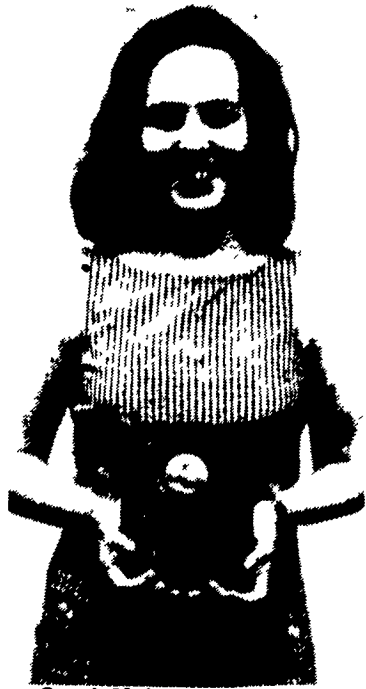


Poultry Science Club

(Continued from Page E6)

million orthodox Jews in the U.S. who eat kosher foods, Empire Kosher Poultry sells to 72 percent of that market. Although its products are the second most expensive, its market is broadening.

Empire Kosher exemplifies the trend toward integrated processors in the poultry business, which Reed said has grown



Steph Molnar, new secretary-treasurer of the club, won the Most Active Club Member Award.

at a rate of 5.6 percent a year for the last few years. By contracting through processing companies, growers no longer have to assume all the risks, such as disease or weather, or worry about having enough investment capital, he pointed out. Processors are then able to prevent overproduction leading to disastrous price drops, such as occurred recently in the pork industry, he said.

Reed, who is a University of Pennsylvania Wharton Business School graduate and has 25 years of business experience, thinks that the competition of a capitalist free trade market works the best, if not perfectly.

He cited Israel's use of government subsidies and tariffs as a system that doesn't do a good job of setting prices and compensating producers and processors for the risks they take.

Nutrient management and use of antibiotics are two of the major issues in agriculture, Reed commented. Recent federal crackdowns on manure spreading practices and the requirement for a nutrient management program to be in place will continue to have an impact on the way livestock producers do business.

Reed believes that mutations in bacterial strains necessitates continued research for new antibiotics at pharmaceutical companies. He urged politicians to "put science behind legislation" regarding antibiotics and producers not to use antibiotics for growth promotion.

Advice Reed gave to students, which he said he wished someone had given him whom he was starting out in business, included:

- Don't be afraid to work in a production plant early in your career. You need the experience to advance, and it will benefit the plat. Work on your skill competency.

- Live a balanced life. You need to work hard, but you also need to spend time playing and doing things with our family. Get a good night's sleep.

- There are no silver bullets to solve problems, only a series of "small solutions."

- Entropy is not just a principle of physics--you get from people what you give to them. Assess people by their attitude and balance. When managing people, treat them respectfully

Lancaster Farming, Saturday, June 5, 1999-E9



Jason Martin and Heather Lehman, who won the highest grade point average overall award.

and make them do what needs to be done.

- Undercommit and overdeliver. Find a job you can enjoy, and enjoy the job you get.

Stephanie Bowman received the Presidential Award for her service as club president for the past year as well as the Hardest Working Individual Award Club vice president Jason Martin had the highest grade point average in the poultry science major, and Heather Lehman had the highest GPA overall. Steph Molnar won the Most Active Club Member trophy.

The club officers for the 1999-2000 school year are president, Tom Karr; vice-president, Mike Burns; secretary-treasurer, Steph Molnar; and ag student council representative, Jason

Sperry

In his review of the year's activities, club advisor Dirk Wise reported that club alumni had established an Industry Alliance Scholarship Award Fund. Recipients will have their names on a permanent trophy displayed at the poultry research firm. The first two recipients were Roxanne Kirst (1997) and Jason Martin (1998).

In addition to the club's annual activities - including participation in the Penn State Products Spectacular and Ag Olympics and the Southeast Poultry Show in Atlanta, Ga having fall and spring turkey sales, selling chicken sandwiches at the Farm Show, and taking a fall trip to Empire Kosher - the club worked with a local food bank as a service project.



Jason Martin, vice president of the Poultry Science Club, won the award for highest grade point average in the poultry science major.

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