

the farmer literally millions of dollars. In the future, the IEP will continue to capitalize on this weakness probably with more price reductions to the farmer.

The IEP has always had a distinct advantage over the individual farmer in that he receives eggs from several independent, geographically isolated producers. Therefore, he is not

dependent upon any one individual farmer for eggs. If one farmer complains about the prices he is receiving for his eggs, the IEP encourages him to find another outlet. The problem is that all IEP pay about the same! Therefore, as long as the farmer remains isolated and never organizes, he will not have the necessary bargaining leverage when it comes to influencing the

prices he receives for his eggs. Unfortunately, the IEP does not really worry a great deal about egg prices. This is because he always has plenty of eggs from the producers and he makes a fixed amount per dozen eggs handled. In other words, the cheaper he can purchase the eggs, the greater his volume and the greater the profits for the IEP.


Because the IEP's profits are not related to the prices the farmers receive; and because the producers have never organized, several of the following trends have developed:
 *Over the years, there has been absolutely no incentives for the IEP to pay more for the farmers eggs. The incentive is and has been, to pay less.
 *Over the years, the

unorganized farmer has become so dependent on the IEP that he has now lost all of his bargaining leverage.
 *Over the years, price competition between the many IEPs has led to an erosion of all egg farmers income.
 *Over the years, all of the increased cost of egg processing and marketing has been passed onto the

farmer and not to the consumer.
 *Over the years, the farmer has sacrificed egg prices for security of egg removal.
 Clearly, the prices that many egg producers receive for their product is unfair. Yet, the farmer must accept his share of the blame for the predicament. For example, he could influence (control) the prices he receives from the consumers, by simply regulating production. Furthermore, he could establish a fair price for his eggs from the IEP, by working more closely with him. To accomplish this however, the farmers must first start talking to each other and then start forming local producer associations. The influence that the organized egg producer could have on every aspect of this enterprise would probably surprise us all.

William E. Elzinga
 Simpsonville, Md.

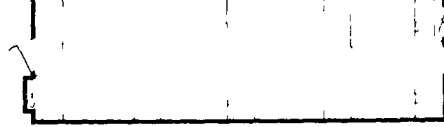
FARROWING MODELS



SELF CONTAINED
 SC 1232-6 (Code No 41-2142) Gas
 SC 1232-6 (Code No 41-2143) Elec

PITLESS
 SC 1232-6 PL (Code No 41-3142) Gas
 SC 1232-6 PL (Code No 41-3143) Elec

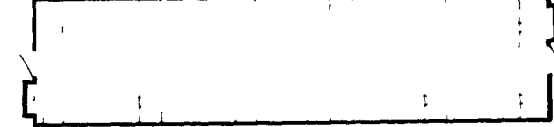
A 12x32 ft farrowing building with 6 farrowing crates, one 60,000 BTU furnace, six 500 watt supplemental heaters for pigs and two vent fans



SELF CONTAINED
 SC 1240-8 (Code No 41-2182) Gas
 SC 1240-8 (Code No 41-2183) Elec

PITLESS
 SC 1240-8 PL (Code No 41-3182) Gas
 SC 1240-8 PL (Code No 41-3183) Elec

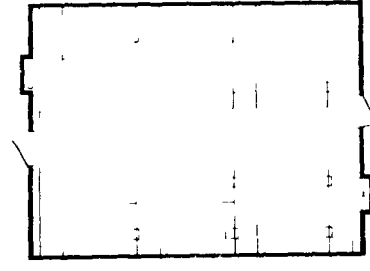
A 12x40 ft farrowing building with 8 farrowing crates, two 60,000 BTU furnaces, plus eight 500 watt supplemental pig heaters and two vent fans



SELF CONTAINED
 SC 1250-10 (Code No 41-2152) Gas
 SC 1250-10 (Code No 41-2153) Elec

PITLESS
 SC 1250-10 PL (Code No 41-3152) Gas
 SC 1250-10 PL (Code No 41-3153) Elec

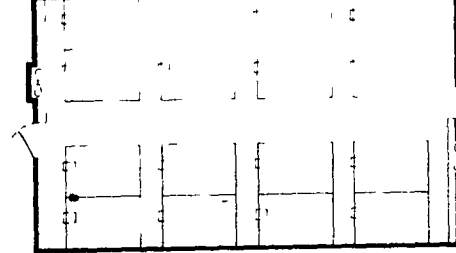
A 12x50 ft farrowing building with 10 farrowing crates, two 60,000 BTU furnaces, ten 500 watt supplemental heaters for pigs and two vent fans



SELF CONTAINED
 SC 2432-12 (Code No 41-2162) Gas
 SC 2432-12 (Code No 41-2163) Elec

