Scottish Egg Producer Retailers Association

MARKET REPORT

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	Size	V. Large	Large	Medium	Small
Farm to Shop	Prices	£1.49	£1.25	£1.15	80p
Scottish Wholesaler	Colony F/R	£1.20 £1.50	90p £1.40	80p £1.30	
English Wholesaler	Colony F/R Colony F/R	£1.40 £1.70 £1.30 £1.60	£1.25(+5p) £1.50(+5p) £1.10 £1.55	£1.00 £1.20 £1.00 £1.40	75p 85p 70p 85p
Packer / Producer Contracted average Price					
		Organic	**FreeRange**	**Barn**	**Colony**
		£1.20/£1.45	90p/£1.15	75p/95p	65p/85p
Producer / Consumer		V. Large	Large	Medium	Small
- Colony	Prices	£2.00	£1.85	£1.40	90p
- Free Range	Prices	£3.00	£2.35	£1.93	£1.05
Free-Range to Farm Shop	Prices	£1.75/£2.25	£1.31/£1.91	£1.15/£1.45	95p
Central Egg Agency	Colony F/R	£1.03 £1.55	84p £1.45	77p £1.35	60p £1.05
Imported Continental Prices in Bulk					
Dutch Eggs **German**	Colony Barn	90p	70p 76p(+1p)	65p 70p(+1p)	59p

The market, a lot of people saying their egg stores are pretty well empty, so the eggs have gone somewhere, 1 comment is they have been throwing them at each other at Halloween!!!

Prices are verging on going up only 4 weeks for peak pricing and 6 weeks to peak demand, Continental prices are starting to move and there has been a big increase in imports especially to Southern England.

The shortage of Small Free Range is moving up to Medium now, all it needs is the media to pick up on the fact that there might not be enough Free Range for the Christmas market and publicise the fact and there really would be white shelve space, followed by some better prices from the supermarkets.

On that same subject we have been expecting news from France of cases of eggs or sacks of poultry muck being fired through supermarket central office windows ballista style, or the odd trailer load of mucks back door accidently opening in the carpark as can happen, but nothing, so perhaps the threat is working!

We all know that national egg sales have been increasing, but just by how much is surprising, especially by the younger generation of consumers who are very health and fitness conscious and realise the benefits and value of eggs in their life, they have been the main target of the British Egg Information Service for the last 2 years in particular with excellent information and recipes, try them and recommend them to your customers you know it makes good business sense and it is free.

UK egg sales heading for a record year

Retail egg sales have continued to forge ahead in the UK, building on several years of growth, according

to new data from the British egg industry.

In volume terms, sales were up 6% in the first three quarters of 2015, compared with the same period last year. If sales continue at the current rate, a record-breaking year of figures since the 1950s is set to be recorded. This follows long-term growth in the egg market, with retail sales up a total of 22% since 2008.

Young people driving egg growth

The British egg industry's data shows that young people are helping to drive this growth, with those under 34 years of age purchasing 31% more eggs than they did in 2008. Increasing population is also helping, with many immigrants keen on eggs as a source of protein.

Andrew Joret, British Egg Industry Council chairman, said: "The latest figures are fantastic news for the egg industry, and it's particularly pleasing to see the increase in consumption among younger consumers. Eggs are now seen as a great tasting, healthy, nutrition-packed and versatile option, with concerns about cholesterol firmly consigned to the past."

Egg consumption

Independent research among more than 1,500 consumers shows that 42% of consumers now believe it is OK to eat six or more eggs per week, up from 19% in 2008. Similarly, the number of consumers who believe egg intake should be limited to no more than three a week has fallen from 45% to 26%.

"For today's nutritionists, it is not about avoiding or limiting the number of eggs you eat, it is about encouraging people to eat them and showing how eggs play an important role in a healthy, balanced diet," said registered nutritionist Dr Juliet Gray.

Eggs also have the lowest carbon footprint of any animal protein, and Joret believes this will help sustain consumer demand in future.

