

# Spread Eagle

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who whisked the tour into the paneled meeting room and offices of the nine-member college graduate management team for a slide presentation, said their land is "rich soil, right next to Lancaster County in corn producing ability." Last year they harvested 110 bushel of dried shelled corn per acre.

They have removed fence rows and put little five and ten acre fields together to make large fields, comparable to the mid-west. Their 2,000 acres of corn this year are planted in 30-inch rows with 25,000 to 30,000 plants per acre to take advantage of their abundant supply of chicken manure. The fields are planted with six row planters and harvested with two huge sickle-shellers which run 24 hours a day when the corn gets ready. All-wheel drive, army-surplus trucks and huge 133-horse power, eight-bottom plow tractors are used to keep the field operation moving.

The real story at Spread Eagle though, is chickens, eggs and the manufactured products that come from both. Back in 1957 Elwood graduated from Franklin & Marshall College with a BS degree in chemistry. He was headed for a career in the medical field but convinced his parents, Mr and Mrs Howard Williard, that he wanted to come back to the 85-acre home farm which was a part of an original 1400-acre tract granted by William Penn back in the 1700's. Elwood represents the

seventh generation to run this farm.

From that start, the records show a constant expansion which has followed the demand for their products, rather than looking for a market after they had the eggs. "We have the market before we increase production," Williard told the tour group. In fact, the proposed expansion now in the making will not put any more eggs on the market, according to the president, because the increased production will go into their liquid egg market or into their chicken-corn soup, chicken noodle soup, ham and bean soup with eggs, chicken and egg croquettes, chicken a la king, chicken noodle casserole or sponge cake.

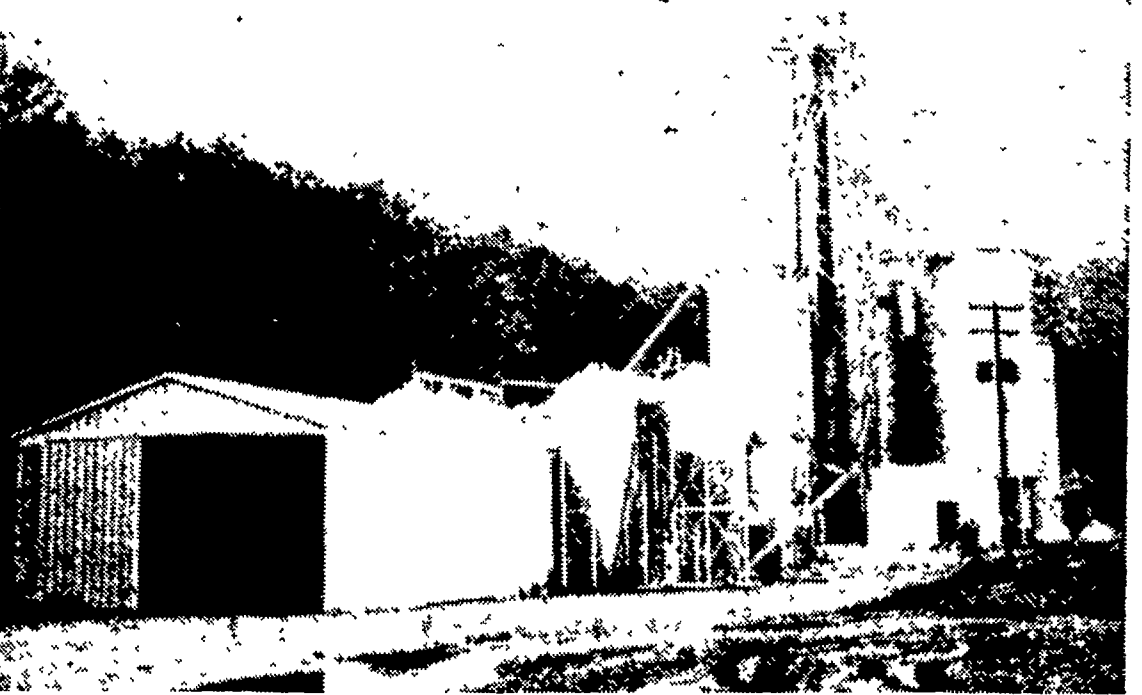
They have a tractor-trailer tank truck that hauls liquid eggs directly to noodle makers and bakers. This market has been developed by using their four egg breaking machines that will handle 80 cases per hour, to open only top quality eggs. Traditionally, the egg break-out business has been a salvage operation. Elwood saw an opportunity to sell a high quality product at a good price. And it has worked. "We don't try to compete with the open market," he says, "We develop long-range contracts because we have proven our ability to supply dependable products. Our growth potential is practically unlimited because Spread Eagle represents an integrated operation capable of producing, processing and marketing a basic food product.

