

How Eight Experts View the Poultry Business

Persons Interviewed

Australia R. C. Blake, Chairman Australian Egg Board	France J. Gantier, Confederation Francaise de l'Aviculture	Israel A. Offer Egg and Poultry Board	Poland Tadeusz Epsztein Director, Animex
Netherlands H. H. Garrelds, Chairman Produktschap voor Pluimvee en Eieren	South Africa W. C. J. Van Rensburg Egg Control Board	United Kingdom Dr. Rupert Coles Chief Poultry Officer Ministry of Agriculture	West Germany Friedrich Wilhelm Klein Editor, "Deutsche Geflügelwirtschaft"

Will you describe the egg industry of your country?

Poland

Three organizations handle eggs in Poland: 1. Producers (about 90 percent of the private farms keep hens); 2. collecting plants (cooperative collecting stations total about 35,000); 3. the state (exports are handled through about 100 state-owned packing stations).

The average size flock in Poland is about 30 to 50 hens per farm. Most of the farmers use the free range system. Grains and food are given to the birds only in periods of very bad weather during the winter months.

South Africa

We have no real integration, however, we are moving in that direction. The first few plants will be constructed within the next three or four months.

In Eastern Africa, poultry keeping is combined mostly with mixed farming, but in certain other areas of the country, fairly large privately owned operations have been constructed. We do have farmers with 25,000, 50,000 and 100,000 laying hens.

The world's overproduction of eggs has created problems for us. But fortunately we must only export 15 to 16 percent of our annual output. The remainder of the production is consumed domestically.

United Kingdom

At present, the best description would be "unhappy" because prices have gone down steadily and egg production has increased constantly. Therefore, a large number of people are endeavoring to maintain their income by increasing flock size. Other producers are increasing their flock size because total profits increase from larger units.

What I call a financial tycoon (Jack Eastwood) has entered the poultry industry in the last few years because he sees that poultry can be a profitable business if it is managed correctly. The change in our industry is shown by the fact that about 70 to 80 percent of the flocks produce less than 40 percent of our eggs.

The larger flocks are virtually doubling in size each

year. About 200 to 300 producers have more than 20,000 layers and about a half-dozen keep over 100,000 layers. Thus, poultrymen with large flocks consider their enterprises a business.

I don't think our subsidy system (operated through the British Egg Marketing Board) provides an incentive for rapid expansion. In fact, I am told by many of our larger poultry keepers that they would rather have the subsidy withdrawn because they are confident they could then supply cheaper eggs for domestic markets and for export. One reason we presently do not export is because the U.K. presently honors the GATT agreement not to export a subsidized commodity.

Australia

We are following the same pattern as most other countries to a large extent. Twenty or 25 years ago most of the egg production in Australia was produced on mixed farms, with a limited number of commercial farms. Today, however, the trend is toward larger farms with small mixed farms disappearing slowly.

France

Commercialization has increased in France's egg industry. A few years ago very little thought was given to the importance of eggs because modern methods were not used. In the last few years, however, farmers have developed commercial methods. Therefore, our country is becoming self-sufficient in egg production. The egg industry in France is private property of farmers. Flock size varies from a few hundred to 4,000 or 5,000 hens.

Israel

We have about 7 million birds in production. They produce about 1,100 million eggs a year. Consumption in Israel, one of the highest in the world, averages about 333 eggs per capita per year.

Our industry is organized and planned. No farmer or unit can produce more eggs than the amount established

Poultry leaders from eight major poultry producing countries answer questions about the egg and broiler situation and future egg production trends. Dr. A. William Jasper questioned the men at the Second International Egg Conference in Bologna, Italy.



Dr. A. W. Jasper

Wie 8 Experten über das Geflügelgeschäft urteilen.

Führende Geflügelfachleute von 8 bedeutenden geflügelproduzierenden Ländern beantworten Fragen über den Trend in der Eier- und Broilerproduktion in ihren Ländern. Einige der Länder steigern die Produktion, andere haben ihre Inlandsmärkte für Eier und Geflügelfleisch gesättigt.

Come otto esperti vedono il commercio avicolo.

Industriali avicoli di otto importanti Paesi produttori di pollame rispondono a quesiti riguardanti le tendenze nella produzione di uova e di broiler nei loro Paesi. Alcuni Paesi stanno aumentando la propria produzione. Altri hanno saturato i propri mercati locali di uova e carne di pollame.

Comment huit experts envisagent-ils l'activité avicole?

