Payment

There are three requirements that must be met to participate in the bidding process. The first is a documentation of private farmer status as outlined on pages 5 and 6. The second requirement is that successful bidders will agree to participate in the monitoring of the feed supplement use. The third is a demonstrated financial ability to pay for the quantity of feed supplement for which a bid is made. The financial ability will be demonstrated through an accepted letter of credit (see Annex 9).

Payments for successful bids will be made with a letter of credit/guarantee deposited to a blocked special account in the Banca Agricola.

F. Title Transfer and Delivery

Title will transfer to the successful bidder when the Banca Agricola notifies IFDC that the transfer has been made into the special account. No deliveries of feed supplement will be made unless the transfer into the special account has been effected. Each successful bidder will receive authorization for release of the supplement at the port. All product will be loaded onto the successful bidders' transport, free on truck (FOT), at the Port of Constanta. The successful bidder will be responsible for arranging and paying for the transport from the Port of Constanta to the bidder's farm.

G. Monitoring, Use, and Waste Management

By participating in the auction process, the successful bidders agree to allow monitoring teams to visit their farms to assess the performance of the supplement and its use.

A team of Romanian experts in animal nutrition with assistance from the ASA consultants will visit the farms of the successful bidders. During the first visit, the technical advisors will review the monitoring program and will assist the successful bidder in selecting the animals to be involved in the monitoring tests.

While the technical advisors are visiting the farms, they will compile data on the practices being used for management of wastes on these farms. The data obtained in this way will assist the Government of Romania (GOR) and MOA in determining the magnitude of Romania's waste management requirements and will help in the formulation of a policy on the management of these agricultural wastes.

H. Cadastral Survey Support

The funds generated through the sale of the high quality feed supplement will be used to support the cadastral survey. This survey for providing titles to agricultural land, has been underway for the last two and one half years. The process has been moving slowly primarily due to the lack of up-to-date analysis procedures and the lack of equipment. The EC has provided Romania with 170 laser theodolites (Total Stations) to help speed up the survey process. The U.S. Government is prepared to provide five Global Positioning Stations to be used to update the monument markers for the survey grid. The Romanian Government with the funds generated by the feed supplement auctions will purchase locally using lei, the items needed to complete the survey. These items could include computers, calculators, mapping equipment, and vehicles to transport the survey teams and equipment. It is hoped that the use of the new equipment and the training to be included will significantly decrease the time required to complete the survey and, as a result, speed up the process of issuing land titles.

III. SEALED BID PROCEDURE

The auctions (sealed bid tenders) will be organized at eight (8) locations throughout Romania to offer an opportunity for private farmers in each area to participate. The auctions will be held on the dates and locations indicated in Annex 2. Registration will commence at 08:30 hours at each location, and will be followed by two bidding sessions or auctions, one at 10:00 and the second at 12:00 noon. Equal tonnage of feed supplement will be offered at each session. Those who are interested in participating in the auctions should make arrangements to attend the auction being held in their area.

A. Eligibility

The sealed bid tender auctions are open only to private farmers. The feed supplement being offered is intended only for consumption on the farms that are making the purchases or by registered members if purchased by an association. This initial shipment of 10,600 tons of supplement is intended for swine only. Therefore, participation will be limited to private swine growers only.

The purchases will be payable by bank letter of credit or bank guarantee which must be submitted on the day of the auction in order to participate in the bidding. (Bidders of one (1) lot only are exempted from this requirement.) Each auction participant will be responsible for obtaining their bank letter of guarantee/credit. The directors of the branches of the Banca Agricola have been advised of this program and will be willing to explain how to arrange for the banking documents needed to participate in the auction.

B. Conditions to Participate in the Bidding

The U.S. Government, USAID, and IFDC wish to give all private swine farmers in Romania the opportunity to participate in the process to purchase the feed supplement. That is one reason we are holding these seminars and auctions in several places throughout the country. We also want to limit participation in this program to private farms, only. The U.S. Government wants to promote the development of the private economic sector in Romania.

We anticipate that several categories of private farms will be participating in these auctions. These groups are the following:
(1) Private farms which are registered as private companies under law 31 of 1990 which deals with commercial societies;
(2) Agricultural companies registered under law 36;
(3) Agricultural associations; and (4) Individually owned farms which are not incorporated under these laws. There are somewhat different requirements for each group which will be participating to produce documentation which enables the organizers to know that these companies/entities are indeed private. The companies will be required to produce notarized copies of the following documentation before they will be permitted to bid at the auctions:

- (1) Private companies registered under law CS31 of 1990.
 - A. Certificate of Registration with the Register of Commerce
 - B. Company contract showing the percentage of participation
- (2) Agricultural Companies registered under law 36
 - A. Company Bylaws
 - B. Memorandum of Understanding
 - C. Copy of Court Statement where company is registered

- (3) Agricultural Associations - written agreement
 - A. Memorandum of Understanding
 - B. Identification card
 - C. In the case of oral agreement a letter from the Mayor of the village will be required stating the following:
(Annex 3)
 - a. The association is private with no State participation
 - b. The number of animals owned by the association
 - D. Groups will be required to present identification for all members of the group and will be required to provide a list with the quantity of feed supplement sent to each member.

- (4) Individuals
 - A. Identification Card
 - B. Letter from the Mayor of the village specifying the farm is private and number of animals being grown (Annex 3).

Each person or entity bidding will be required to present a completed invitation to bid sheet. These sheets are available today at the seminar and will also be available on the day of the auction.

C. Bidding Procedure

Bids will be submitted on the bid sheets available for that purpose. A copy of the Official Bid Form is enclosed in Annex 4. Each official bid must be accompanied by a bank guarantee or bank letter of credit in an amount equal to or greater than the amount that is indicated on the Official Bid Form.

Exceptions to the bank guarantee requirement will be allowed for those bidding one (1) lot only (total of 1 lot) . However, those successful bidders without a bank guarantee must have the bid value deposited in the Banca Agricola special fund within 14 days from the date of the auction or forfeit the right to claim the feed supplement.

Multiple bids: Any bidder may submit more than one bid at any auction session provided the bank letter of credit/guarantee is sufficient to cover all the bids in the event that all are successful. (EXPAND WITH AN EXAMPLE) Multiple bids are allowed so that bidders can exercise several prices to ensure they can obtain the feed supplement while not necessarily paying the top price for the feed.

Bidding Procedure: The feed supplement will be offered for sale in lots of 10 tons. A maximum of 50 lots may be purchased by any one bidder, a total of 500 tons. Any bidder who attempts to purchase more than 500 tons by bidding under multiple names or by other means will have their bids disallowed. As noted above, bidders without bank guarantee are limited to one (1) lot.

The auctions will begin at each site at 08:30 hrs with registration and verification of the documentation confirming that the firm is private and with the presentation and verification of the bank letter of credit/guarantee. After confirming that the participants in the auction represent private farms, the bidding procedure will be reviewed. The total feed supplement tonnage offered at each location will be auctioned in two (2) equal lots. Bids for the first lot must be posted by 10:00 AM and bids for the second lot posted by 12:00 noon. Bid results of each session will be announced in approximately 15 minutes following the posting deadline of 10:00 and 12:00. For the successful bidders the letters of credit/guarantee will be delivered to the local branch of the Banca Agricola so that the transfer of funds can be effected.

In the event that there are bids for the same amount in lei for the last lot(s) being offered, the winners will be determined by lottery. The lottery will be conducted by placing the bidders names that have tied on piece of paper and after mixing removing papers one by one from the container. Each bidder will have the same number of papers as the number of lots that he bid on the tie bid. For instance, if a bidder who is tied for the last lot of the day's auction bid 110 tons (11 lots), he will have his name on 11 pieces of paper in the container. one paper will be drawn for each lot that remains, i.e., if there were six (6) lots remaining then six slips of paper would be drawn from the container. The names on those slips of paper would be the winners of those lots. The sale price for those lots would be the price which was bid causing the tie for the final lot.

Each successful bidder will be given documents to allow receipt of the quantity bid at the Port of Constanta. Each bidder will be scheduled for delivery on a specific date. If that bidder has not attempted to obtain the feed supplement within seven days of the assigned date, the feed supplement will be reauctioned. In this case, the bidder who failed to pick up the lot(s) will forfeit any cost connected with recovery of funds which were transferred into the special account for support of the cadastral survey.

The first shipment of feed is scheduled to arrive in Constanta on 25 June 1993. The first receipts of material from the port will be scheduled to begin the day following the docking of the ship at the port. IFDC personnel will coordinate the loading of trucks dispatched by the successful bidders. The feed supplement will be bagged in 25-kg bags and will be packed in units of 60 bags (1.5 tons). se units will be loaded directly from the ship or storage to the transport (truck, train, or barge) whenever possible.

D. Minimum Bid Price

A feed supplement floor price has been determined for the auctions. The floor price is calculated based on an estimated price that a private businessman would have to pay to import a similar product

into Romania. Duties and taxes are excluded from this estimated cost. Computation of the estimated import parity price and the resulting floor price are indicated in Table 1 and described below.

Table 1. Floor Price Calculation (11 May 1993)

	Price
Soybean Meal Price at Eastern U.S. port	\$175/ton
Premix and mixing fee	\$79/ton
Ocean Freight	\$60/ton
Port Charges at Constanta	\$6/ton
Total cost CIF Constanta	\$320/ton
Official Exchange Rate	615 lei/\$
Total cost CIF Constanta	197 lei/kg
Floor Price for supplement at 80% CIF Constanta	157 lei/kg

Cost for soybean meal-based supplement in the United States is \$254/ton. shipping and insurance have been estimated at \$60/ton with port charges of \$6/ton at Constanta. The total landed CIF cost for this supplement would be \$320/ton which would result in an import parity price of 197 lei/kg at an exchange rate of 615 lei/US\$. The floor price is set at 80% of the calculated import parity price or 157 lei/kg. In order to assist the bidders in calculating the prices that they wish to offer for the feed supplement, worksheets have been prepared to enable comparison of production costs and cost of feed. Annex 6 contains graphs for determining total ration costs at various inclusion rates. Annex 7 is a chart for determining and comparing bid prices. Annex 8 is an example of a hypothetical case of posted bids and auction results for two auctions (10:00 and 12:00 hours) at a specific location. This hypothetical example demonstrates applications of each of the bidding rules and situations described herein.

Due to the changes taking place in the economic sector in Romania and the difficulty the farmers have with predicting prices in the free market sector, IFDC has chosen to use the official lei/US\$ exchange rate for 11 May 1993 as the rate for setting the reserve price for the auctions. This reserve price will be valid for all auctions for the first shipment of 10,600 tons of swine feed supplement. A new floor price may be calculated for the second shipment of feed supplement should the economic situation at that time warrant it.

E. Transfer of Title

Title to the feed supplement will transfer to the successful bidder upon receipt of notification from the Banca Agricola that the correct quantity in lei for that bidders purchase has arrived in the special account. From that point, the feed supplement belongs to the purchaser.

