

Weekly Poultry Report

Eastern Pennsylvania And New Jersey

Weekly Review

LIVE HENS

Prices of light hens continued about unchanged, however an occasional lot noted as high as 4 3/4c. Heavy hens were generally 1/2c higher. Demand for light type was dull and unaggressive in most quarters as most processors only working part time and finding it difficult to move processed product. Offerings adequate with producers often holding hens till after holiday as egg prices continue to improve. Demand good for generally short offerings on heavy type. Prices paid at farms: Light Hens 3-4 1/2, mostly 4-4 1/2c, Heavy Hens 14 1/2-15 1/2, mostly 15-15 1/2c.

Fogelsville

December 5, 1967

(Prices paid dock weights, cents per lb., except where noted.)

Light Hens 4-9 1/2, mostly 4-5; Heavy Hens 4 1/2-18, mostly 5 1/2-12; Pullets 12 1/2-27, mostly 16 1/2-20; Roasters 4-25 1/2, mostly 18-24; Capons 27 1/2-35, mostly 31-32 1/2; Ducks 18 1/2-31, mostly 20-29; Drakes 15-43, mostly 34 1/2-43; Geese 20-33 1/2, mostly 25-32;

Tom Turkeys 10-24 mostly 18-20; Hen Turkeys 18 1/2-33 1/2, mostly 25-30; Rabbits 21-43, mostly 32-41; Guineas 68-70; Pigeons (per pair) 90-170, mostly 90-95; Jumbo Squab 95. Total coops sold: 1142.

Eastern Shore Exchange

Weekly Review

Broiler and fryer live prices averaged 13.30 cents per pound this week. Prices paid ranged from a high of 14.2 cents per pound on Monday to a low of 12.4 cents per pound on Thursday. Sales for the week totaled 948,300 head up 102,400 head from last week.

Chicago

(Continued from Page 2)

174,500 last week and 205,700 last year

SLAUGHTER STEERS — On Wednesday, Prime 1200-1350 lbs Yield Grade 3 and 4 27.75-28.25, three loads at latter price High Choice & Prime 1100-1350 lbs. Yield Grade 2 to 4 26.25-27.25, Mixed Good and Choice 900-1200 lbs. 25.75-26.50, Good 24.50-25.75, Standard and Low Good 23.00-24.50.

SLAUGHTER HEIFERS —

How To Handle A Pushy Sales Call

Many telephone sales calls give you news of products and services and save you shopping time or help you take advantage of a sale. But what should you do about calls that turn into high-pressure sales pitches after misleading introductions?

Mabel Spray, Extension family economics specialist at Ohio State University, says the first thing to do is to learn to recognize questionable calls. She reports that the Better Business Bureaus indicate that telephone sales calls may be troublesome when:

The caller gives no identification.

Claims to be conducting a survey, then tries to arrange a salesman's interview.

Says he is not selling anything, but would like to inter-

view you for advertising. Reels off prices, costs, offers, and questions so fast that you are confused. Describes a special offer that sounds too good to be true. Informs you that you have been chosen to receive a free gift.

Learning how to handle dishonest calls is the next step. The following techniques may help you to discourage pushy calls:

Ask to be sent a folder and

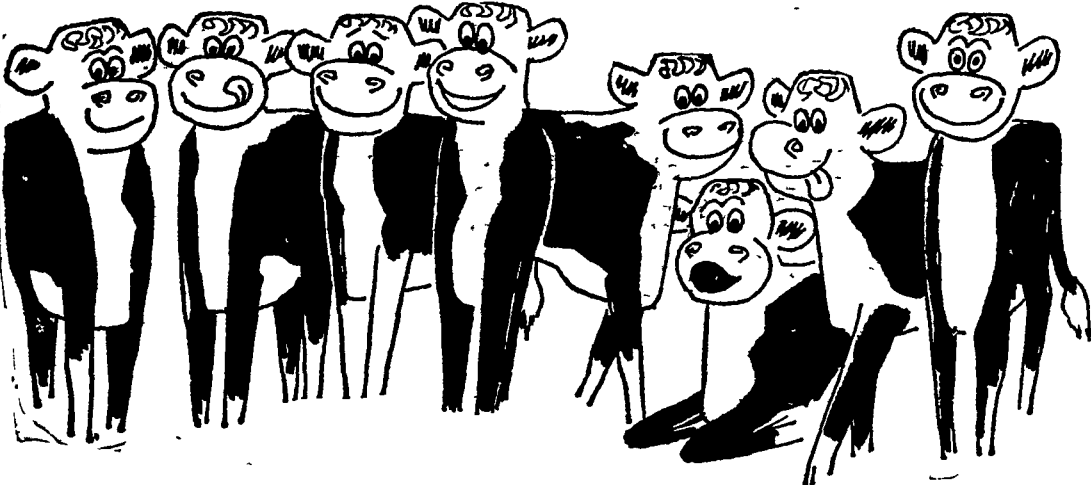
Weekly New York Egg Mkt.

From Monday, December 4 to Friday, December 8

	Mon.	Tues.	Wed.	Thurs.	Fri.
WHITE					
Ex. Fcy. Lg.	31 1/2	32	33	33	34
Fcy. Lg.	30 1/2	31	32	32	33
Fcy. Med.	29	29	29	29	29
No. 1, Med.	28	28	28	28	28
Pullets	26 1/2	26 1/2	26 1/2	26 1/2	26-26 1/2
Peeweese	20	20	20	20	20
Ex. Lg.	33 1/2	34	35	35	36
BROWN					
Ex. Fcy. Lg.	33 1/2	34	35	35	36 1/2
Fcy. Lg.	32 1/2	33	34	34	35 1/2
Med.	28	29	29	29	29
Pullets	26 1/2	26 1/2	26 1/2	26 1/2	26 1/2
Peeweese	20	20	20	20	20
MIXED					
Standards	28	28 1/2	29 1/2	29 1/2	30
Checks	20 1/2	21	20 1/2	20 1/2	20 1/2

Trend: Market shows good clearance on large sizes with outside demand good at most points. Smaller sizes are generally cleared.

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