

# Egg exports need to focus on products versus shell eggs

LANCASTER — John A. Mowat, of Jiwa Overseas Ltd, recently spoke to the Pennsylvania Egg Marketing Association concerning the poultry industry and marketing.

The southern Canadian told the group he "would like to give a guaranteed market at a guaranteed profit, without quotas and government interference, eliminate the EEC subsidies to all second and third countries, increase the per capita egg consumption to 400 eggs per person, banish cholesterol, lower the interest rates, and increase the price

of inedible eggs."

That would be quite an undertaking, and Mowat confessed he had a "snowball's chance of any success" only with increasing the price of inedible eggs, and no chance at all with any of the other promises.

"The only way our situation can be balanced is by export," said Mowat, "which revenue is, as we all know, sorely needed to help our country's trade deficits."

In pointing out the American Board was created to merchandise more eggs domestically, Mowat questioned why a similar method

could not be legislated in order to provide export incentive.

"Our surplus is caused by a 1 or 2 percent over production," he stated. "It wouldn't take too much to move this out of the country and allow the other 98 percent to be profitable."

"We think of export in the context of cases of eggs: This is a sore point with me and I will argue from here on that the bulk of our export should be in egg products, frozen and dried."

Mowat noted there is a potential export increase of 20,000 tons of eggs a year to Japan — the

equivalent of 1.1 million cases of eggs. He explained how egg producers need to look to egg products for export in order to stay competitive and reduce costs.

Frozen and dried eggs cut the freight cost — 550 cases of shell eggs would equal 1,000 cases of frozen equivalent or 4,000 cases of dried eggs. "Why pay out the hundreds of thousands of extra dollars to transport the comparative bulk of shell eggs," Mowat asked.

He reported that during the first five months of 1981, the U.S. exported 750,000 cases of egg

equivalent in egg products to Japan.

Mowat was quick to point out he did not advocate the sale of products only, and stated he realizes the need to continue to export quality white and brown eggs in the world market.

He cautioned the group to evaluate their business attitude toward foreign customers saying, "We have, for too many years, approached our potential foreign customers with the attitude of 'if you don't like what we have to offer, forget it.' On so many occasions, even our trade missions tour the customer countries with a demanding attitude rather than trying to sell our country, our people and our products."

Mowat stressed many people are afraid of becoming involved in the export business unnecessarily. He tried to assuage these fears by stating all that's needed to become an exporter is a customer, an international banker and a forwarding agent.

The speaker then told of his company's expansion efforts in the inedible egg market, with additional driers located at several sites in the U.S. for greater efficiency. Cutting down transportation costs could allow a higher price to be paid to producers for inedible eggs, he said.

"New potentials for inedible eggs keep coming up and I am convinced that this source of protein will be a continuing and increasing process and will be required in many areas other than dog food," he said. "For instance, I recently have been involved in a study to extract cholesterol from eggs for pharmaceutical use and utilize the remaining product in our existing operations."

"We are continuing to work hard in these areas and although there may be a few obstacles and dead endings along the way, we are convinced of the future which means very simply better returns to you."

## Farm Bureau action saves \$2 million for taxpayers

PARK RIDGE — Taxpayers stand to recover a substantial amount from federal grants paid out in 1978 to affiliates of Cesar Chavez's United Farm Workers. That prospect is spelled out in a settlement announced here today that ends a long-standing lawsuit brought against government funding agencies by Farm Bureau and a group of individual farmers and farmworkers.

American Farm Bureau Federation President Robert B. Delano called it, "a one-of-a-kind case in which the expectancy of getting back some of the federal spending from the federal spenders is absolutely unique."

Terms of the settlement, worked out in the U.S. District Court for the District of Columbia, provide that Farm Bureau will withdraw its suit against the U.S. Department of Labor/CETA and the now-defunct Community Services Administration in view of the fact that the two agencies will abide by

applicable law to challenge nearly half of 1.5 million they disbursed to UFW affiliates in grants which Farm Bureau has charged were intended to help UFW organize farm workers in violation of the law.