Source: Poultry World

Philip Clarke

Can we take it by this next article that there is no monopolies commission covering Danish Co-ops as money seems to be no problem in their expansion over the EU and no barriers on product?

Scandinavian egg producer rebrands as Dava Foods

A primary producer within the fresh eggs business in the Nordic Region has changed its name to Dava Foods.

As of 1 November 2015 all subsidiaries of the Dava Foods group in Denmark, Sweden, Finland, Estonia and the Netherlands (Hedegaard Foods, Svenska Lantägg, Muna Foods, Koks Munatootmine, and Eggs Posure) will share the same name: Dava Foods. All local consumer brands will continue as before – except for the Estonian market, where the former Tallegg brand will become Eggo.

Market synergies

Group CEO of Dava Foods, Ivan Noes Jørgensen, comments: "Today we operate 7 companies in 5 countries, so the time was right for us all to share the same name. The name change makes the synergies within the Dava Foods group more immediately apparent to our customers: we can service them in several different countries, and we operate at a level of volume and innovation that has considerable advantages for them, too. We act as a united organisation, not as stand-alone companies, and our name now reflects that."

"While those who deal directly with Dava Foods will certainly notice the change, end-users and consumers will not see much difference. All local brands remain; for example, the eggs supplied by Dava Foods in Denmark will still be marketed under the well-known local Hedegaard brand. The only consumer-oriented change will be seen in Estonia, where a new brand, Eggo, is introduced."

Organic foods

"Dava Foods is very ambitious in its efforts to promote organic farming and organic foods, and we also promote environmentally responsible business conduct in other ways. All these activities are based directly on our customers' wishes, and we wanted our new logo to reflect our commitment to environmental issues and animal welfare. Hence the change from blue to green," says Ivan Noes Jørgensen.

The name Dava Foods has its roots in the Danish co-op culture, specifically in the two farmer-owned agribusiness and feedstuff companies that own Dava Foods. This is no coincidence, explains Christian Junker, chairman of Dava Foods.

From farm to table

"Dava Foods is owned by approximately 15,000 Danish farmers through the co-ops Danish Agro and Vestjyllands Andel. By being based on the initials of the 2 co-ops, the new name reflects how Dava Foods operates within all aspects of the agribusiness and food sectors – from farm to table."

The group offers a complete range of organic eggs, free-range eggs, barn eggs, and enriched cage eggs. Pasteurised products include egg whites, whole eggs and yolks according to customer-specific recipes. The group also produces boiled, peeled eggs and cooked beaten eggs, and has developed several innovative convenience solutions as well as a new protein drink based on pure egg whites.

By Rosie Burgin

This next article is on the broiler industry but everything in it is applicable to the egg industry and should be part of your Bio-Security routine as water is a main source of transmitting of problems.

Water quality deserves ongoing attention

Broiler farmers generally have full confidence in the drinking water they supply to their broilers. Especially when it is obtained from the water supply company. Yet this confidence often appears to be unjustified. Research in the Netherlands showed that almost 8% of water at nipple level is unsuitable and almost 20% is less suitable as drinking water for poultry.

The temperature in the broiler houses is ideal for the development and growth of micro-organisms. [Photo: Jan Willem Schouten]

It is important that drinking water from the water supply network or a farm well is of good quality, but it is just as important to have good-quality drinking water in the area of the drinking point (the nipple). The quality of drinking water is mainly affected by the possible presence of biofilm, a slimy layer on the inside of the water pipe. A biofilm in a water pipe is formed when micro-organisms grow on deposits of minerals and (organic) dirt particles form on the side of the pipe. Increased amounts of iron, manganese, lime, and such, in the water increase the chance that biofilm will form. It can also lead to extra wear, blockages and leakages. The substances and excipients used for things such as vaccines, antibiotics, vitamins and wormers could stimulate the growth of biofilm as well.