The transfer of funds will take place using the bank letter of credit/guarantee and a bid acceptance notification which will be attached to that bank letter of credit/guarantee instructing the bank to transfer the guaranteed funds to the special account. Notification will be given to the IFDC director at the Port of Constanta to release the subject lots to the successful bidders. IFDC cannot accept responsibility for any delays experienced for any reason in the transfer of funds into the special account. IFDC will extend its best efforts in effecting the delivery of the feed supplement to the successful bidders according to the dates which will be issued to these successful bidders at the auction.

The product will be delivered by IFDC free on truck (FOT) at Constanta. It will be for the purchasers' account to arrange for the transport. Trucks, train, or barges may be utilized. It is preferred that all transport be open at the top to facilitate loading of the prepackaged bagged cargo.

IV. BANKING PROCEDURES

All payments for this auction process will be through bank transfers of funds. Each auction participant will be required to have a bank letter of guarantee or bank letter of credit for an amount equal to or greater than the amount he/she intends to bid (bidders of one (1) lot only are exempted from this requirement).

The bank letter of guarantee can be issued from any Romanian Bank and confirms that the bidder has sufficient funds for paying the amount bid for the feed supplement. The bank letter of guarantee/credit (Annex 9) and the Award Confirmation Letter (Annex 10) serve as the mechanism for receiving payment from the auction of the feed supplement into the special account. Neither IFDC, USAID, the Ministry of Agriculture, or any representative of these organizations may accept a cash payment for the feed supplement.

A. Letter of Guarantee/Credit

The bank will issue the potential bidders' payment guarantees in two ways: in the form of a letter of guarantee or as a letter of credit. If the bidder has sufficient funds to cover the amount he/she intends to bid, the bank will block those funds in the bidders' account and issue a letter of guarantee stating that the funds exist and that they are blocked until the letter of guarantee is either exercised (collected) or cancelled (returned to the bank unused). Examples of this bank letter of guarantee (Annex 9) and

the IFDC Acknowledgement of Return of Bank Certificate (Annex 11) are attached.

B. Bank Requirements

The issuing of a letter of credit requires that the bidder qualify for such credit under the rules established by the bank. The amount of the letter of credit will be based on the amount of lei the purchaser wishes to borrow subject to collateral and ability to repay the loan.

C. Cost of Letter of Credit and Guarantees

A bank guarantee requires less time and cost since the required funds already exist and only have to be set aside as a guarantee by the bank.

If the bidder has an existing line of credit with the bank which allows buying feed supplement with a part of the credit, then the bank would not have a problem with issuing a letter of credit based on this preexisting line of credit.

For more information about how to arrange for your bank letter of credit/guarantee, please contact your local bank.

IV. DESCRIPTION AND RECOMMENDED USE OF FEED SUPPLEMENT

IFDC is providing a balanced protein feed supplement which contains the necessary nutrients in the correct proportions such that when mixed with an energy source such as corn or barley will provide proper nourishment for swine. The complete ration which is prepared in this manner will contain energy, protein, minerals, and vitamins. Fat is also required to supply essential fatty acids but is usually adequate in all practical rations. Water is even more important than energy but normally is provided with free access and is not involved in the ration formulation. A palatable and economical energy source can be transformed into a nutritionally balanced ration through the use of protein plus vitamins and minerals to correct nutritional deficiencies.

A. Protein Nutrients and Management

Proper amounts of protein are critical for good growth and development of the pig and for good breeding performance. Research trials that were conducted throughout the world show how important protein is to pig production. Good performance is necessary to maximize profit in a swine operation. It should also be remembered, though, that proper nutrition is only one part of pig production; performance and profitability also depend on good genetics, proper environment, good herd health, and general management. Because these other factors affect performance, some research results will be provided that demonstrate the effects of some of these other variables (annex 12). Proper protein nutrition

is important, but the producer must exercise good management in all areas. Additional information regarding the proper recommendations for the use of the swine supplement feed and monitoring of use results is presented in Annex 12.

Annexes to the seminar proceedings

- Annex 1 Feed Supplement Specifications
- Annex 2 Auction Sites and Dates
- Annex 3 Draft of Letter to be Signed by the Mayor
- Annex 4 Official Bid Form
- Annex 5 Bid Quantity and Price Worksheet
- Annex 6 Determining Total Ration Costs at Various Inclusion Rates
- Annex 7 Worksheet for Determining and Comparing Bid Prices
- Annex 8 Example of a Hypothetical Case of Posted Bids and Auction Results for Two Auctions at a Specific Location
- Annex 9 Bank Letter of Guarantee
- Annex 10 Bank Transfer Order
- Annex 11 IFDC Acknowledgment of Return of Bank Certificate
- Annex 12 Feeding Recommendations and Experimental Results

Annex 1

Swine Feed Supplement

Table 1. Swine Supplement Specifications^a

Nutrient	Unit	Minimum	Maximum
Moisture	%	-	11
Protein	%	42	-
Fat	%	2	-
Fiber	%	-	3.5
Calcium (Ca)	%	3.6	4.6
Phosphorus (P)	%	1.9	-
Salt (NaCl)	%	1.75	2.25
Potassium (K)	%	1.5	-
Magnesium (Mg)	%	0.25	-
Copper (Cu)	ppm	50	-
Iodine (I)	ppm	2.5	-
Iron (Fe)	ppm	500	-
Manganese (Mn)	ppm	60	-
Selenium (Se)	ppm	0.80	-
Zinc (Zn)	ppm	350	-
Vitamin A	IU/lb	14,000	-
Vitamin D	IU/lb	1,600	-
Vitamin E	IU/lb	90	-
Vitamin B-12	µg/lb	45	-
Menadione (Vitamin K)	mg/lb	1.5	-
Riboflavin	mg/lb	12	-
Pantothenic Acid	mg/lb	40	-
Niacin (available)	mg/lb	30	-
Vitamin B-6	mg/lb	3.0	-
Folic acid	mg/lb	0.9	-
Choline	mg/lb	3,800	-
Biotin	mg/lb	0.6	-
Lysine	%	2.6	-
Propionic acid	%	0.06	-
Ethoxyquin	ppm	50	-
Radioactivity	becquerel/kg	-	600
Pesticide residue	ppm	-	- ^b
Aflatoxin	ppm	-	0.02

a. Refer to the attached list of limitations and guidelines to be used in meeting these specifications.

b. Pesticide residues should not exceed the following limits: 0.01 ppm of heptachlor and heptachlor epoxide (total of two); 0.01 ppm of hexachlorbenzene; 0.02 ppm of benzene hexachloride; 0.03 ppm of aldrin and dieldrin (total of two); 0.03 ppm each of endrin and mirex; 0.10 ppm each of lindane and chlordane; 0.20 ppm of total PCB; 0.50 ppm each of methoxychlor and toxaphene; and 0.1 ppm of DDD, DDE, and DDT (total of three). Where residues from two or more of the pesticides are present in the swine feed supplement, the quantity of combined residues that are within the limits may be determined as follows: (1) determine the quantity of each residue present, (2) divide the quantity of each residue by the limit specified above and multiply by 100 to determine the percentage of the permitted amount of residue present, (3) add the percentages so obtained for all residues present, and (4) the sum of the percentages shall not exceed 100%.

Annex 2. Auction Sites and Dates

Location	Date
Giurgiu	June 18, 1993
Bucharest	June 21, 1993
Craiova	June 23, 1993
Iasi	June 24, 1993
Arad	June 25, 1993
Braila	June 26, 1993
Cluj-Napoca	June 28, 1993
Constanta	June 29, 1993

Annex 3. Draft of Letter to be Signed by the Mayor

This letter confirms the private standing of individual farmers or farming associations formed by oral agreements. Please present the letter to the IFDC officials during registration on the day of the auction in order to participate in the sealed bid auction.

Name of the farmer or association: _____

Address: _____

The farm of the above-mentioned individual/association is a private farm with no state participation and no state ownership. The farm currently owns and is raising _____ head of swine.

Signed by the participating individuals:

PRINTED NAME	SIGNATURE	DATE
_____	_____	_____
_____	_____	_____
_____	_____	_____

Signed by the local Mayor:

Official Stamp of the City or Mayor's Office

Annex 4. Official Bid Form

Official Bid Form

Serial Number: _____ Date: _____ Location: _____

Each bid lot contains 10 (ten) metric tons of feed supplement. State the amount in lei which you bid for each lot and the number of lots (up to the limit of 50 (fifty)) for which you are bidding. No individual or organization may bid for more than 50 (fifty) lots in the auction.

The highest bid prices by rank, over the floor price set for the supplement, will prevail for acceptance. offers equal to or below the floor price will not be accepted.

I/We bid a bid price of _____ lei/kg
(Words: _____ lei/kg) equal to
_____ lei/kg x 10.000 kg/lot = _____ lei/lot
for each of the lots desired. At this price I/We desire
lot(s) (Words: _____
lot(s)) to be received at the Port of Constanta for a total value
of _____ lei/lot x _____ lot(s) = _____ lei).
(Words: _____ lei).

I/We enclose Bank Guarantee No. _____ which
guarantees payment of a maximum of _____ lei
(Words: _____ lei) issued by
(Bank Name) _____ located at
(Bank address and/or branch designation) _____

The bank guarantee applies to this bid and _____ other bid(s) for
a total of _____ bid(s).

