

**Meeting Minutes**

**Pa. Egg Marketing Association**

President Ben Burkholder waived the Secretary's and Treasurer's reports in the interest of saving time.

Ray Sauder was called upon to discuss a subject assigned to him prior to the meeting. Ray said that, "to satisfy the needs of the egg business marketing agencies must give buyers what they want when they want it regardless of what the situation might be. Sometimes doing this poses a hardship on the marketer but

buyers ignore this. "Marketers must develop planned production if he intends to remain in business. There must not be overages that cause disruption in orderly marketing. "Eggs must be priced to meet competition. "Producers must be educated as to what is needed. "Costs have reached a level where they cannot be reduced further or be absorbed".

Earl Hess discussed the question whether the marketing problem is one of buying or selling eggs. "In the future marketers will not be just dealers, they will become . . . sophisticated merchandisers. "Dealers must get to the merchandisers and point the way toward better merchandising by doing things properly. "Larger production units, whether they be producers serving dealers or integrators, are in the future picture.

Tom Smith stated that, "there is quite a difference between our costs and those of the south. "Then costs of chicks, pullets, housing, feed, etc., are as much as six cents less than ours. "There is a freight differential, but with most costs higher here we are at a disadvantage. "We can meet competition if we become better organized, exercise closer cooperation, make all of our dealings honest, including

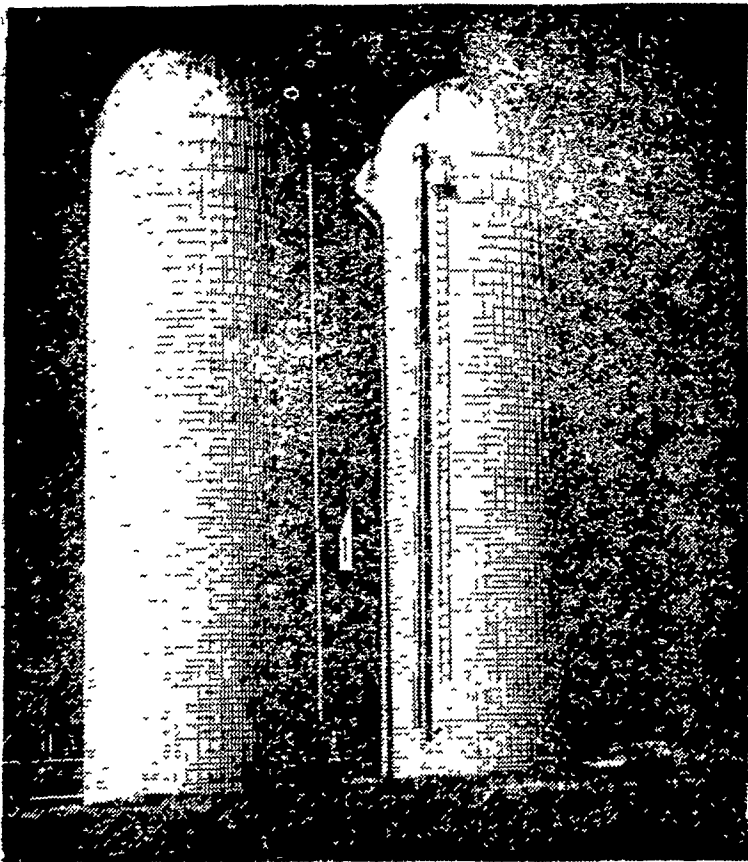


We must work the works of him who sent me.—(John 9:4).

Often our way seems to be blocked only because we have not opened up the channels to our good by acting faithfully on the ideas that God gives us. We need to meditate carefully and thoughtfully on the realization that God works through us, through His ideas in our mind. Act on the ideas that God gives us, and good results will materialize.

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**Holiday Season**

Decorations are a part of the holiday season and I enjoy them as much as anyone else; however, we must face the fact that many of these extras present an additional fire hazard in the home. We urge everyone to be very careful with Christmas trees being near the fireplace or other open flame. One good way to prevent having the tree as a fire hazard is to buy a freshly cut tree and then keep it in water or moist sand or soil while it is in the house. A dried out Christmas tree is a very serious fire hazard. Candles should not be placed near trees or near curtains or drapes. Keep fire prevention in mind when decorating this holiday season.

those with producers. "Something should be done to have our Pennsylvania eggs especially recognized, and only AA and A quality should be sold to the consumer".

President Burkholder appointed Irwin Musser, Richard Buss, and David Lehman to the Nomination Committee to report at the January 9th meeting.