PITLESS
 SC 2432-12 PL (Code No 41-3162) Gas
 SC 2432-12 PL (Code No 41-3163) Elec

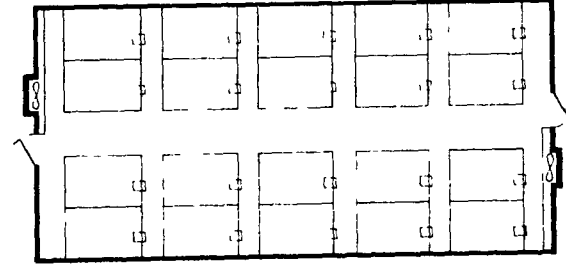
A 24x32 ft farrowing building with 12 farrowing crates, two 60,000 BTU furnaces, six 500 watt supplemental pig heaters and two vent fans



SELF CONTAINED
 SC 2440-16 (Code No 41-2192) Gas
 SC 2440-16 (Code No 41-2193) Elec.

PITLESS
 SC 2440-16 PL (Code No 41-3192) Gas
 SC 2440-16 PL (Code No 41-3193) Elec.

A 24x40 ft farrowing building with 16 farrowing crates, two 60,000 BTU furnaces, eight 500 watt supplemental heaters for pigs and three vent fans

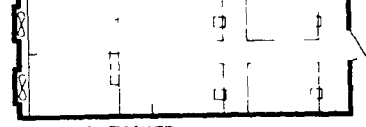


SELF CONTAINED
 SC 2450-20 (Code No 41-2172) Gas
 SC 2450-20 (Code No 41-2173) Elec

PITLESS
 SC 2450-20 PL (Code No 41-3172) Gas
 SC 2450-20 PL (Code No 41-3173) Elec

A 24x50 ft farrowing building with 20 farrowing crates, two 60,000 BTU furnaces, ten 500 watt supplemental pig heaters and three vent fans


FARROWING/NURSERY MODELS



SELF CONTAINED
 SCN 1232-4-2 (Code No 41-2302) Gas
 SCN-1232-4-2 (Code No 41-2303) Elec

PITLESS
 SCN 1232-4-2 PL (Code No 41-3302) Gas
 SCN 1232-4-2 PL (Code No 41-3303) Elec


A 12x32 ft farrowing/nursery building with 4 farrowing crates plus 2 nursery pens for up to about 75 pigs. Pens are about 6x8 ft each, have vertical hot dipped galvanized pen partitions, porcelainized slotted floor and one stainless steel nipple waterer each. A model 721 nursery feeder services the two pens. Building has one 60,000 BTU furnace, six 500 watt supplemental pig heaters and two vent fans



SELF CONTAINED
 SCN 1240-6-4 (Code No 41-2312) Gas
 SCN 1240-6-4 (Code No 41-2313) Elec

PITLESS
 SCN 1240-6-4 PL (Code No 41-3312) Gas
 SCN 1240-6-4 PL (Code No 41-3313) Elec


A 12x40 ft farrowing/nursery building with 6 farrowing crates plus 4 nursery pens for up to about 80 pigs. Pens are about 5x5 ft each, have vertical hot dipped galvanized pen partitions, porcelainized slotted floor and one stainless steel nipple waterer each. A model 721 nursery feeder services each two pens. Building has two 60,000 BTU furnaces, eight 500 watt supplemental pig heaters and two vent fans



SELF CONTAINED
 SCN 1250-8-4 (Code No 41-2292) Gas
 SCN 1250-8-4 (Code No 41-2293) Elec

PITLESS
 SCN 1250-8-4 PL (Code No 41-3292) Gas
 SCN 1250-8-4 PL (Code No 41-3293) Elec

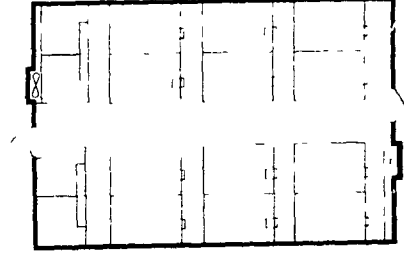
A 12x50 ft farrowing/nursery building with 8 farrowing crates plus four nursery pens for up to about 80 pigs. Pen size equipment same as above. Two 60,000 BTU furnaces, ten 500 watt supplemental heaters for pigs and two vent fans



SELF CONTAINED
 SCN 2432-8-4 (Code No 41-2272) Gas
 SCN 2432-8-4 (Code No 41-2273) Elec

PITLESS
 SCN 2432-8-4 PL (Code No 41-3272) Gas
 SCN 2432-8-4 PL (Code No 41-3273) Elec