Signature _____
Name of individual _____
Name of association _____
Address _____

Annex 5. Bid Quantity and Price Worksheet

1. Bid price:

Numerals: _____ lei/kg

Words: _____ lei/kg

2. Value of 1 (one) lot:

_____ lei/kg x 10.000 kg/lot = _____ lei/lot

3. Number of lots desired at this price:

Numerals: _____ lots

Words: _____ lots

4. Total value of the bid:

_____ lei/lot x _____ lots = _____ lei

Numerals: _____ lei

Words: _____ lei

5. Total Value of your Bank Guarantee or Letter of Credit:

Numerals: _____ lei

Words: _____ lei

6. Value of other bids tendered on the same letter of credit:

Numerals: _____ lei

Words: _____ lei

7. Identification of the individual and/or the association tendering the bid:

Signature _____

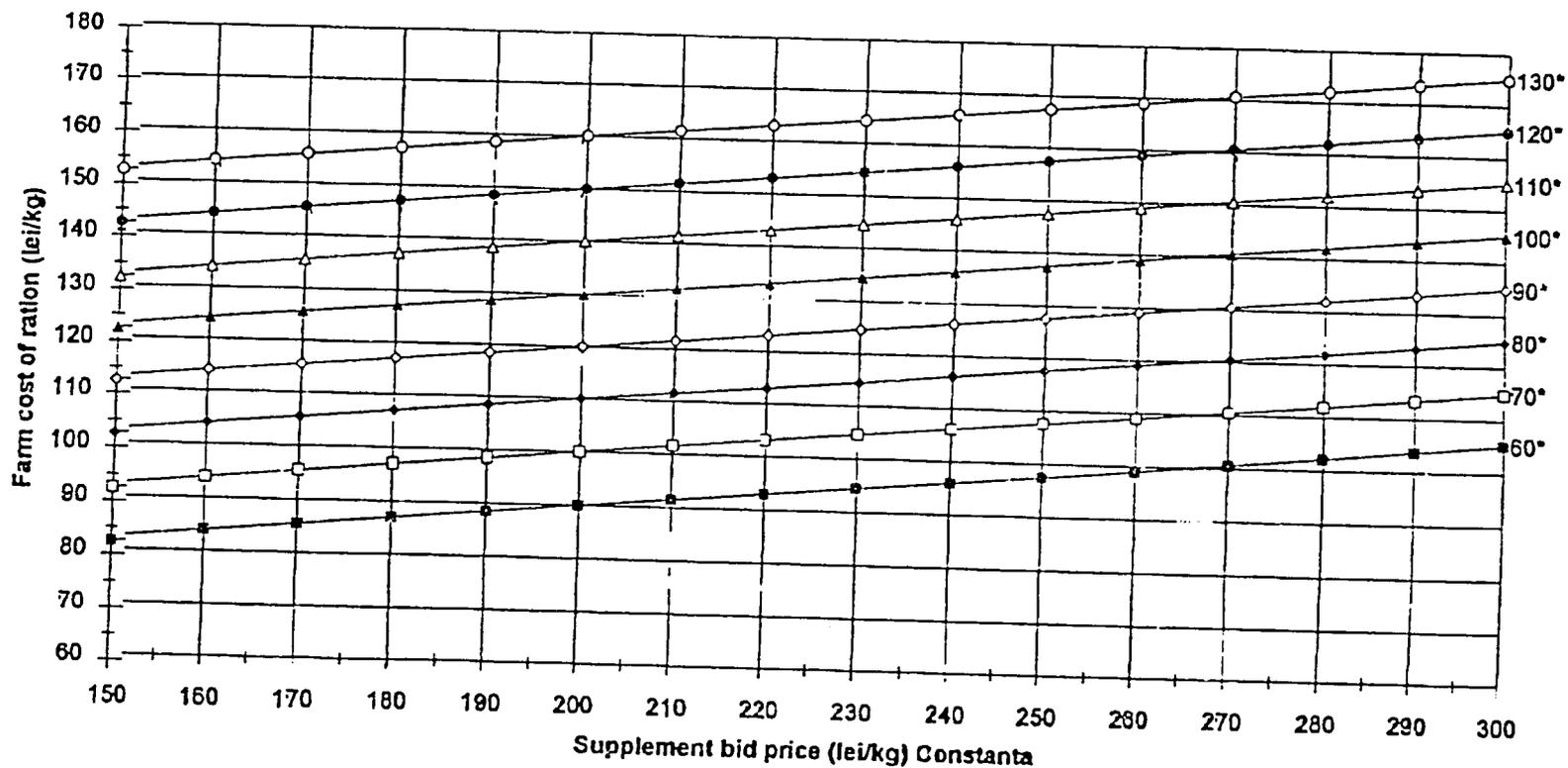
Name of individual _____

Name of association _____

Address _____

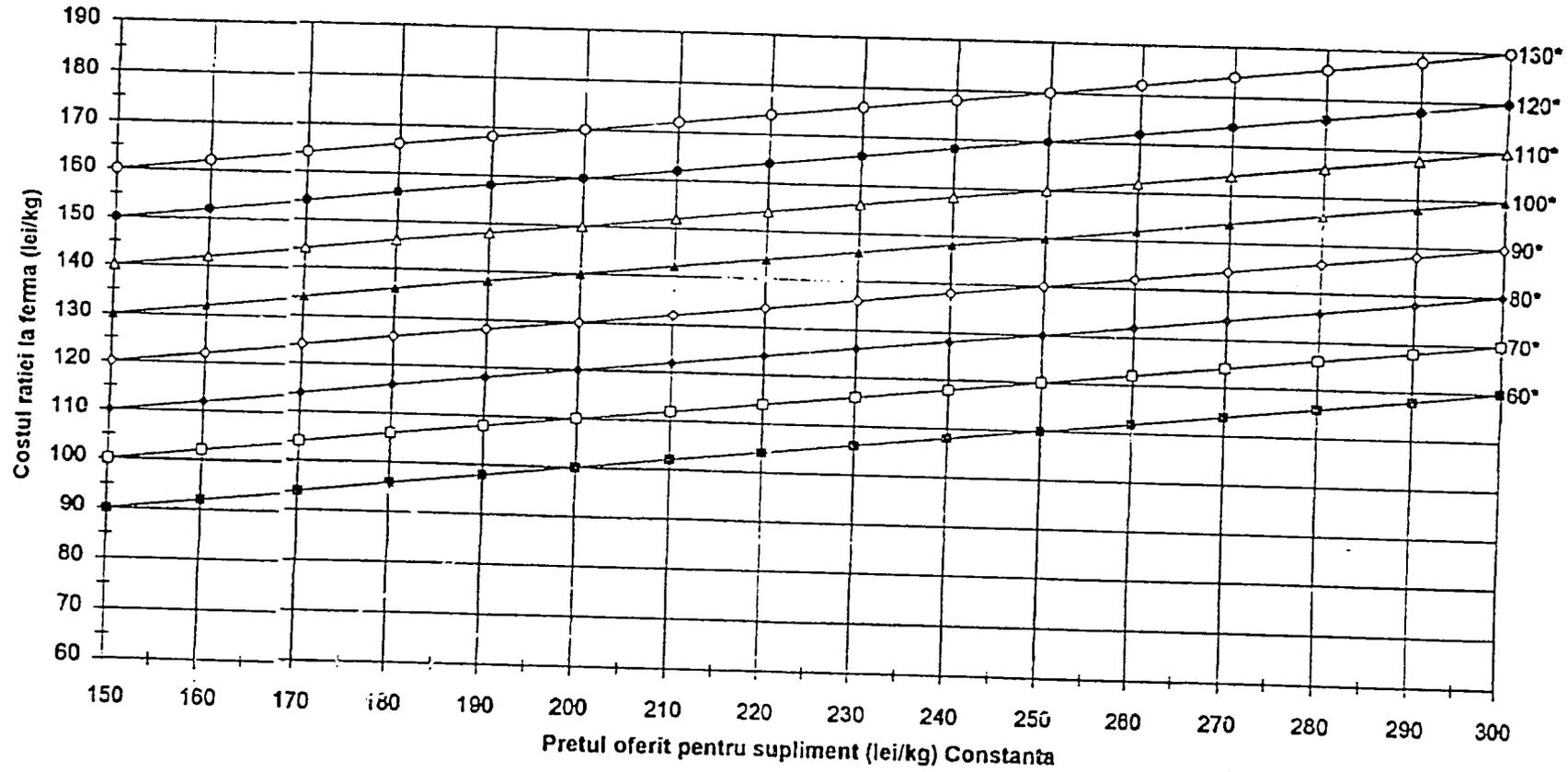
Annex 6. Determining Total Ration Costs at Various Inclusion Rates

Determining total ration cost based on various supplement and non-supplement costs at an inclusion rate of 45%

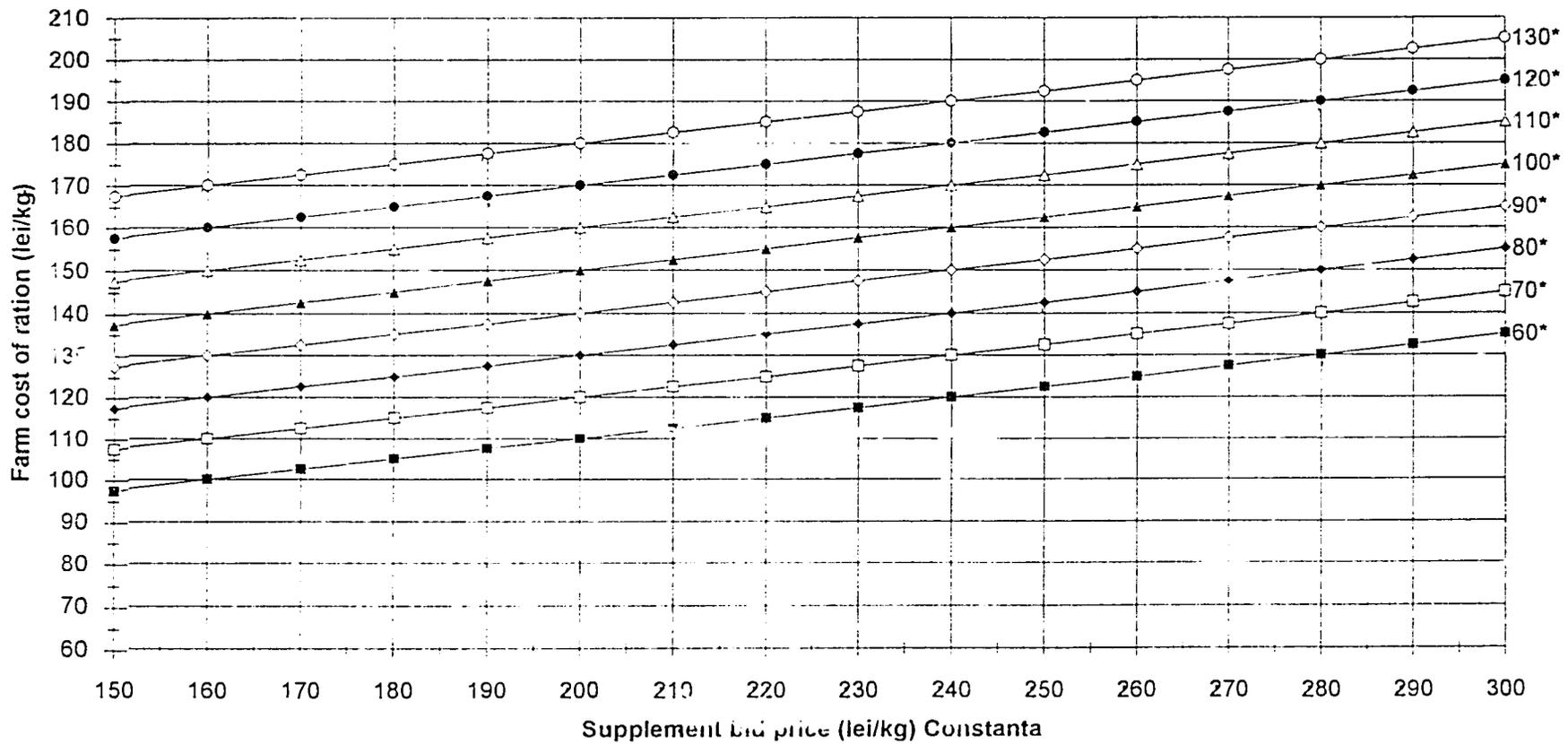


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Determinarea costului maxim oferit pe baza diferitelor cheltuieli auxiliare si pentru supliment la un procent de proteina 20%