Les dirigeants avicoles de huit pays producteurs importants répondent aux questions sur les tendances de la production des oeufs et des poulets dans leurs pays. Ici, la production augmente; là, le marché intérieur des oeufs et de la viande de volaille est saturé.

by the Israel Egg and Poultry Board. Cooperative villages (Moshavin) have about 400 to 500 birds in dry areas and cooperation settlements (Kibbutzim) raise from 2,000 to 25,000 birds.

We have to spread production throughout all parts of the country. Egg production is especially needed in dry areas because farmers cannot earn enough income from other sources. If production was allowed to concentrate into large units, only 5,000 producers could produce all the eggs for our country. We must divide production among 30,000 to 35,000 farmers who depend on eggs for part of their income.

Netherlands

Our egg industry is increasing. About 150,000 poultry keepers own approximately 25 million laying birds. In our opinion, the average size flock (about 160 birds) is too small. However, we have 2,400 farmers who keep more than 1,000 birds. But development of large units has increased too slowly.

What changes do you foresee in your egg industry?

Netherlands

For the near future, perhaps five years, we hope to reach units of 1,500 to 2,500 birds on small mixed farms. We think about one-third of a man's labor can be efficiently used for poultry keeping. Small farms need three legs (example: poultry, pork and dairy) to avoid over specialization. If profits are low in one field, small farmers will have the two other legs to hold them up.

West Germany

West Germany will be about 80 percent self-sufficient in egg production in the next five years. Common Market policy, however, will determine whether flocks continue to grow and become more commercial. Germany's present tax laws tend to restrict development of larger units.

Total production the last two years was 5,400 million eggs, of which about 2,600 million were exported (mostly to Germany). We have exported 3,000 million eggs, but rapid growth of Germany's output decreased our exports.

West Germany

The most important change in the German egg industry occurred in 1956. At that time, the government began subsidizing poultrymen by paying the difference between world market prices and prices for home produced grains. Since 1956, German egg production has risen very quickly (some years by 8 to 10 percent). Presently, about 67 million laying hens are in production.

Size of flock varies in different parts of the country. Many farm flocks are very small. But near towns, enterprises of 2,000 birds have been established where farmers and commercial egg producers can sell eggs directly to consumers or retail shops. Flocks in the agricultural regions of northern Germany have up to 5,000 birds. The largest producer in that area has 30,000 birds.

But if the tax problem can be overcome through the Common Market policies, some very large enterprises will develop.

We do not encourage integration in West Germany because we want a more gradual expansion.

France

The future of the egg industry in France is of serious concern to our farmers. They want to keep the egg industry in the traditional agricultural pattern, but they are afraid of integration by large financial firms.

To alleviate possible integration, the farmers' association cooperates with the government and other interests in commercial production. The purpose is to establish cooperation among producers which guarantees that egg

production will remain in the hands of farmers. We are studying contracts and regulations which will insure fair treatment when farmers contract with financiers and commercial firms.

Australia

Integration will be resisted, but I think Australia's poultry industry will have to adopt it in some form. The American system of integration is unpopular in Australia. I think that farms will become larger and larger, but the increase will be made by individual producers. Small farms will gradually disappear.

Israel

Our total production will remain about the same because export markets have been closed. Production was cut about 20 percent a few years ago and luckily we have not needed to cut it again. Because the population of Israel has grown, we market eggs domestically instead of exporting them.

United Kingdom

In the next five to ten years, about half our flocks under 1,000 birds will disappear, because the farmer has

Will you describe your country's broiler industry?

Australia

Broiler production was almost unknown in Australia 20 years ago, but now a large industry has developed. The average Australian family eats one bird a week today. Twenty years ago it ate only one or two birds a year.

The broiler industry has been profitable to date. But it is not as profitable as it is in other countries because we have not developed birds with high feed conversion.

(Dr. Jasper's comment: Australia has not been able to develop conversion efficiencies as rapidly as some other countries because, in part, it prohibits the importation of breeding stock for fear of Newcastle disease. Because Australia is free of the disease, wouldn't it be practical to import stocks to some outlying islands, produce three or four generations, thereby get clean stock into Australia?)

The Australian government will not sanction importation of birds until it is absolutely sure the stock is free of Newcastle disease. We regard the disease as one of the major hazards of the poultry industry and, so far, Australia and New Zealand have remained completely free of it. A comparatively small place like Lord Howe Island, however, could be used to establish a large scale poultry farm, breed stock for two or three generations and check any indications of Newcastle disease.