Bacteria in biofilm

Bacteria that could be present in a biofilm include Legionella, E. coli (including the bacteria producing ECBL), Campylobacter, Pseudomonas, Salmonella, as well as Enterococci and Clostridium perfringens. In short, virtually the whole spectrum of bacteria that occur in nature can be found in the biofilm. Of all bacteria present in the drinking line, the majority (95-99%) is situated in the biofilm. When these bacteria present in the biofilm 'brake away', they end up in the water and form a potential threat to animal health. The presence of biofilm in the water pipe can lead to reduced production, health problems, the decomposition or removal of additives, a reduced effectiveness of medication / vaccination, blockage or leakage in nipples and a possible contribution to resistance. Recent research of the GD showed that 20 weeks after administering medication in drinking water, there were still residues and traces of antibiotics present.

Biofilm an invisible risk of disease

It is not immediately visible. It is a deposit of minerals, organic materials and bacteria, yeasts and fungi on the inside of the drinking line. It can develop extremely rapidly and contaminate the clean water during transport, which is an increased disease risk for animals. It can clog the pipes, block nipples or cause leaks in nipples (leakage). It can decompose additives in the drinking water and reduce the effectiveness of vaccines and medication. Factors that affect the development of biofilm are: stagnant water, temperature, installation and materials of water pipes, additions to the drinking water (including, vaccines, additives and medication).

Problems not directly connected to source

Problems with the quality of drinking water at the nipple can arise in both water from an on-site well and water from the water supply company. But the risk of problems occurring is bigger with water from a

farm groundwater source. Indeed, this can contain high concentrations of manganese, iron, nitrate and/or nitrite. Something one will not find in water from a water supply company. But, as mentioned before, problems with the quality of drinking water can also arise in water obtained from a water supply company, namely problems arising in the water pipe inside the house. The temperature in the broiler houses is ideal for the development and growth of micro-organisms. Broilers are kept at temperatures between 32-36 °C. In addition, the water flow is not very good during the first few days that the broilers are indoors. Suppose there is a house with 30,000 vacancies for broilers and in this house there are 6 drinking lines (ø 30mm) 70 metres long. In this case, there are almost 300 litres of water in the drinking lines alone. Assuming a broiler consumes twice as much water as feed in the first week, the daily water intake in the first week varies from 25 ml (day one) to 70 ml (day seven). This means the daily water use of the entire house ranges between 750 litres (day one) and 2,100 litres (day seven). In other words, 2.5 – 7 times the capacity of the drinking system.

Monitoring the quality of water personally

A broiler farmer is able to monitor the water quality quite easily. It is recommended that he monitor it every regular round, so he can intervene in the case of possible derogations. An appropriate moment to monitor the drinking water quality is when the broilers are between seven and 14 days old, because that is just after a critical period of high temperatures and poor flow in the drinking lines. How can a broiler farmer monitor the water quality himself?

Look and smell

Tap some water in a clean, glass jar at the beginning and at the end of the water installation. Tap some water from the faucet in the kitchen for the purpose of comparison. Shake the jars and leave them untouched for 30 minutes. Assess the colour, clarity and sediment of the jars against a white background (e.g. white paper). In addition, assess the smell of the water. Water is supposed to be clear, odourless and colourless. If the water is clear and does not smell, the likelihood of it being suitable drinking water is 85%. But if the water is turbid and smelly, something might be wrong with the quality and action should be taken. If you do not trust your own eyes and ears, take the water to an authorised laboratory for screening.

Wastewater detector

By installing a wastewater detector in the drinking line, the clarity/turbidity of the water is measured constantly through light measurement. If the sensor detects 'polluted' water, the drinking lines have to be rinsed out. This could be done either manually or automatically.

ATP kit

Another possibility is to check the water quality by means of an ATP kit. By using this kit, it is possible to get an idea of the (microbial and organic) pollution in the drinking water within a few minutes, instead of a few days. Please note that it is not possible to determine the kind of bacteria present in the water (E. coli, Campylobacter, Salmonella, Legionella, etc.), only to indicate the presence of bacteria. An (electronic) pH gauge is often included in the ATP kit. If this is not the case, it is recommended to purchase one. Using litmus paper strips is also an option. In this way, it is quite feasible to monitor the quality of drinking water during the regular round.