He also appointed Sam Berenson and K. M. Souders as the Auditing Committee.

General discussion indicated that both buying and selling pressures exist . . . but the selling pressure is the greater of the two.

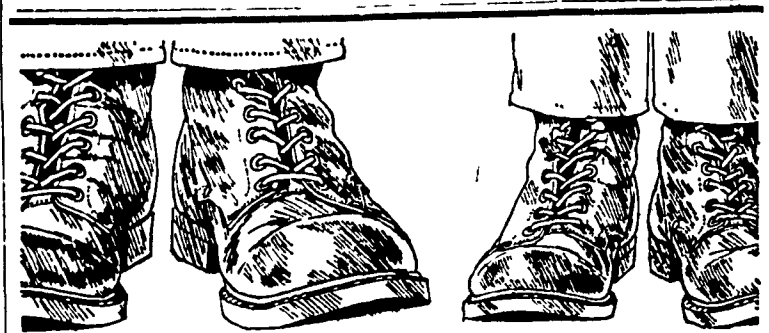
The South may have six cent savings but, they receive five cents less, therefore, there is not enough difference that makes it impossible for us to compete. We very definitely have an advantage when it comes to store door delivery, and much of our business is of this type.

**Training A Dog**

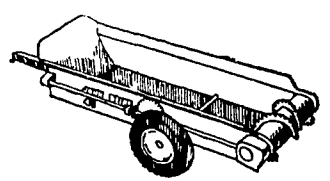
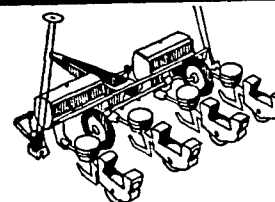
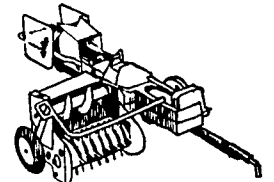
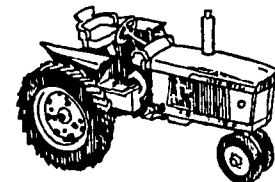
4-H'ers in the dog project find these basic hints useful in training their "best friend." Use a stern and commanding, but not loud, voice. Use one-word commands where possible. Work with your dog about 10 minutes at a time because he becomes bored and tired. Use plenty of

praise and petting when the dog performs correctly. Contact your county agent's office for information about the 4-H Dog Project.

The smallest known hummingbird is size of a bee, the largest, some 9 inches.



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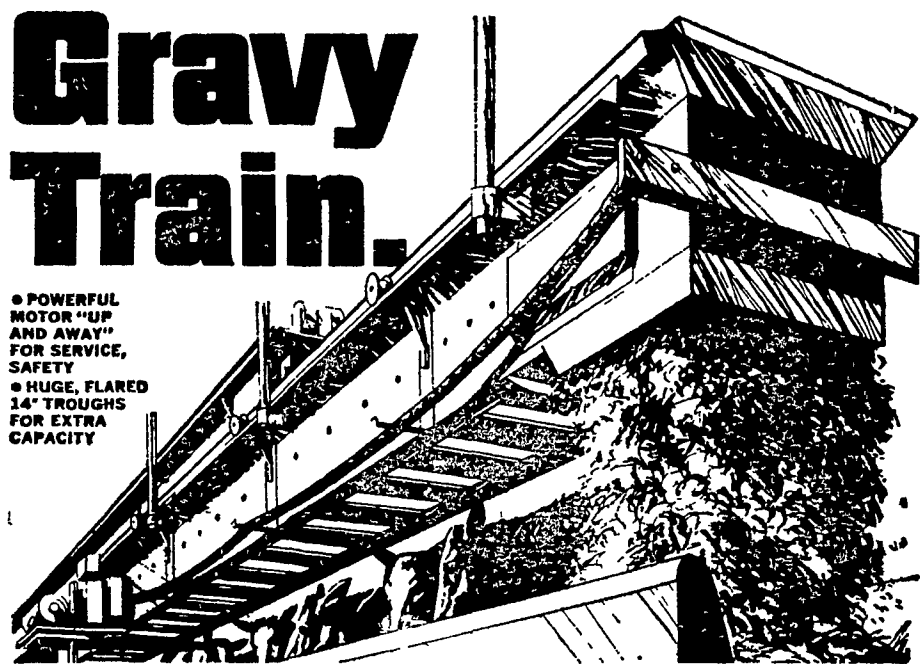
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