The settlement agreement closely follows a 64 page audit report from both agencies which raises serious questions about how the federal grants were used and accounted for by UFW affiliates. The report challenges \$258,000, or 43 percent of initial funding of \$601,000 from the CSA to help UFW's National Farm Worker Service Center build a microwave communications system; and \$144,333, or 83 percent of \$174,557 from CSA to assist the union's credit union.

Also challenged by the audit is \$266,742, or 38 percent of \$695,000 funded to UFW affiliates through CETA to establish an English language program, and to train workers to staff UFW

headquarters functions; and \$3,654 or 35 percent of \$10,528 disbursed by CETA under a contract to help the union study and develop an apprenticeship program. The contract called for a total expenditure of \$120,000, most of which was never actually funded following Farm Bureau legal challenges in 1979. In October of that year UFW blamed "pressure" from Farm Bureau for the termination of CETA funding which would have paid out over \$1 million more to UFW affiliates in 1980.

An injunction obtained by Farm Bureau attorneys in January of 1981 also suspended funding of \$190,000 in CSA monies intended to complete UFW's credit union funding. The funds had been routed to UFW affiliates through Campesinos Unidos, a California migrant action agency. CSA subsequently disallowed the funding.

In all, Farm Bureau legal action may have saved taxpayers nearly two million dollars.

Delano noted that the goal of Farm Bureau's legal action all

along was not punitive. "What we sought," he said, "was the return of the money to its rightful owner — the taxpayer." He said, "it now appears that the two government agencies will work towards this purpose."

Among discrepancies attributed to UFW affiliates in the audit report are: incorrect and misleading posting of ledgers, failure to withhold payroll taxes on a consistent basis, unauthorized salary increases, unauthorized purchase of vehicles, unauthorized travel costs, inability to reach the goals of the credit union grant, and generally inadequate accounting systems.

Also revealed is an inspection by the U.S. Department of Labor's Inspector General that finds erroneous Social Security numbers or alien registration cards for a number of participants in the CETA-funded grant programs, a figure adjudged to "represent too high a percentage to be clerical errors." The Department of Labor investigation into this finding continues.

## 'Dangerous' bug helps control bad bugs

COLUMBIA, Mo. — Missouri scientists are getting "good vibes" about a bug they've selected to do battle with the bad bugs in greenhouses.

Even the name is impressive: insidious flower bug (Orius insidiosus). Insidious means "characterized by Treachery; dangerous."

Recently, the bug — let's call it "Orius" for short — was turned loose on three common greenhouse pests; thrips, two-spotted spider mites, and greenhouse white flies.

The research was conducted by Norman Marston, scientist at the USDA's Biological Control of Insects Research Laboratory at the University of Missouri-Columbia, and Martha McCoy, UMC entomology student.

Orius did pretty well in their tests.

The adult attacked and consumed an average of six adult thrips in 24 hours. The "late stage nymph" (immature adult) consumed more than 10 a day.

Marston said other biological agents are available to help the insidious flower bug provide effective control of greenhouse pests. For example, a predatory mite, Phytoseiulus persimilis, provides reliable control of spider mites, and a parasitic wasp, Encarsia formosa, reduces populations of greenhouse white flies.

"We see the insidious flower bug as a general predator to complement the action of these specific biocontrol agents," Marston said.

"The insidious flower bug's ability to kill 53 kinds of insects and mites could allow growers to maintain control of a broad spectrum of minor pests at the same time the major pests — white flies and spider mites — are suppressed by the specific parasites and predators.

"We've had good vibes from colleagues in England, the Netherlands and Florida who have reviewed our research with the insidious flower bug. They agree with me that we should probably look for other general predators to help the insidious flower bug do a good job of biological control.

"One of our concerns is that Orius could go into diapause (hibernation) in fall. If it does, it's no good in the greenhouse.

"We plan to look at the stilt bug, another commonly found predator, to help Orius do its job.

Marston said biological control system for greenhouses are a desirable way to help growers cope with rising costs of pesticides.

He noted that studies have shown that greenhouse pests develop resistance to pesticides, and that widespread use of chemical controls "may pose safety and health hazards to workers and consumers."

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