

Poultry Market Reports

Eastern Pa. and N.J.

Wednesday, Nov. 24

Prices on light type hens generally held unchanged although buyers occasional offerings less as offerings continue heavy. Demand fair as most plants only on a 3 day week because of holiday. Demand for dressed product mostly better than fair. Prices for heavy hens slightly higher. Demand good for barely adequate offering. Prices paid at farm: Light type hens 4½ to 7, mostly 6½ to 7 in Pa., mostly 6 in N. J. Heavy type hens 14-15.

Fogelsville

Auction Report
Sale of Monday, November 22

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

Hens, Heavy Type 12-17;
Pullets 26-33; Roasters 25-35;
Capons 30½-51; Ducks 20-31;
Drakes 30½-41, mostly 40-41;
Geese 25-40, mostly 34-36;
Rabbits 30-61, mostly 50-61.
Total coops sold 210.

Weekly New York Egg Market

(From Monday, November 22nd to Friday, November 26th)

	Mon.	Tues.	Wed.	Thurs.	Fri.
WHITE					
Fcy. Ex. Large	40	40	40		40
Large	38½	39	39		39
Mediums	32	32½	33		33½
Pullets	26	26	26		26½
Peewees	17	17	17		
BROWN					
Fcy. Ex. Large	41½	42½	44		44
Mediums	Unquoted				
Pullets	Unquoted				
Peewees	Unquoted				
Standards	33½	34	34		34
Checks	17-18	18	18		18

HOLIDAY.

Long Tone - Early reports indicate excellent Thanksgiving egg movement at most points.

Delmarva

Tuesday, November 23

Ready-to-cook movement continues spotty as buyers generally clean up work with other holiday items. Slaughter schedules still reduced in line with anticipated needs. Less than trucklot prices unchanged to ½ cent higher on both Plant and U.S. Grade A. Live supplies continue ample with weights generally heavier than desired. Undertone firm. Pool trucklot prices for Wednesday arrival in the New York area: U.S. Grade A. 25-28½ M 25½-26; Plant Grade 24-26½ M 24½-25.

Special packs including 1¾-2, 3½ pound sizes TFEWR.

New York Eggs

Tuesday, November 23

Prices advanced fractionally on large and mediums. Local trading activity slow to fair as jobbers work out previously purchased supplies. Distributors floor stocks adequate on fancy large, barely adequate on mediums with supplies clearing satisfactory under a fair call from nearby cartoning plants. Extra large increasing with some dealers tending to be more willing sellers and most offerings noted at 37½-38½ cents. Receipts light to moderate with country point offerings of heavier weights irregularly available from Southern areas. Undertone irregularly improved in a number of quarters.

Hunt Safely

NEPPCO Marketing Meeting Set

A NEPPCO Marketing Seminar scheduled in New York City November 30 has been rescheduled for March 1, 1972, according to Hank Wentink, local NEPPCO representative.

Titled "Marketing Through

Exhibits", the seminar by Robert Letwin, editor of "Sales Meetings" magazine and international authority on the exhibit medium, is designed to help poultry industry exhibitors realize greater results from their exhibits through a review of the latest techniques and technology.

The lecture-discussion method with audio-visuals and pass-out materials will be used. Subjects to be covered include: How to establish exhibit objectives and evaluate results, How to measure success numerically, How to design the exhibit and train your personnel to achieve your objectives, Words that command attention in an exhibit, Dangers of gimmick orientation, Tools to help salesmen perform effectively, What to do before and after the show to achieve your objectives, Pre-show attendance

promotions that pay off, and How to plan for the end of a successful exhibit program.

In addition to his journalism duties, Letwin is director of the Exhibit Institute and on the faculty of the Charles Morris Price School of Advertising. He has evaluated exhibit techniques around the world and has conducted several such seminars in recent years.

"To my knowledge," he said, "this is the first time a trade association has offered such a course to exhibitors in its industry. We feel this pioneering effort by NEPPCO will prove beneficial to the entire poultry industry and may well be the forerunner of many more such seminars by trade associations of other industries."

Farm Calendar

(Continued from Page 1)

7 p.m. — Manheim Young Farmers Christmas party, Willow Valley.

8 p.m. — Southeastern Pennsylvania Ayrshire Club director's meeting, James Martin farm, Stevens.

Annual Chester County Extension Homemakers Christmas meeting, Atglen Fire Hall.

Friday, December 3

8 p.m. — Lancaster County Holstein Breeders Association directors meeting, Farm and Home Center.

ABS AI MANAGEMENT SCHOOL

Dec. 13 thru Dec 17
at Quarryville

CONTACT YOUR LOCAL
ABS REPRESENTATIVE

MODERN HOGMEN ARE COST CONSCIOUS, AND THEY ARE SWITCHING TO PIONEERWAY BECAUSE...

"IT'S THE THING TO DO"



FEEDS MADE THE PIONEER WAY GIVE THESE IMPORTANT BENEFITS

FASTER DAILY GAINS. Hogs eat more, gain more
IMPROVED FEED CONVERSION Less feed required per pound of gain

LESS WASTE. Each bite is right — hogs get uniform protein-energy intake every time.

RESEARCH PROVED — QUALITY CONTROLLED...



ELMER M. SHREINER

Trading as Good's Feed Mill
Specializing in DAIRY & HOG FEEDS
New Providence, Pa.
Phone 786-2500

In the Kitchen

CHICKEN SALAD

3 cups diced, cooked chicken
1 cup sliced celery
½ cup mayonnaise
1½ tbsps. lemon juice (or vinegar)
1 tsp. salt
Generous grinding of black pepper
1 tbsp. fresh parsley
½ cup toasted pecans

Combine all ingredients and mix well. Chill until serving time. Serves 4 generously.

Protects livestock



keeps barns
clean & sanitary

MARTIN'S BARN-DRI

Use in any stable or animal pen that has a tendency to become slippery when wet.

- Cow Stables and Runways
- Hog Pens
- Sheep Stables
- Dog and Cat Kennels
- Chicken Houses
- Other damp areas

See your local dealer.

IVAN M. MARTIN, INC.