France

Many factors which apply to egg production also apply to broiler production in France. However, two basic differences are noted: 1. The cooperative organization of farmers is not as extensively developed for broiler production. 2. Integration with industrial firms is more highly developed in broiler production than in egg production.

In the future, we are not certain that the differences

become more conscious of costs in the United Kingdom. Two marketing trends are noticeable: A high proportion of eggs will be sold direct to the consumer, and fairly large organizations will sell through packing stations (increasingly their own stations), supermarkets and wholesalers. (Editor's Comment: Dr. Coles is evidently hinting that packing stations owned by the British Egg Marketing Board will become less important to the egg industry.)

South Africa

I am sure integration will come to our country. It will not progress as rapidly as in the U.S.A., the United Kingdom or certain European countries, but integration is inevitable. I cannot see how individual farmers who produce small quantities of eggs and table birds will be able to continue to operate profitably.

Poland

Poland must increase egg production to keep pace with the increase in population because we want to maintain exports near the average maintained in the last two years.

Per capita egg consumption is increasing rapidly in Poland. Many people who camp in the country during the summer months consume additional eggs because they are easy to prepare.

will remain. In fact, the same programs are sought for broiler producers that we presently have for egg producers. Presently, however, the broiler production is in the hands of farmers in cooperation with commercial interests.

West Germany

The broiler industry in West Germany is growing, but will not reach the high levels of egg production. About 50 percent of our needs will be produced in Germany. The broiler producer who uses home produced feeds has received a subsidy for the price difference between domestic and imported feed grains since 1960.

Israel

About 60 percent of the meat consumed in Israel is broiler meat. Although consumption is high, our broiler industry has developed in the last 10 years. Before 1954, nobody knew what a broiler was and chicken meat was obtained from old hens.

Netherlands

We have had a rapid and sound development in the broiler industry. Production in 1964 will amount to 100 million broilers, double the 1962 quantity. About half the production will need to be exported. West Germany should continue to be a prime export market. We presently supply about 40 percent of its broilers.

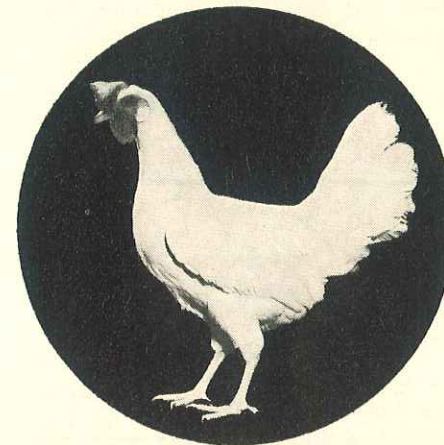
The Netherlands has rather low consumption which can be increased with good selling campaigns. But production will need to increase evenly with consumption to avoid surpluses.

Broiler quality and feed conversions are good, and well

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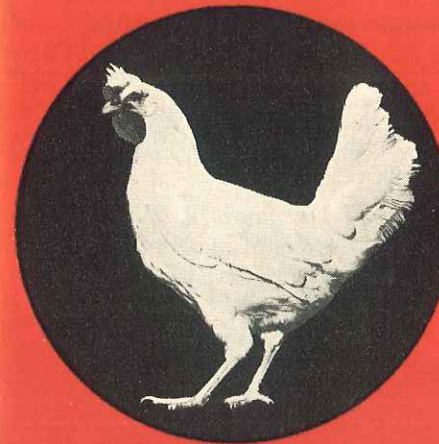
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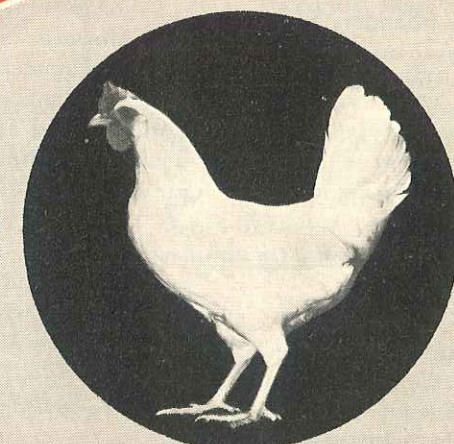
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organized integration indicates a thriving industry. With future feed grain imports from the U.S.A., we can be a leading supplier of broiler meat to the Common Market.