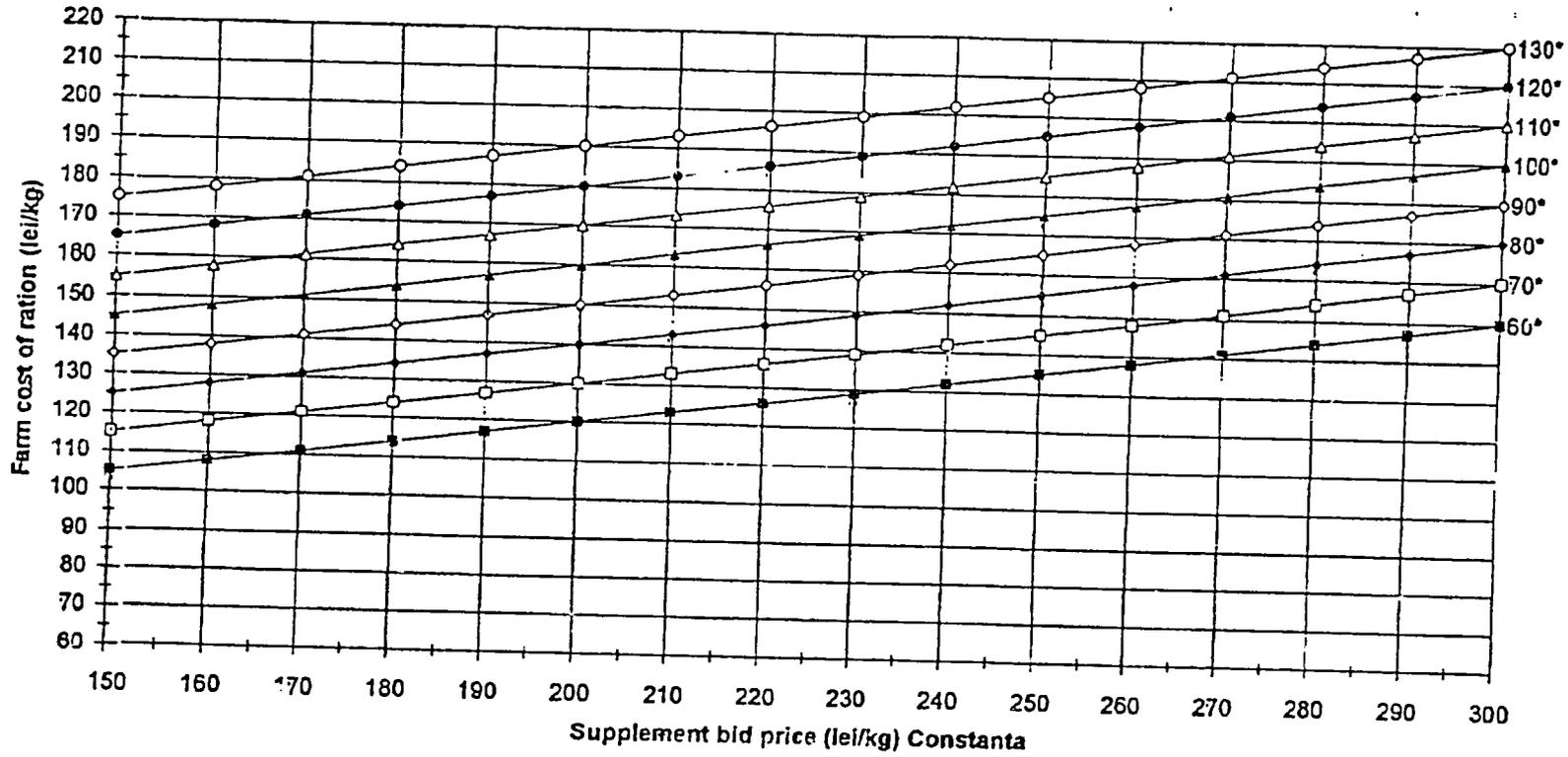


Determining total ration cost based on various supplement and non-supplement costs at an inclusion rate of 25%



SP

Determining total ration cost based on various supplement and non-supplement costs at an inclusion rate of 30%



Annex 8. Example of a Hypothetical Case of Posted Bids and Auction Results for Two Auctions at a Specific Location

Annex 8 a. Posted Bids 10:00 am

Posted Bids		Location: Example				
Time: 10:00 am		Date: 17 May 1993				
Product Offered: 650 tons						
Line	Bidder Number	Bid Quantity			Bid Price lei/kg	Product Offered tons
		Max	Actual	Reserve		
		tons	tons	tons		
0	Total	2440	1540	900		650
1	8001	10	10	0	167	
2	8002.1	100	100	0	200	
3	8002.2	100	50	50	175	
4	8003	500	500	0	177	
5	8004	10	10	0	180	
6	8005	400	250	150	182	
7	8006	500	250	250	174	
8	8007	100	50	50	180	
9	8008	370	270	100	187	
10	8009	300	0	300	0	
11	8010	50	50	0	155	

Annex 8 b. Auction Results 10:00 am

Auction Results		Location: Example				
Time: 10:00 am		Date: 17 May 1993				
Product Offered: 650 tons						
Line	Bidder Number	Bid Quantity			Bid Price lei/kg	Product Offered tons
		Max	Actual	Reserve		
		tons	tons	tons		
0	Total	2390	1540	850		650
1	8002.1	100	100	0	200	550
2	8008	370	270	100	187	280
3	8005	400	250	150	182	30
4	8007	100	50	50	180	-20
5	8004	10	10	0	180	-30
6	8003	500	500	0	177	-530
7	8002.2	100	50	50	175	-580
8	8006	500	250	250	174	-830
9	8001	10	10	0	167	-840
10	8009	300	0	300	0	-840

Annex 8 c. Posted Bids 12:00 pm

Posted Bids		Location: Example				
Time: 12:00		Date: 17 May 1993				
Product Offered: 650 tons						
Line	Bidder Number	Bid Quantity			Bid Price lei/kg	Product Offered tons
		Max tons	Actual tons	Reserve tons		
	Total	1740	1740	0		650
1	8501	10	10	0	174	
2	8502.3	50	50	0	185	
3	8502.4	50	50	0	181	
4	8503	500	500	0	180	
5	8504	10	10	0	184	
6	8505	150	150	0	182	
7	8506	500	500	0	183	
8	8507	70	70	0	175	
9	8508	100	100	0	179	
10	8509	300	300	0	178	

Annex 8 d. Auction Results 12:00 pm

Auction Results		Location: Example				
Time: 12:00		Date: 17 May 1993				
Product Offered : 650 tons						
Line	Bidder Number	Bid Quantity			Bid Price lei/kg	Product Offered tons
		Max tons	Actual tons	Reserve tons		
	Total	1740	1740	0		650
1	8502.3	50	50	0	185	600
2	8504	10	10	0	184	590
3	8506	500	500	0	183	90
4	8505	150	150	0	182	-60
5	8502.4	50	50	0	181	-110
6	8503	500	500	0	180	-610
7	8508	100	100	0	179	-710
8	8509	300	300	0	178	-1010
9	8507	70	70	0	175	-1080
10	8501	10	10	0	174	-1090

Annex 9. Bank Letter of Guarantee

BANCA AGRICOLA - SA
_____ Branch

Term of Validity

(Date: day, month, year)

LETTER OF BANK CREDIT

number _____
from _____

We, the Banca Agricola SA, _____ Branch, guarantee irrevocably and unconditionally the payment of the amount of _____ lei from the account number _____ belonging to our customer _____, in favor of _____ for the following delivered commodities, performed works and services _____ on the basis of the internal contract identified as number _____.

Payments will be made on basis of documents stipulated by general rules of payment, and within the limit stipulated in this letter of credit.

On the basis of the documents of receipt, the deliverer will write visibly the number and the date of this letter of credit and also _____ (whatever the buyer wants to be mentioned)

Our guarantee expires on _____.

The document presented to the bank after this date or for amounts of money larger than the sum we guaranteed will be discounted following the general rules of payment without cash not guaranteed by the bank.

DIRECTOR,

CHIEF BOOKKEEPER,

Annex 10. Bank Transfer Order

Form No. IFDC-05-RCIP/300

International Fertilizer Development Center

IFDC/Romania

Date _____

Subject: Award Confirmation Letter

Referenced to your Certificate No _____ Date _____, we

confirm that the subject _____

is a winner in the feed supplement auction held on _____

for the amount _____

for _____ lots, each lot costing _____ lei = _____ Total.

_____ lots, each lot costing _____ lei = _____ Total.

_____ lots, each lot costing _____ lei = _____ Total.

_____ Total.

Please make the payment to the Banca Agricolă S.A., Bucharest, Account No. 54.26.01.60 for _____ lei and confirm the payment as per format attached with the Respective Bank circulars referring to this letter with date.

For IFDC

To:

Director, Agricultural Bank

_____ branch.

Director, Bank

_____ branch.

Annex 11. Acknowledgement of Return of Bank Certificate to Bidder

Form No IFDC-4A-RCIP/200

Date _____

ACKNOWLEDGEMENT OF RETURN OF BANK CERTIFICATE TO BIDDER

The receipt of the bank certificate as detailed below is acknowledged:

No. of the certificate: _____
Amount of the certificate: _____
Name of issuing bank branch: _____
Submitted for bid dated: _____
Issued in favor of: _____
Address: _____
Passport (Identification) No: _____

Signature _____

Name _____

Date _____

[Signature on the bid document and passport No. (Identification) must be checked before return]

Annex 12. Feeding Recommendations and Experimental Results

Worksheet for Determining Savings With Use of Supplement

Complete Feed Value		Example	Farmer's
Current complete feed cost		180 lei/kg	_____
x Current feed conversion ratio	x	7.0	_____
= Current cost/kg gain	=	1,260 lei/kg	_____
Divided by expected feed/gain	/	5.0	_____
= Value of complete mixed diet	=	252 lei/kg	_____
- Grain cost (130 lei/kg x 80% of diet)	-	104 lei/kg	_____
= Value of supplement in diet	=	148 lei/kg	_____
Divided by 20% supplement in diet	/	20%	_____
= Value of 1 kg of supplement	=	740 lei/kg	_____
Savings Calculation			
Example purchase price		300 lei/kg	_____
+ Transportation and other costs	+	30 lei/kg	_____
= Total cost per kg of supplement	=	330 lei/kg	_____
Cost of grain in diet (130 lei/kg x 80%)		104 lei/kg	_____
+ Cost of supplement (330 lei/kg x 20%)	+	66 lei/kg	_____
= Total cost of diet	=	170 lei/kg	_____
x Expected feed/gain	x	5.0	_____
= New cost of gain/kg	=	850 lei/kg	_____
Current cost of gain/kg		1,260 lei/kg	_____
- New cost of gain/kg	-	850 lei/kg	_____
= Savings per kg of Gain	=	410 lei/kg	_____

The Potential of Proper Protein Nutrition of Pigs

M. D. Lindemann
 Assoc. Prof. Animal Science
 Virginia Polytechnic Institute and State University

Proper amounts of protein are critical for good growth and development of the pig and for good breeding performance. This presentation will demonstrate from research trials that were conducted throughout the world how important protein is to pig production. Good performance is necessary to maximize profit in a swine operation. It should also be remembered, though, that proper nutrition is only one part of pig production; performance, and profitability, also depends on good genetics, proper environment, good herd health, and general management. Because these other factors affect performance, some research results will be provided that demonstrate the effects of some of these other variables. Proper protein nutrition is important but the producer must exercise good management in all areas.

