

## Wentink Addresses SPICE Meeting

"It may already be too late to fight overproduction in the egg industry," declared Hendrik Wentink, assistant to the president of the Pennfield Corporation, and president of the Northeastern Poultry Producers Council (NEPPCO), in addressing the annual meeting of the New York State Poultry Industry Coordinated Effort (SPICE) at Alexandria Bay, NY, on September 14.

"In cash accounting alone," he

declared, "there are enough tax savings built in for a 10 percent increase in production." He urged his audience to keep working on market demand. Pointing to Standard Brands' budget of \$4 million to introduce Egg Beater and to a recent study by the dairy industry which indicated that it takes an expenditure of 15 cents per consumer to effectively increase sales, Wentink chided the poultry industry for its "measly 1½ cents per consumer spent in only a few limited marketing areas". Too many in the poultry industry, he said, still have the 'Let George do it' philosophy and they had better wake up.

Turning to legislative and governmental issues, Wentink explained NEPPCO's support for the proposed mandatory allocation program for fuel, including butane and propane.

"I respectfully submit to you," he said, "that it is not in the interest of the consumers of the United States to forever expect our grain exports to pick up a substantial part of the bill for hauling in energy from Middle Eastern countries who know they have a hammer lock on us, are putting on the squeeze, and, if we let them, will milk us dry."

Wentink voiced the opinion that any delay in the United States developing as many alternate energy sources as possible, including the Alaska fields, would be contrary to our national interests, contrary to the interests of the consumers in general, and contrary to the interests of the poultry industry and other food processing groups.

While the poultry industry is not specifically mentioned in the Trade Reform Bill (H.R. 6767) currently before Congress, it has

tremendous implications for all of us, Wentink said. Our negotiators need a free hand to enter new negotiations, to be more flexible on policy, to bargain for increased relief from disruptive imports - especially when sold at prices lower than in the country of origin, to extend more-favored-nation treatment to imports from additional countries to encourage two-way trade, and to grant some tariff preference to developing countries so they can buy those things from us that will help make them self-sustaining.

Our industry, he stressed, has not in recent years enjoyed its fair share nor received fair treatment from our so-called foreign trading partners. They are glad to buy our grains and proteins, but when we deal in poultry, many doors are closed. Some even use our grain to feed their poultry which they then ship - at subsidized prices - into markets in which we compete. For these and many other reasons, Wentink said, poultrymen should urge their Congressmen to support H.R.

6767.

Touching briefly on the Consumer Protection Act, H.R. 21 and S. 707, the pending FDA approval of dried poultry waste as a commercial feed ingredient, and other matters, Wentink concluded by congratulating the SPICE organization for its significant increase in membership this year. NEPPCO, he said, has also just concluded a successful membership campaign that netted over 100 new

members.

"We greatly appreciate SPICE's interest in working with NEPPCO," he said, "and while our mutual effort in working out a formal agreement earlier this year did not seem entirely feasible, both our organizations gained from the experience as evidenced by the much closer ties we enjoy today. Speaking for NEPPCO, it is my hope that this relationship will grow even stronger in the future."

## Penna. Hens Producing Less

Laying hens in Pennsylvania produced 289 million eggs during August according to the Crop Reporting Service. This was down one percent from production last month and last year.

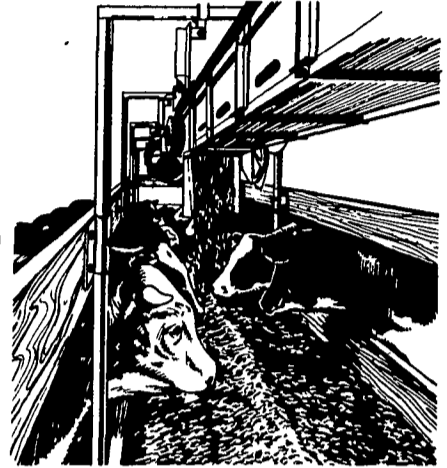
The average number of layers on hand during August was 15.0 million, a two percent increase over the July number and three percent more than the number on hand last August.

The average daily rate of lay during August was 62.4 eggs per 100 layers, compared with 63.9 last month and 64.3 a year ago.

United States egg production during August was 5,402 million eggs, six percent less than August 1972 production. Layers on hand averaged 283.3 million, five percent below a year earlier. The average rate of lay during the month was down one percent from a year earlier.

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