

Officials Look the Other Way

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indicator of egg production and egg prices, has been climbing at a record level each month since January, Lancaster Farming has still not received any material from either the state or federal governments to indicate that the combined impact of these monthly figures points to the biggest egg bust in the history of the egg industry.

To judge by government sources, it's business as usual.

Fortunately, some of the leading egg producers and allied industry men and their organizations, who have their lives and fortunes wrapped up in the fate of the egg industry, have not been sleeping, although their call to action is late in the game. (See page 1.)

But considering that they are attempting what has never been done before, perhaps it is surprising they have made so much progress.

If their effort succeeds, and the fate and fortune of many egg producers depends on it, then egg producers should insist in the future that they never again be allowed to stumble unawares into a situation similar to the one today.

If the government will not assume the responsibility of providing adequate and reliable information to producers, the producers should insist that somebody else do it.

They should either get some of the organizations now working to head off the bust to do the job or create new avenues.

Without adequate information widely distributed, we'll continue to have booms and busts. Without adequate information, we'll have farmers in the future doing as many of them are doing today: investing fortunes in the egg market in the summer on the basis of last winter's egg boom.

We are informed that many local farmers even now refuse to recognize the possible devastating consequences of the egg market in the next six to eighteen months and insist on speaking in terms of the fortunes that were made in eggs last winter. Those fortunes last winter were made mostly by egg producers who survived the bust of 1967, and by no means did all producers survive 1967. It is only half in jest that industry men say, "I know there's lots of money in eggs, because I know so many people who have put lots of it in and never got any out."

Make no mistake about it, last winter's egg market is more truly gone than is last winter's snow.

Egg producers who want to remain producers next winter had better catch up fast. They had better forget last winter's egg market and invest in today's egg market and tomorrow's egg market.

And one investment they had better make is the time and money it takes to develop the know-how and informational system to avoid the mistakes and excesses of 1970.

Urner Barry to Explain Its Computer Egg System

Frank Urner of Urner Barry Publications, N. Y., will make a presentation on "National Computerized Egg Information System" at 2 p.m. Wednesday, July 1 at Room 309 Pennsylvania Department of Agriculture Building, Cameron Street, near the Farm Show Building, Harrisburg.

Lancaster Farming pioneered in this area in carrying the Urner Barry national egg market and the service appears each week in the market section.

In recent months, in the wake of sharp egg price changes, both up and down, and the growing

national concern about an egg bust, the accuracy and reliability of the Urner Barry price system has come under attack from some egg industry officials.

At the same time, Urner Barry has made changes and modernized, including adoption of a new computer system, to stop the criticism and make its weekly figures more acceptable to the industry.

The July 1 meeting, open to egg marketers and producers, will include an explanation of the Urner Barry system and its modernization steps, it was reported.

Foundation Conducting Drive To Cut \$123,000 Center Debt

The Farm and Home Foundation is in the midst of a drive to reduce the \$123,000 mortgage remaining on the Farm and Home Center.

The structure was built about three years ago at a cost of almost half a million dollars.

One event to raise funds, the Farm and Home Center Labor Day, featuring a slave auction July 30, was announced last week.

In addition, preliminary plans

are underway for an implement and general sale at the Center in March 1971. A regular auction sale is planned at which farm and other items will be sold on commission. Donated items will also be accepted.

Other possible fund-raising events also are under consideration.

At a Foundation board meeting this week at the Center, Larry Skromme, Foundation vice chairman, received board approval to send a letter to all contributors of \$100 or more to inform them of their status in relation to a plaque which will be erected at the entrance to the center.

The letter is to make sure the Foundation has the correct name and the proper category of donation for each donor. It was also reported that donors can still change their category by making further contributions.

Skromme said a temporary plaque will be established in the lobby, then the permanent plaque. The temporary plaque will also provide for corrections or changes.

● We Introduce

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been set up by the UEP staff with computerized headquarters in Atlanta.

Delano believes that the value of the Urner Barry price quote has been largely destroyed by changes in the marketplace, so that Urner Barry quote does not represent a firm market price.

Delano explains that chain stores used to pay 10 to 12 cents over the wholesale price for eggs and the egg producer received the wholesale price for his product.

But now, leading chain stores pay 6 to 7 cents over wholesale and producers get 3 to 6 cents under wholesale.

But since the extent of the price under wholesale varies widely and since the producer has no sound way of knowing what he should accept below the wholesale price, there really isn't a firm market for the producer, according to Delano.

He said the new UEP price would enable the egg industry to get back to a firm, non-discounted price. Then everybody would know where they stand and the producer would have the option of moving from one area to the next if he couldn't get the quoted price in one area.

Since, according to the UEP, the new market adequately reflects the egg market demand, as gathered from all over the country and computerized in Atlanta, the producer should always be able to obtain the UEP price quote in the market.

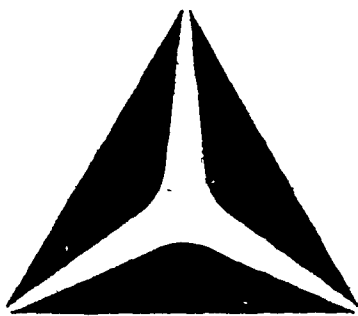
Delano said he met with egg packers in Harrisburg Friday and "we're hoping to get quite a bit of cooperation."

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