Table A. illustrates the effects of a wide range of protein levels in the diet on performance of pigs from 55 kg to market weight at about 100 kg. Going from 9% to 12 % protein shows marked improvements in daily weight gain (or reduced days to market) and in reducing feed/gain. Another way to look at the improved feed efficiency is to realize that 1000 kg of feed would have fed 3.5 pigs at 9% protein (1000/6.23/45 kg gain) over this weight range but would feed 5.4 pigs at 12% protein (1000/4.11/45). This is greater than 50% increase in the number of pigs fed. Going from 12% to 14% protein gives good improvements also but there is beginning to be a diminishing return. Beyond 15% protein there is no further advantage and protein (and money) is wasted to go to higher levels.

But many other factors can affect performance of these growing pigs. One factor is the temperature. It can be seen from table B. that for a growing pig (about 30 kg) maximum gain is at 20°C and best feed/gain is at 25°C. As temperature declines, growth rate declines even though feed intake is increasing because the pig is using feed (burning the energy in the feed) just to maintain body temperature. This harms feed/gain very much. At temperatures above 20°C feed intake is reduced because the process of digesting feed generates heat and the pig is already too hot. The process of cooling the body by panting also requires energy, so that hurts feed efficiency too. Proper ventilation of buildings and proper animal density in a pen is

important in maintaining the environment for the pig that is best for maximum performance.

The effects of proper feeding of the breeding herd are a bit more complex. To begin to understand protein nutrition, we will first look simply at feed intake in the lactating sow. A study was done in Canada (table H) in which lactating sows were fed either 3 or 6 kg/day to examine the effects of low feed intake. It can be seen that the sows lost more weight in lactation and more backfat (but we know that the difference in backfat would not account for all the weight loss difference, so that means that the sows lost more muscle which is protein - but we will get to that later). So we know that the sows that lost more weight were in poorer body condition at weaning which would affect their breeding ability. The researchers examined this (table G) and found out that the sows on the low feed intake took longer to remate (about 2 days), that fewer maintained conception (68 compared to 94%), and that, though they ovulated the same number of eggs, that fewer of those survived to day 35 when they examined embryo survival. This story is summarized by saying that low intake causes greater weight loss which means that the sow takes longer to remate, will not maintain pregnancy as well and will have a smaller litter at the next farrowing.

Many things can affect feed intake in lactation and we will look at two non-feed factors first. Table P. illustrates that when a sow is limited in access to water (either by not being given water or by having a low flow rate as in this study), the sow will eat less and, consequently lose more weight. A good supply of good quality water is important to lactating sows. Also, table Q. demonstrates that as the sow becomes heat stressed as a result of the hot air, that it pants more, eats less, and loses more weight.

To begin looking at protein requirements in the reproducing animal, we will examine a study in which quite a wide range of protein levels were fed in gestation (table K.). It is evident that even when daily feed allowance was equalized, that protein level affected gestation weight gain and pigs born per litter. What is usually seen with low protein gestation diets is a reduced milk output and that is seen here in the individual pig weaning weights as well as the litter weaning weights. This difference in weaning weights, which is indicative of milking ability, occurred even though feed intake in lactation was similar. Days 75 to 90 of gestation are critical for mammary development and if inadequate protein is present for mammary development, then the sow will not produce as much milk even if the lactation diet is adequate. This demonstrates that in order to optimize milking, proper protein must be fed 40 days prior to farrowing.

Recommendations for Use of USAID Swine Supplement

The imported supplement has been formulated with the intent to be able to be used in diets for all classes of swine. It will meet the nutritional needs of the animals if fed according to the guidelines provided. The guidelines are designed to provide a diet that will result in good performance but which will not waste nutrients by overfeeding. The tables R. and S. provide recommendations for ratios of grain to supplement for different classes of swine. The assumption for the young pigs is that they will be weaned at 5 to 6 weeks of age

and weigh from 7.5 to 12 kg. For pigs at the lower end of this weight range, it is recommended that the feed program 1 is used. For heavier pigs at weaning, it is recommended that feed program 2 be used. For producers that do not have a scale to weigh ingredients, they can be mixed on a volume basis according to the ratios provided. These ratios apply for ground corn, supplement, and whole barley since they all have somewhat similar bulk density (table T.) but if the barley is already ground it has a lighter bulk density and needs to be increased 50%.

Monitoring Program

This will provide information on pig performance and mixing capabilities. The information will be provided back to the producer. Upon awarding of purchase contracts, an initial visit to the farm will be conducted in which the current inventories and farm production figures will be obtained with as much accuracy as possible. This will serve as a baseline to evaluate improvement after the product is used. Information will include animal inventory in each production phase (i.e. sows, boars, nursery pigs, grower pigs, finisher pigs); routine weaning age, number and weight (if available); routine gestation, lactation and nursery feed levels; routine days to market; feeding intentions for the purchased product; any other information deemed pertinent to the project. Initial bag count of the product will be obtained. A sample of the initial mixing of each diet type will be obtained along with the intended mix ratio (to allow a comparison of actual verses intended nutrient levels). Ear tagging of initial pigs will be accomplished with the producer selecting some of the pigs and the project technician selecting the others. These pigs should be in the 25 to 40 kg weight range and will be used both to assess performance and to provide a small amount of competition among farms on this program with appropriate awards and recognition given at the program termination. Information will be recorded on the tabulation sheets and explanation of the forms made to the producer. If age of litters in the farrowing house is known, some initial litters can be weighed to get an idea of baseline lactation performance.

At the follow-up visits, all ear-tagged pigs are reweighed and the information recorded on the tabulation sheets. Performance is computed and provided to the producer. A random sample of the feeds is taken and labeled appropriately; any previous samples that were actually analyzed are discussed with the producer. After 6 weeks on the program, litter weighings in the farrowing house are resumed. It can be determined then if the product is actually being used as intended. This, along with the analysis of feed samples, assures integrity of the program.

Table A. Effect of Protein Level on Performance

Protein Level	Average Daily Gain (grams)	Feed/Gain	Days to Market
9	340	6.23	133
10	431	5.23	105
11	517	4.56	88
12	621	4.11	73
13	667	3.81	68
14	721	3.60	63
15	753	3.49	60
16	753	3.49	60
17	753	3.49	60
18	753	3.49	60

Table B. Effect of Temperature on Performance

Temperature (°C)	Avg. Daily Gain (grams)	Avg. Daily Feed (grams)	Feed/Gain
0	540	5.080	9.45
5	531	3.765	7.10
10	798	3.493	4.37
15	789	3.130	3.99
20	848	3.175	3.79
25	717	2.631	3.65
30	440	2.177	4.91
35	308	1.497	4.87

Table D. Effect of Protein Level During Lactation on Sow Performance

Protein Level %	Lactation weight loss (0-42 days) kg	Number of pigs weaned	Pig weaning weight, kg
13	6.1	9.2	10.7
15	4.1	9.5	10.9
17	2.6	8.8	11.3
19	1.1	9.3	11.4

Table K. Effect of Protein During Gestation on Reproductive Performance

	Corn	Corn-soybean meal	
	8.8% CP	12% CP	16% CP
Gestation weight gain, kg	35.8	49.0	50.8
Live pigs/litter	7.3	7.6	8.1
Birth weight/pig,kg	1.27	1.27	1.22
Pigs weaned/litter	6.2	6.9	7.5
Weaning weight/pig,kg	4.58	4.85	5.09
Litter weaning wt,kg	28.04	34.42	36.78
Location Feed Intake	79.8	80.8	82.5
Location weight change, kg	4.5	-2.3	-4.4

Table P. Effect of Water Flow Rate on Sow Performance

	700 ml/min	70 ml/min
Lactation wt loss, kg	18.6	26.8
Lactation sow feed, kg		
Week 1	24.2	21.2
Week 2	32.4	24.1
Week 3	36.6	31.6
Total	93.1	78.2

Table Q. Effect of Air Temperature on Lactating Swine

	Air Temperature °C			
	17	21	27	32
Respiration rate, breaths/min	38	37	60	100
Body temperature, °C	39.3	39.4	39.7	40.2
Feed intake, kg/day	5.4	5.2	4.5	3.1
Sow weight change in lactation, kg	+0.9	-12.2	-12.2	-16.3

Table R. Feeding Recommendations for Pigs from Weaning to Market

Feed program 1	Grain	Supplement	Period to be fed
(2:1)	67	33	2 weeks
(3:1)	75	25	to -30 kg
(4:1)	80	20	to -50 kg
(6:1)	85.7	14.3	to -100 kg
Feed program 2			
(7:3)	70	30	4 weeks
(4:1)	80	20	to -50 kg
(6:1)	85.7	14.3	to -100 kg

Table S. Feeding Recommendations for Breeding Herd

	Grain	Supplement
Gestating sows and boars (4:1)	80	20
Lactating sows		
Average milking ability (4:1)	80	20
Excellent milking ability (3:1)	75	25

T. Use of Barley verses Corn

Based on bulk density:

Ground corn = Supplement = Whole barley = 1.5 Ground barley

Appendix III
Auction Documents

IFDC Auction Registration Form

1. Identification

Bidder Number: _____

Name: _____ Position: _____

Name of the farm: _____

Complete Address: _____

_____ Judet: _____

Contact Telephone Number: _____ / _____

2. Classification of Private Farm (Circle A, B, C or D)

- A. Commercial Societies registered under Law 31 of 1990
 - _____ Certificate of registration with the register of commerce
 - _____ Company contract showing the percentage of participation
- B. Agricultural Companies registered under Law 36 of 1991
 - _____ Company Bylaws
 - _____ Memorandum of Understanding
 - _____ Copy of Court Statement where company is registered
- C. Individuals
 - _____ Identification card - Number _____
 - _____ Letter from Mayor
- D. Agricultural Associations and groups of individuals
 - _____ Memorandum of Understanding (written agreements only)
 - _____ Identification Card
 - _____ Letter from Mayor (oral agreements only)

NAME OF INDIVIDUAL	BULLETIN NUMBER	QUANTITY OF SUPPLEMENT
1		
2		
3		

Coopers and Lybrand approval: YES NO Signature _____

3. Type of Financing (Circle one)

LETTER OF CREDIT BANK CERTIFICATE TEN TONS ONLY

Instrument Number : _____

Issuing Bank, Name : _____

Issuing Bank, Location : _____

Amount _____

Percentage from: Own capital _____ % Credit _____ %

Banca Agricola approval: YES NO Signature _____

4. Participant's signature _____

72'

NAME OF INDIVIDUAL	BULLETIN NUMBER	QUANTITY OF SUPPLEMENT
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		

Comments:

BANCA AGRICOLĂ S.A.