Poland

We have no special broiler industry in Poland. At the present time, Poland plans to increase the number of farm chickens to step up consumption of chicken meat.

No broilers are imported because consumption of chicken is low. However, we do import old chickens. Plans call for maintaining the average of the last two years which should be a small increase over previous years.

United Kingdom

The broiler industry in the United Kingdom began in 1953 when feedingstuffs were derationed from the wartime position. The industry has grown very rapidly and presently about 170 million broilers are produced each year. Broiler production has increased steadily at a reasonable rate but has gone through periods of extreme fluctuations.

Large units continue to increase and small units de-

crease (the same development as in the egg business). But broiler production is switching to large units more rapidly than is the egg industry. The producers have become larger because the broiler industry is not subsidized. In a few years we will probably have about 2,000 large units producing broilers and a half dozen centers processing meat.

Integration is fairly widespread in the broiler industry. Producers are largely integrated by a packing station which is much more sensitive to demand than a feed company. Packing stations do not push to increase expansion but only to maintain output to meet the demand.

South Africa

Our broiler industry started about four years ago and has expanded rapidly. Broiler operations have improved since the first U.S.A. broiler strains were imported two and one-half years ago.

Four years ago the term "table poultry" referred to old hens out of laying, but the broiler is becoming established which indicates a great future for the broiler industry in South Africa. However, we cannot compete in the export markets with some European countries and U.S.A.

Personnel News

George D. Gilbert has been named Far East export sales manager for Dr. Salisbury's Laboratories, Charles City, Iowa, U.S.A. Gilbert will work with **J. L. Gaarder**, manager of Dr. Salisbury's export department.

J. E. (Jerry) Hinshaw has been named assistant to the president for foreign operations by Arbor Acres Farm, Inc., Glastonbury, Connecticut, U.S.A.

Richard G. Sanders has been appointed general manager of the feed supplements division of the Borden Special Products Company, New York, New York, U.S.A. In addition to his duties and responsibilities as chief executive of the division, Mr. Sanders continues to serve as director of sales and marketing for Borden Special Products.

John C. Ratcliff has been appointed general manager and **Philip A. Laird** was named assistant general manager of Dow International operations in the United Kingdom and Eire. Ratcliff and Laird are directors of Dow Chemical Company (U.K.) Limited, Dow International's principal company in the United Kingdom. Ratcliff has been acting general manager for Dow in the United Kingdom,

and Laird has been marketing manager in that area.

James E. Brown has joined the research staff of Pilch's Poultry Breeding Farms, Inc., Hazardville, Connecticut, U.S.A., as chief geneticist and director of the experimental breeding program of the Pilch organization.

A senior vice president and three vice presidents have been appointed by the Borden Special Products Company. Named to the newly-created positions were **James R. Bodine**, senior vice president; **Dr. Hartley W. Howard**, vice president, research and development; **Charles Livingston**, vice president, production and engineering, and **Otto F. Orosz**, vice president, administration.

Dr. L. G. Chubb recently became controller of research at the Spillers Ltd. Middle Aston animal nutrition unit in Oxfordshire, United Kingdom. He replaces **Dr. M. J. Head** who accepted an academic appointment at the Battersea College of Technology.

Dr. John C. Bowman, geneticist for Thornbers, Ltd., Yorkshire, England, is spending four months at North Carolina University, Raleigh, North Carolina, U.S.A., to investigate new lines of breeding research in poultry, sheep, and pigs. Dr. Bowman will be

working with **Professor C. C. Cockerham** at the Institute of Statistics, a leading school of quantitative genetics in the U.S.A. Dr. Bowman hopes to spend some time visiting breeders and farms in the U.S.A. and Canada, and attend the annual meeting of the American Poultry Breeders round table in Chicago, Illinois, U.S.A.

Dr. James R. Wiley, a member of the Board of Directors of Whitmoyer Laboratories, Inc., Myerstown, Pennsylvania, U.S.A., died December 13, 1964, at the age of 47. At the time of his death, he was director of Development and Technical Services for the company. He was also head of the Whitmoyer Poultry Health and Nutrition School through which he became known to thousands of poultry and feed industry people from all over the world who attended the school.

Poultry Equipment Show Planned for Frankfurt

Poultry and egg equipment and supplies will be displayed at a U.S.A. Trade Center Show in Frankfurt, Germany, May 5 through 12. The show will feature equipment and supplies for laying houses, brooding houses, growing houses, egg processing plants, incubators, broiler processing plants and feed mills.

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