Once the water pipe is uncontaminated, it can be kept clean by adding (a low dose of) disinfectants/detergents to the drinking water. [Photo: Van Assendelft]

Preventing and removing the biofilm

If it turns out that the water at the drinking points is contaminated, the polluted water pipes and the system (such as the supply tank) should be properly cleaned. Decomposing the biofilm is difficult. Drinking water pipes are not suitable to clean with a brush. That is why broiler farmers are dependent on detergents and flushing the pipes using high (water) pressure. There are also systems that can blow pulsating air through the drinking lines. Furthermore, drinking lines can be cleaned ultrasonically. Mechanical vibrations are generated with an ultrasonic noise, which will loosen the dirt through vibration, as it were. In this way, it is possible to clean a drinking line mechanically. Of course, combining mechanical cleaning and detergent to remove the biofilm is also a possibility.

Once the water line is uncontaminated, it can be kept clean by adding (low doses of) disinfectants/detergents to the drinking water. Please note that the substances must be allowed as additives to drinking water. The substances may be added to the drinking water continuously or periodically (add it a few days and then stop a few days). Please bear in mind that most substances inactivate vaccines or reduce the effect of antibiotics. So if a vaccination or a medicinal treatment is planned, the water treatment must be stopped in time and the water pipes must be flushed prior to commencing the medicinal treatment.

Table 1 - Cut off values for drinking water for poultry.		
Parameter	Good	Bad
Chemical		
pH	5 tot 8	<4 en >9
ammonium (mg/L)	< 1	>2
nitrite (mg/L)	< 0.1	>1.0
nitrate (mg/L)	< 100	>200
chloride (mg/L)	< 200	>300
natrium (mg/L)	< 100	>200
iron (mg/L)	< 0.5	>2.5
manganese (mg/L)	< 0.5	>1.0
sulfate (mg/L)	< 100	>250
Bacterological		
yeasts and moulds (kve/mL) *	-	>10,000
E-coli (kve/mL)*	<10	>100
Totaal cell count (per/mL) *	<10,000	>100,000
Chemical oxigen use** (mg/L)	<50	>100

Tips for good drinking water

Check whether your water installation has sufficient capacity (peak loads).Preferably use PVC materials. Check your installation: Is the filter situated at the front of the water pipe system? Are there any unnecessary bends? Are there any dead-end pipes? Is your supply pipe line sagging? Make the necessary adjustments. Have the drinking water checked regularly (four times a year). Have the water quality analysed both at the source and in the area of the animal (chemically and bacteriologically). Clean the filter after every regular round. Clean and disinfect the water pipe after every regular round. Make sure your dosing system works properly and you have the correct dosage (preparation solvent). Check the operation of the pressure regulator of the drinking lines on a regular basis and make sure that the water level in the corresponding piezometer tube is clearly legible. Check regularly whether the water supply of the nipples is evenly distributed in the drinking line. Flush the drinking lines frequently during the round, especially when it concerns young animals. When drinking lines are not being used the first couple of days, flush these before use.Flush the drinking lines prior to and after administering medication or vaccines. Check the smell, clarity and colour of the water yourself during your regular round. A (transparent) water filter helps identify discolouration in turbid water at an early stage. Make sure the drinking line hangs horizontally and does not sag. Make sure the drinking lines hang at the right height. Replace leaking or malfunctioning nipples immediately.

By Jan van Harn, Francesca Neijenhuis and Hilko Ellen, Wageningen UR Livestock Research

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This ad caught our eye if you are thinking of an expansion it might be worth looking at, they are offering up to £400 million finance to the poultry industry (it looks like 160% interest over 20 years)
Very much higher interest rates than banks and remember the old adage, if the bank won't finance you there is a reason, as they don't support you unless they think it is gold plated, the city thinks that we are!

for farmers
the total feed business

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