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STAINLESS STEEL machinery break out eggs at the Spread Eagle Farms. The liquid eggs are then piped into huge pas-

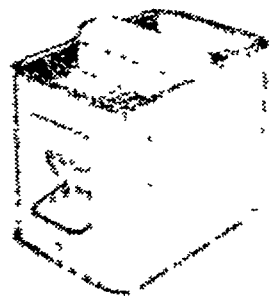
teurizers. Four of these expensive machines combine for top breaking capacity of 80 cases per hour. L. F. Photo



THE HEART of the Spread Eagle Farms operation is this feed mixing center on one of their 20 farms. The unit fea-

tures 140 thousand bushel storage capacity, an oil-fired dryer and a portable grinder. L. F. Photo

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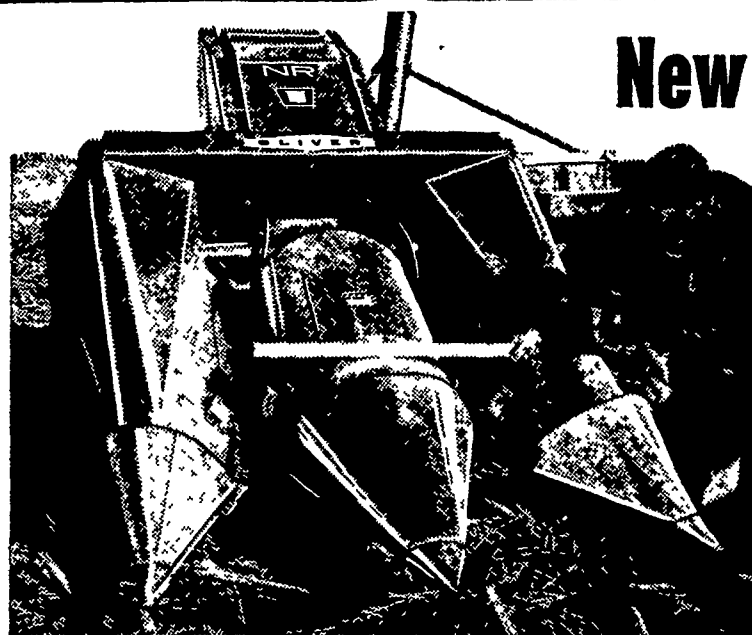
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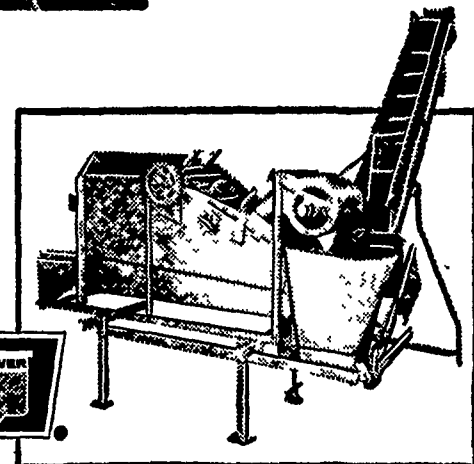
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