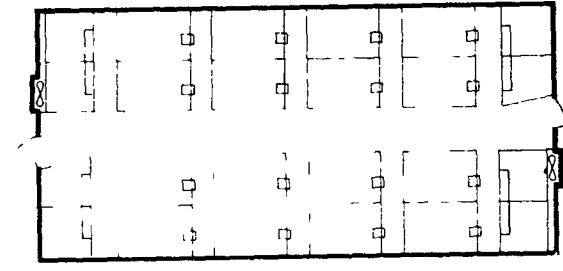
A 24x32 farrowing/nursery building with 8 farrowing crates and 4 nursery pens for up to about 80 pigs. Pen size and equipment same as above. Supplemental heaters for pigs provided and also two furnaces and two vent fans



SELF CONTAINED
 SCN 2440-12-4 (Code No 41-2322) Gas
 SCN 2440-12-4 (Code No 41-2323) Elec

PITLESS
 SCN 2440-12-4 PL (Code No 41-3322) Gas
 SCN 2440-12-4 PL (Code No 41-3323) Elec

A 24x40 ft farrowing/nursery building with 12 farrowing crates and 4 nursery pens. Same equipment as above except this building has three vent fans



SELF CONTAINED
 SCN 2450-16-8 (Code No 41-2282) Gas
 SCN 2450-16-8 (Code No 41-2283) Elec.

PITLESS
 SCN 2450-16-8 PL (Code No 41-3282) Gas
 SCN 2450-16-8 PL (Code No 41-3283) Elec

A 24x50 ft farrowing/nursery building with 16 farrowing crates and eight nursery pens for up to about 160 pigs. As above the pens are about 5x5 ft in size, have vertical hot dipped galvanized partitions, porcelainized slotted floor, one stainless steel nipple waterer in each pen and Model 721 nursery feeder servicing each two pens. Building has two 60,000 BTU furnaces, twelve 500 watt supplemental pig heaters and three vent fans

Importance of exports stressed

Dear Editor:
 Current international realities no longer permit Americans to be indifferent to the need to increase U.S. exports. Today, one out of every eight jobs in manufacturing is export-related; one out of every three acres of American farmland produces for export; one-third of corporate profits derives from international activities; yet exports account for only 7.6 per cent of this country's gross national product (GNP).

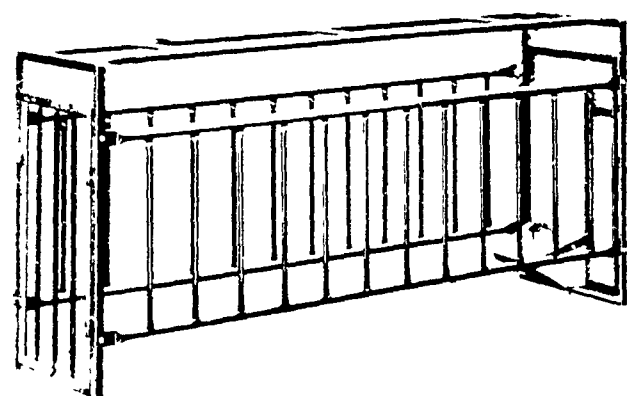
Although exports have never been more important to our economic health, recent years have witnessed a dramatic decline in the U.S. competitive position vis-a-vis Europe and Japan. In fact, a recent Commerce Department study shows that the U.S. export share dropped in 1977 in virtually all of our major export markets. Moreover, in 1976, the U.S. exported only 12% of its manufactured goods compared to about 30 per cent for Japan and 50 per cent for Germany. Clearly, they understand that exports mean jobs.

An increase of U.S. exports as a percentage of GNP of only 1.5 per cent would over come our huge trade deficit, reverse the decline of the dollar, and create domestic employment as well. This goal is certainly attainable, but will require a concerted effort. Our foreign counterparts are motivated to export, as they benefit from a great number of export incentives and promotional devices. U.S. exporters work without similar incentives and have been hamstrung by government policies and regulations - all of which serve to make U.S. products uncompetitive and discourage exports.

The results have been a soaring U.S. trade deficit, a plummeting dollar, unacceptable structural employment and strong resurgence of inflation. In response to these pressures, President Carter formed an interagency Export Policy Task Force in April to study

GESTATION STALLS —AND— BUILDINGS AVAILABLE

NEW



FEEDING DOORS
 Our Model GS-150 Recessed Door (6) is for use when using a concrete or metal trough allows feed drop tube to be placed in front of stall. With FS-705 Feeder installed our GS 110 Feeder Door (3) opens fully to let sow pass unobstructed