Termen de valabilitate

Sucursala _____

(Data: ziua, luna, anul)

SCRISOARE DE GARANȚIE BANCARĂ nr. _____

din _____

Noi, Banca Agricolă S.A. Sucursala _____
prin prezenta garantăm irevocabil și necondiționat plata sumei de
_____ lei din contul 40 _____
al clientului nostru _____

(denumirea plătitorului)

în favoarea _____ pentru

(denumirea furnizorului)

următoarele mărfuri livrate, lucrări executate, servicii prestate
_____ în baza contractului
intern nr. _____.

Plățile se vor efectua în baza documentelor prevăzute de normele
generale de decontare, în limita sumei prevăzute în prezenta scrisoare
de garanție.

Pe documentele de încasare furnizorul va înscrie vizibil numărul
și data prezentei scrisori precum și _____

(mențiuni cerute de plătitor)

Garanția noastră expiră la data de _____.

Documentele prezentate la bancă după această dată sau pentru sume
mai mari decât cea garantată de noi vor fi decontate după regulile
generale privind plățile fără numerar negarantate de bancă.

DIRECTOR,

CONTABIL ȘEF,

IFDC-ROMANIA

Data licitației _____

Invitație la licitația de vânzare a suplimentului de hrană pentru porcine cu 42% proteine

Emis de : M. Terry Frederick, șef de program, IFDC-ROMANIA
Adresa: Strada Mihail Moxa nr.5
Sector 1, București
C.P. 22-252 ;
Tel.: 311-1286, 650-4672,
Fax : 311-1286

Invitație:

Centrul Internațional pentru Dezvoltarea Îngrășămintelor (IFDC-ROMANIA) împuternicit prin Acordul semnat între Guvernul Român și Guvernul Statelor Unite ale Americii la data de 15 decembrie 1992, oferă spre vânzare prin licitație în plic închis 10.600 de tone de supliment de hrană pentru porcine conținând 42% proteine și ingrediente premix livrate în portul Constanța.

Ofertele sigilate vor fi primite de IFDC-ROMANIA în localitatea _____, pentru cumpărarea prin licitație a suplimentului de hrană în loturi de câte 10 tone livrabile câștigătorilor licitației din portul Constanța. Ofertele vor fi pentru două licitații care vor fi ținute la orele 10:00 și respectiv 12:00, fiecare zi de licitație începînd la orele 08:30. Ofertele vor fi deschise și declarate câștigătoare imediat după fiecare licitație la datele și orele din programul anexat.

Fiecare ofertant poate cumpăra cel puțin 1 (un) lot și maximum 50 (cincizeci) de loturi a câte 10 tone fiecare. Ofertanții câștigători trebuie să-și ridice suplimentul de hrană din portul Constanța la datele indicate de IFDC după câștigarea licitației. Prețul minim stabilit este de 157 lei/kg. Ofertele sub sau la acest preț minim nu vor fi acceptate.

Termeni și condiții:

Fiecare ofertant poate depune una sau mai multe oferte, în plicuri sigilate, pentru un total de nu mai mult de 50 de loturi pentru care deține garanții financiare certificate printr-o scrisoare de credit. Ofertele pentru 1 lot de zece tone (limita totală este de un lot pentru un ofertant) sînt exceptate de la prezentarea acestei garanții

financiare. În orice caz, aceștia trebuie să depună suma totală a ofertei în decurs de 14 zile de la câștigarea licitației în contul special de la Banca Agricolă. Limita maximă de 50 de tone este stabilită pentru a evita monopolizarea și acapararea controlului acestei cantități limitate de supliment de hrană oferita. Persoanelor sau organizațiilor care vor încerca să eludeze această restricție ofertând sub diferite nume li se vor anula toate ofertele și vor fi excluse de la orice altă participare la licitație.

Nici o ofertă nu va fi primită după ora limită anunțată a licitației (10:00 și 12:00). Ofertele vor fi primite numai între orele desemnate, înaintea deschiderii plicurilor cu oferte.

Oferta în plic închis trebuie să conțină următoarele trei documente:

1. Aceasta invitație pentru licitație, semnată și datată.
2. Formularul oficial de ofertă indicând data și ora corectă a licitației, prețul oferit în lei pe kilogram, numărul de loturi pentru care licitați, suma în lei pentru fiecare lot de câte 10 tone și suma totală în lei a ofertei pentru numărul total de loturi pentru care licitați.
3. O scrisoare validă de garanție bancară, menționând suma maximă pe care Banca o garantează pentru plata suplimentului de hrană, în numele ofertantului, dacă oferta totală depășește 1 (un) lot de 10 tone.

Cele mai ridicate oferte care se încadrează în numărul total de loturi oferite în cursul fiecărei ședințe de licitație vor fi acceptate dacă acestea sunt deasupra prețului minim indicat mai sus. Ofertele câștigătoare vor fi afișate imediat ***după evaluarea lor de către conducătorii licitației. În cazul unor oferte. În cazul unor oferte de aceeași valoare de la ofertanți diferiți pentru cel mai scăzut preț de licitație acceptat și dacă toate aceste oferte vor fi acceptate iar numărul loturilor va depăși numărul loturilor oferite, o loterie va determina cumpărătorul (cumpărătorii) lotului (loturilor) vândute la acel preț.

Nici o livrare de supliment de hrană nu se va face până la confirmarea plății integrale de către filiala desemnată a Băncii Agricole, după documentația băncii.

Ofertantul (ofertanții) câștigător (i) vor fi notificați printr-o scrisoare adresată băncii acestuia indicând cantitatea în tone și suma de lei necesară pentru a acoperi oferta câștigătoare.

Scrisoarea de garanție a băncii pentru pentru un ofertant care nu a câștigat licitația va fi returnată ofertantului. Scrisoarea de garanție va putea fi folosită pentru mai mult de o singură licitație cu condiția ca garanția financiară să acopere costul tuturor licitațiilor.

(Contract No. _____)

IFDC-ROMANIA va livra suplimentul de hrană la mijloacele de transport ale cumpărătorilor (liber pe camion) ce vor fi deplasate în punctul special desemnat din sau de lângă Portul Constanța. Cumpărătorii sânt răspunzători de plata și aranjamentul transportului suplimentului de hrană.

IFDC-ROMANIA nu garantează livrarea sigură la destinația finală după luarea în primire de către cumpărător.

IFDC-ROMANIA, prin reprezentanții săi acreditați care vor conduce licitațiile, își rezervă dreptul să accepte sau să respingă orice ofertă dacă ofertantul potențial violează condițiile menționate sau datele sunt inexacte.

IFDC-ROMANIA își rezervă dreptul de a schimba numărul de loturi disponibile pentru fiecare licitație și să mărească sau să scadă numărul total de loturi oferite la fiecare licitație.

În consecință, ofertantul consimte ca, în cazul când câștigă o licitație, el (ea) vor trebui să:

1. Accepte și să cumpere toate loturile de supliment de hrană menționate în oferta câștigătoare, la prețul din ofertă.

2. Să-și procure transportul pe cheltuiala proprie și să preia suplimentul de hrană cumpărat în cel mult 7 zile de la data menționată în autorizația de livrare, în caz contrar să renunțe la dreptul de proprietate asupra suplimentului de hrană, să absoale IFDC-ROMANIA de toate riscurile și responsabilitățile și să nu ridice nici o pretenție față de IFDC-ROMANIA.

3. Accepte furnizarea de date către IFDC-ROMANIA cu privire la rezultatele folosirii suplimentului de hrană.

4. Să declare că suplimentul de hrană va fi folosit numai în propria fermă și nu va fi revândut sau transportat în afara României.

Semnătura _____

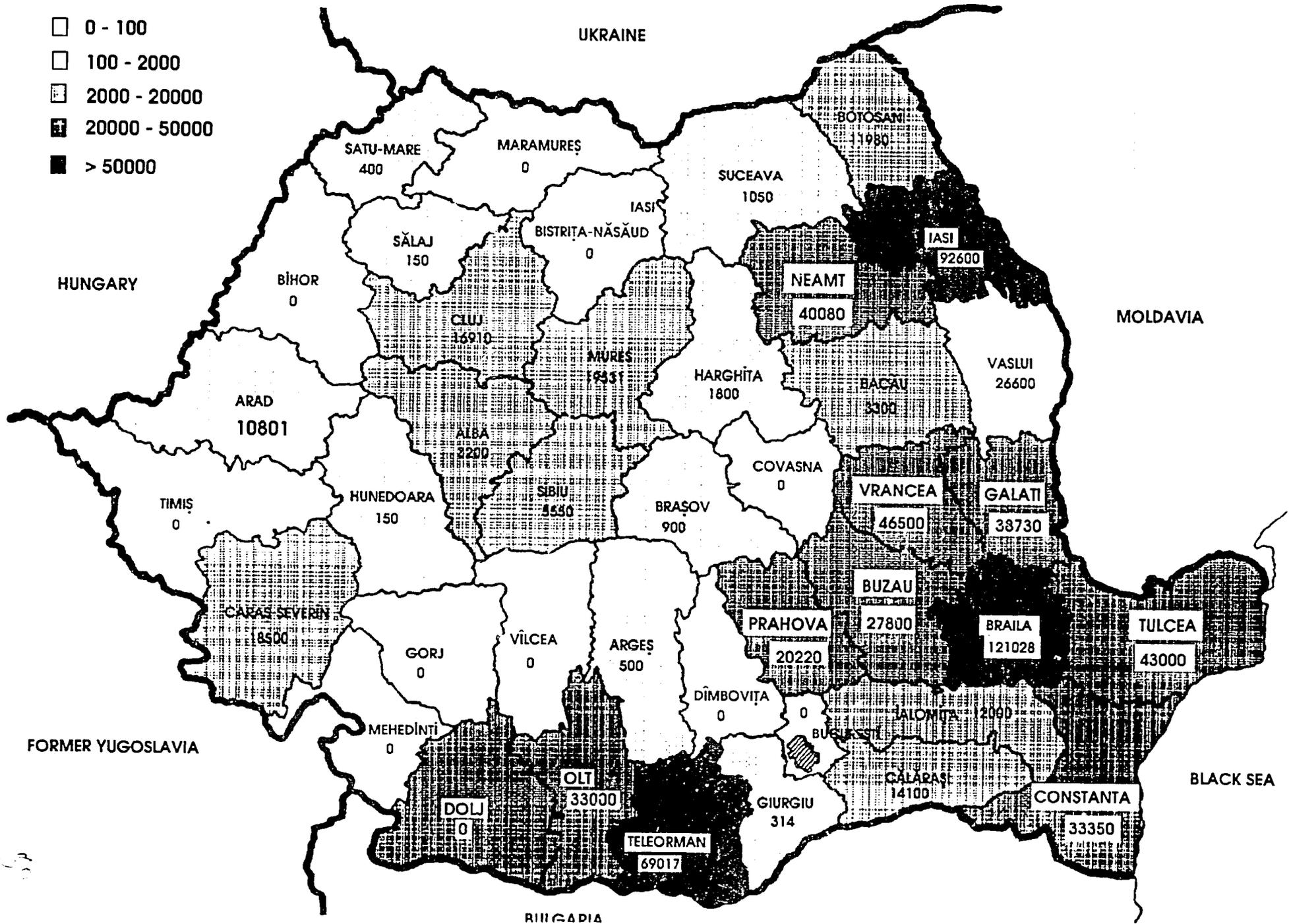
Numele _____

Adresa _____

Appendix IV
Detailed Auction Data

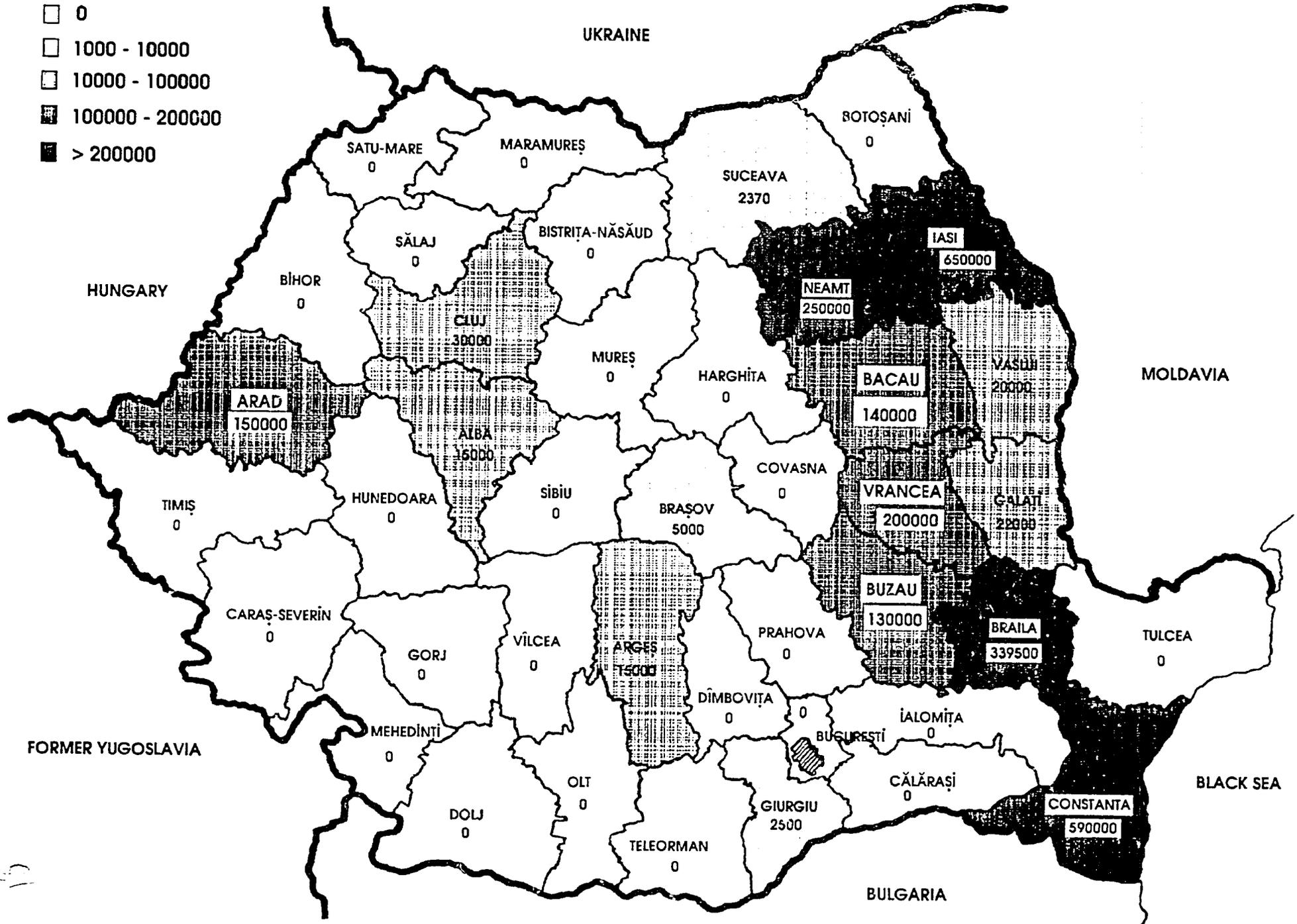
NUMBER OF SWINE REPRESENTED BY BIDDERS AT AUCTIONS

- 0 - 100
- 100 - 2000
- ▨ 2000 - 20000
- ▩ 20000 - 50000
- > 50000



POULTRY REPRESENTED BY BIDDERS AT AUCTIONS

- 0
- 1000 - 10000
- ▤ 10000 - 100000
- ▨ 100000 - 200000
- > 200000



Summary Auction Results

IFDC Romania

18 June – 29 June 1993

Auction Location & Date	Hour	Price (Lei/kg)			Quantity (tons)		Number of Bidders	Number of Winners	Revenue	
		Max	Average	Market Clearing	Bid	Sold			1000 Lei	US Dollars (735 lei/\$)
Giurgiu June 18	10:00	211	201.6	194	1,360	400	10	2	80,640	109,714
	12:00	230	217.65	210	860	400	10	5	87,060	118,449
	Total		209.63			800			167,700	228,163
Bucharest June 21	10:00	251	228.69	213	1,570	550	11	3	125,780	171,129
	12:00	280	240.36	225	880	550	9	6	132,200	179,864
	Total		234.53			1,100			257,980	350,993
Craiova June 23	10:00	235	187.75	158	610	400	6	5	75,100	102,177
	12:00	163	160.43	159	410	400	5	4	64,170	87,306
	Total		174.09			800			139,270	189,483
Iasi June 24	10:00	245	230.52	215	3,880	1,200	24	6	276,620	376,354
	12:00	266	238.55	225	2,150	1,200	21	12	286,260	389,469
	Total		234.54			2,400			562,880	765,823
Arad June 25	10:00	225	208.89	200	1,040	450	7	4	94,000	127,891
	12:00	250	216.47	200	750	450	8	7	97,410	132,531
	Total		212.68			900			191,410	260,422
Braila June 26	10:00	274	253.26	240	2,350	1,000	20	11	253,260	344,571
	12:00	320	242.62	185	1,100	420	17	8	101,900	138,639
	Total		250.11			1,420			355,160	483,211
Cluj June 28	10:00	271	214.42	200	1,980	900	22	11	195,680	266,231
	12:00	231	196.49	180	930	900	14	13	176,840	240,599
	Total		205.46			1,800			372,520	506,830
Constanta June 29	10:00	301	276.12	250	2,010	500	14	6	138,060	187,837
	12:00	330	276.44	241	1,410	500	12	8	138,220	188,054
	Total		276.28			1,000			276,280	375,891
Total June 1993	10:00		229.47		14,800	5,400	114	48	1,239,140	1,685,905
	12:00		224.91		8,490	4,820	96	63	1,084,060	1,474,912
	Total		227.32		23,290	10,220	* 210	* 111	2,323,200	3,160,816

* 104 unique bidders and 77 unique winners, totals are greater because of winners at multiple auctions

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Appendix V
Bank Transfer Documents

Regim special

Furnizor		Factura seria				An		Cumpărător			
Cod								Cod			
Localitatea		U	Op. P.A.D.	Număr factura	D a t a			Localitatea			
Cont		1	2	3	Z.	L.	A.	Cont			
Banca					4	5	6	Banca			
Cod predător	Cod primitor	Nr. contract comandă				Nr. aviz expediere		Cont debitor	Cont creditor	Nr. poz.	
7	8	9	10	11	12	13		14	15	16	
V-am expediat în ziua de _____ cu vagonul/auto nr. _____											
gara de destinație/adresa _____											
prin delegatul _____ cu delegația nr _____											
din _____ scriitoare de trăsură _____											
Nr. crt.	SPECIFICAȚIA produs, ambalaj, cheltuieli de transport, termenul legal al prețurilor (abreviat D = Decret, etc.), nr. autorizație de import, precum și termenul de vînzare contractual	Cod	U, M	Cantitatea		Preț unitar		Valoarea			
17		18	19	Intregi	Z.	Lei	B.	Lei	B		
Semnătura		Emitent	Control fin. prev. cumpărător				Total				

Decret 14/1986

I. P. „Filaret” III c. 4071/93

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Appendix VI
Port Documentation

IFDC - ROMÂNIA
Scrisoare de confirmare a câștigării licitației

Către: Directorul Băncii Agricole, Număr ofertant _____
 Sucursala/Filiala _____ Data ___/___/1993
sau Directorul Băncii _____
 Sucursala/Filiala _____

Ref.: Scrisoare de confirmare a câștigării licitației

Cu privire la scrisoarea dvs. de garanție (credit) nr. _____
din data de _____, aveți confirmarea noastră că ofertantul
_____ a câștigat la licitația pentru
suplimentul de hrană din data de _____ următoarele cantități:
____ loturi a _____ lei fiecare, total _____ lei
____ loturi a _____ lei fiecare, total _____ lei
____ loturi a _____ lei fiecare, total _____ lei
TOTAL _____ lei

Vă rugăm să efectuați plata sumei de _____ lei
către Banca Agricolă SA București, cont nr. 64.26.01.60 și să confirmați
plata d-lui Vasile Tănăsuiu de la Banca Agricolă București, telefon
613.90.41, cu numele plătitorului și data transferului.

_____/_____/1993
IFDC Data
=====

Subsemnatul, _____ emite ordin de
(Titular scrisoare credit/garanție)
transfer către _____ pentru a transfera suma
(Banca și sucursala/filiala)
menționată mai sus în contul 64.26.01.60 deschis la Banca Agricolă
București, numai pe baza acestui document și a documentului de garanție
bancară aferent. Sunt la curent cu faptul că nu pot ridica suplimentul
de hrană din Constanța înainte ca IFDC și Coopers and Lybrand să
verifice efectuarea plății în contul 64.26.01.60.

_____/_____/1993
Titular scrisoare credit/garanție Data

FORM A (FORMULAR A)

Form No. IFDC-06-RCIP/600

To: In-Charge _____ Authorization Date: _____
(Pentru) (Data autorizației)

Delivery and Distribution Authorization No. Da N^o 0001
(Livrare și repartizare) (Autorizația nr.)

Delivery Authorization (Autorizație de livrare)

Receipt has been confirmed of full payment on account of the following named bidder.
(Recepția a fost confirmată la plata integrală din contul următorului ofertant.)

You are authorized to deliver feed supplement from Lot. No.(s) _____ for a total
(Sinteți autorizat să livrați furaje din Lotul nr.) of _____ tons

To: (către) _____
Bidder Name and Address (Numele și adresa ofertantului)

Signature M. TERRY FREDERICK
(semnătură)

Authorization Form for Collection of Feed Supplement

(Formular de autorizare a recepției furajelor)

10 copies of Form B No. B _____ to B _____ authorizing collection of your feed supplement by
lorry are attached. One copy must be sent with each lorry to collect your material.

(Sint atașate 10 copii ale formularului B nr. _____ și B _____ care autorizează preluare
furajelor. Pentru a prelua marfa veți trimite câte o copie cu fiecare mijloc de transport

Important: You must keep these forms secure. (Important: Păstrați aceste copii.)

CONFIRMATION OF DELIVERY (CONFIRMAREA LIVRĂRII) Authorization No. DA _____
(Autorizația nr.)

Date _____

Lot(s) No. _____ has/have been delivered to the winning bidder
(Lotul(rile) nr. _____ a/au fost livrat(e) ofertantului)

_____ and details of conveyance to which it was delivered
are recorded in the attached file. (iar detaliile asupra mijlocului de transport
cărui a i-a/au fost livrat(e) sint inregistrate in dosarul atașat.)

In-charge (Responsabil)

Delivery Distribution (Repartizarea livrărilor)

Return to: (De returnat)

Team Leader (Conducătorului echipei)

IFDC/Romania (IFDC/România)

Posted in attached file
(Specificat in dosarul alăturat)

Checked by _____
(verificat)

Signature of Accounts Assistant
(Semnătura asistentului contabil)

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FORM B (FORMULAR B)

Serial N^o 4001
Lots No(s)

AUTORIZAȚIE PENTRU CAMION DE PRELUARE A FURAJELOR
(Authorization for lorry to collect feed supplement)

Data (Date)

Numele și adresa clientului
(Name and address of purchaser)

Numărul autorizației IFDC DA
(IFDC authorization number)

Data autorizației IFDC
(IFDC authorization date)

CLIENTUL AUTORIZEAZĂ ȘOFERUL SĂ PREIA FURAJELE CU SPECIFICAȚIILE URMĂTOARE
(The purchaser authorizes the driver to collect his feed supplement as detailed below)

Nr. de saci (No. of bags)

Nr. de înmatriculare al camionului (Lorry plate no.)

Numele șoferului (Name of driver)

Nr. de pașaport al șoferului (Driver passport number)

Semnătura șoferului (Signature of driver)

AUTORIZAȚIE (Authorized by)

Numele clientului (Purchaser Name)

Semnătura clientului (Purchaser signature)

Nr. de pașaport al clientului (Purchaser passport no.)

RECEȚIONAT DE SUPERVIZOR IFDC. PAȘAPORTUL ȘOFERULUI VERIFICAT.
(Received by IFDC Supervisor. Driver's passport checked)
Semnătură (Signature)

Data, ora (Date, hour)

NOTĂ: 1. Cumparatorul trebuie să trimită această autorizație cu șoferul camionului pentru a obține furajele din portul Constanța sau dintr-un depozit specificat de IFDC. (The purchaser must send this authorization with the Lorry driver to get his feed supplement from Constanța port or from a warehouse to be designated by IFDC).

2. Șoferul trebuie să posede această autorizație și pașaportul personal. (The driver must have this authorization and his personal passport.)

FORM C (FORMULAR C)
Loading Authorization (Autorizație de încărcare)

Serial N^o 2002
Date _____
(Data)
Form B Serial No. _____
(Formular B seria nr.)
Lot No s) _____
(Nr. lotului)

Name and Address of Purchaser _____
(Numele și adresa cumparatorului)
IFDC Authorization Number DA _____
(Nr. și data autorizației IFDC)

THE DRIVER IS AUTHORIZED TO COLLECT THE FEED SUPPLEMENT AS DETAILED BELOW:
(ȘOFERUL ESTE AUTORIZAT SĂ PREIA FURAJELE CU SPECIFICAȚIILE DE MAI JOS:)

Number of bags: _____
(Număr de saci) figures and letters (cifre și litere)

Destination: _____
(Destinația) village and district (localitatea și județul)

Lorry Plate No.: _____
(Nr. de înmatriculare al camionului)

Name of Driver: _____
(Numele șoferului)

Driver Passport No: _____
(Nr. de pașaport al șoferului)

AUTHORIZED BY _____
(AUTORIZAT DE CĂTRE) Signature and Name of IFDC Control Office Supervisor
(Semnătura și numele ofițerului supervisor IFDC)

Confirmation of Receiving by Driver
(Confirmarea recepției de către șofer)
I confirm receipt of _____
(Confirm recepția a)
bags of feed supplement

(saci cu furaje)
Date _____
Data _____

Confirmation of Delivery by IFDC
(Confirmarea livrării de către IFDC)
I confirm delivery of _____
(Confirm livrarea a)
bags of feed supplement as detailed
above.
(saci cu furaje ca mai sus)
Date _____
Data _____

Signature & Name of Driver
Supervisor
(Semnătura și numele șoferului)

Signature & Name of IFDC Load.
Supervisor
(Semnătura și numele reprezentantului
IFDC)

- Copy 1: To be kept by driver and given to purchaser. (Se va păstra de către șofer și se va remite cumparatorului)
Copy 2: To be signed by driver after loading and kept by IFDC Loading Superior. (Se va semna de către șofer și va rămâne la reprezentantul IFDC).
Copy 3: Kept in Port office file.
Se va păstra în dosarul de la biroul portuar.

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**C&L Report Confirming the Receipt of Payment
in the Banca Agricola Account**

Name and Village of Bidder	Tons	Amount in Lei	Form B No.	Payment	Date
Mihalache Dumitru SC Piglet, Gurbanesti	100	20,000,000	11 to 20	Yes	29/06/93
Ivascu Gheorghe SC Ropig, Tamadau	480	98,980,000	1 to 10	Yes	25/06/93
Szabo Zoltan SC Pigalex, Alexandria	100	23,000,000	21 to 30	Yes	24/06/93
Sandu Gheorghe SC Pigs SA, Sorioastea	100	21,600,000	31 to 40	Yes	24/06/93
Iancu Luchian Chrissovelloni, Bucharest	10	2,120,000	41	Yes	01/07/93
Oprea Vasile SC Telepig	10	2,100,000	42 to 43	Yes	25/06/93
Total (Confirmed as of 13/07/93)	800	167,800,000			

Daily Discharge Log
 Total to be Discharged: 424,000 Bags (10,600 Net m/t)

Date	Trucks Loaded	Buyers' Trucks	Railcars Loaded	Railcars Loaded	Buyers Total	Warehouse	Warehouse	Total Discharge	Remarks
	(number)	(bags)	(number)	(bags)	(tons)	(bags)	(tons)	(tons)	
Ship Discharge									
Fri, 25 Jun	0	0	0	0	0.00	11,155	278.88	278.88	2nd Shift Only
Sat, 26 Jun	24	12,110	0	0	302.75	15,400	385.00	687.75	
Sun, 27 Jun	1	690	0	0	17.25	14,860	371.50	388.75	
Mon, 28 Jun	10	7,600	0	0	190.00	20,436	510.90	700.90	
Tue, 29 Jun	6	3,540	13	15,182	468.05	10,462	261.55	729.60	
Wed, 30 Jun	19	8,501	4	2,738	280.98	6,977	174.43	455.40	1st Shift Only
Thu, 1 Jul	21	9,122	1	8,400	438.05	4,939	123.48	561.53	
Fri, 2 Jul	58	33,016	4	4,000	925.40	19,161	479.03	1,404.43	
Sat, 3 Jul	52	23,790	9	8,910	817.50	1,640	41.00	858.50	
Sun, 4 Jul	40	25,703	1	1,490	679.83	0	0.00	679.83	
Mon, 5 Jul	50	21,851	18	21,227	1,076.95	0	0.00	1,076.95	
Tues, 6 Jul	49	20,975	17	14,163	878.45	0	0.00	878.45	
Wed, 7 Jul	25	12,190	9	12,782	624.30	0	0.00	624.30	Rain 2nd Shift Only
Thu, 8 Jul	30	13,290	21	17,437	768.18	0	0.00	768.18	
Fri, 9 Jul	6	3,150	9	10,885	350.88	610	15.25	366.13	Ship Compl. 0654
Total	391	195,528	106	117,214	7,818.55	105,640	2,641.00	10,49.55	

(Continued)

Daily Discharge Log
(Continued)

Date	Trucks Loaded	Buyers' Trucks	Railcars Loaded	Railcars Loaded	Buyers Total	Warehouse	Warehouse	Total Discharge	Remarks
	(number)	(bags)	(number)	(bags)	(tons)	(bags)	(tons)	(tons)	
Warehouse Discharge									
Sat, 10 Jul	17	6,800	5	3,626	260.65	(10,426)	(260.65)	0.00	
Sun, 11 Jul	4	1,740	6	6,080	195.50	(7,820)	(195.50)	0.00	
Mon, 12 Jul	0	0	6	6,500	162.50	(6,500)	(162.50)	0.00	
Tues, 13 Jul	18	12,340	0	0	308.50	(12,340)	(308.50)	0.00	
Wed, 14 Jul	7	3,100	16	14,760	446.50	(17,860)	(446.50)	0.00	
Thu, 15 Jul	7	4,290	3	5,180	236.75	(9,470)	(236.75)	0.00	
Fri, 16 Jul	6	2,080	6	8,243	258.08	(10,323)	(258.08)	0.00	
Sat, 17 Jul	2	800	17	13,517	357.93	(14,317)	(357.93)	0.00	
Sun, 18 Jul	0	0	0	0	0.00	0	0.00	0.00	
Mon, 19 Jul	1	200	0	0	5.00	(200)	(5.00)	0.00	
Tues, 20 Jul	8	3,202	1	2,000	130.05	(5,202)	(130.05)	0.00	
Wed, 21 Jul	3	1,600	1	2,000	90.00	(3,600)	(90.00)	0.00	
Thu, 22 Jul	0	0	0	0	0.00	0	0.00	0.00	
Fri, 23 Jul	0	0	0	0	0.00	0	0.00	0.00	
Sat, 24 Jul	4	2,000	0	0	50.00	(2,000)	(50.00)	0.00	
Sun, 25 Jul	0	0	0	0	0.00	0	0.00	0.00	
Mon, 26 Jul	11	4,517	0	0	112.93	(4,517)	(112.93)	0.00	
Tues, 27 Jul	2	1,047	0	0	26.18	(1,047)	(26.18)	0.00	
Total	90	43,716	61	61,906	2,640.55	(105,622)	(2,640.55)	0.00	
Grand Total	481	239,244	167	179,120	10,459.10	18	0.45	10,459.55	

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