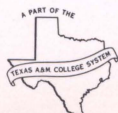
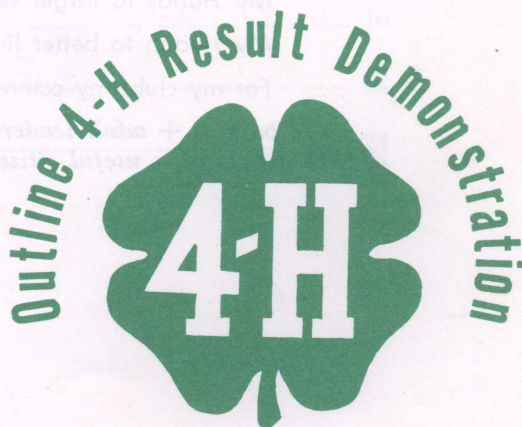
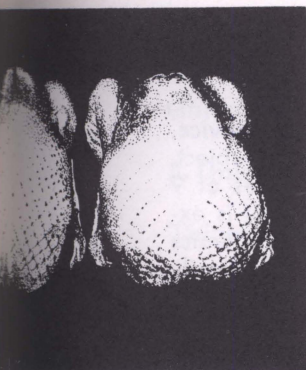


# Member Guide

## • • • 4.H Poultry Marketing



THE AGRICULTURAL AND MECHANICAL COLLEGE OF TEXAS  
TEXAS AGRICULTURAL EXTENSION SERVICE  
J. E. HUTCHISON, DIRECTOR, COLLEGE STATION, TEXAS

## What Is 4-H?

**Did you know** that as a 4-H member you belong to an organization which has more than 100,000 members in Texas, more than 2 million in the United States?

**4-H Club work** is the youth phase of the Texas Agricultural Extension Service. 4-H Club work is voluntary. There are no dues and 4-H is not a school subject. To become a 4-H Club member, an individual must be between the ages of 9 and 21, must want to be a member, must know about 4-H work and what is expected. 4-H members learn improved practices in agriculture, home economics and related fields by carrying on a 4-H result demonstration. 4-H is a family affair in which you and your parents with the advice of adult leaders and county extension agents decide on your result demonstration. You will work with an adult leader in a subject-matter group to develop your result demonstration. You will learn useful and practical skills.

**Adult leaders** are the key persons in every 4-H Club. You and other members of your subject-matter group will work with your subject-matter leader to plan and carry out your group activities. The organization leader of your 4-H Club will help you and other club members plan and carry out the monthly club meetings and club activities. County extension agents train and advise these adult leaders.

**The four-leaf clover** is the the accepted emblem. The letter "H" on each leaf stands for Head, Heart, Hands and Health. This emblem is protected by the United States Department of Agriculture copyright.

**The 4-H colors** are green and white.

**The 4-H prayer** is, "Help me, O Lord, to live so that the world may be a little better, because Thou didst make me. Amen."

**In support of** the 4-H Club Motto, "To Make the Best Better," I pledge:

My Head to clearer thinking

My Heart to greater loyalty

My Hands to larger service, and

My Health to better living

For my club, my community and my country.

**4-H parents + adult leaders + county extension agents added to interested 4-H members = useful citizens. This is the 4-H Club team.**

# MEMBER GUIDE 4-H POULTRY MARKETING

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# MEMBER GUIDE, 4-H POULTRY MARKETING

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## OBJECTIVES OF THE 4-H POULTRY MARKETING PROGRAM

You, as a 4-H Club member, should develop leadership talents and work toward a continual development of character and citizenship. You will also want to develop desirable work habits.

Sportsmanship is a characteristic that all 4-H Club members will want to develop as they participate in club activities. Cooperation is another outstanding characteristic that needs to be developed.

You will want to learn how to express yourself clearly. This can be done through participation in club activities such as method demonstrations, judging contests, social events and club meetings.

Mechanical changes and the advances in technology makes it essential for poultry marketing demonstrators to become skilled in all phases of the field. This includes subjects such as processing, grading, transportation, retailing, markets and refrigeration.

You are one among millions of consumers of food products. You will therefore want to learn the relative nutritive value of poultry and eggs compared to other foods and how each contributes toward your health.

All poultry marketing club members should learn the importance of the poultry industry in the national economy.

## A GUIDE TO PLANNING YOUR RESULT DEMONSTRATION

4-H Club members should do many things if their result demonstration is carried to a successful completion. The following items will help you plan for the demonstration and do things necessary to reach your objectives at the completion of the demonstration. Obtain facts about these items, analyze them carefully and accurately, and make your decisions on what to do about most of the

items before you start the operation of the demonstration.

## THINGS TO DO

1. Cooperate with extension agents, leader and parents.
2. Plan your result demonstration.
3. Work your plan.
4. Choose result demonstration.
5. Arrange for facilities, finance and layers, broilers or turkeys.
6. Study possible sales opportunities.
7. Keep records—and analyze.
8. Make reports.
9. Study subject matter which involves the marketing of the product of your result demonstration.
10. Study conditions that will influence the selection you make relative to the result demonstration you choose.
11. Figure how much time and when time will be required for the result demonstration you select.
12. Make decisions:
  - a. When to start demonstration
  - b. When to close demonstration
  - c. One or more result demonstrations annually
  - d. Where to sell
  - e. Whether to sell on basis of grade
  - f. Whether to sell product processed or alive
  - g. Others \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## PLANNING PROCEDURE

Good planning is essential to any successful business enterprise. Most likely, the success of your poultry result demonstration will depend on the efficiency of your planning. Selecting a poultry result demonstration on some phase of poultry marketing should include the counsel of your 4-H Club leader, parents and your county extension agent. These people can assist you because of

their experience, current information and leadership. Do not expect them to make plans for you, but depend on them for guidance.

## FACTORS TO CONSIDER

Study the following questions carefully and check your answer, "Yes" or "No." Perhaps you can think of questions which have not been included here. If so, add them to this list.

- Are you truly interested in this type demonstration? Yes \_\_\_\_\_ No \_\_\_\_\_
- Do you have the necessary funds to complete the demonstration? Yes \_\_\_\_\_ No \_\_\_\_\_
- If not, will you be able to obtain the necessary funds? Yes \_\_\_\_\_ No \_\_\_\_\_
- Are the necessary equipment and facilities available for your use? Yes \_\_\_\_\_ No \_\_\_\_\_
- Will you have adequate time to devote to the demonstration? Yes \_\_\_\_\_ No \_\_\_\_\_
- Are your parents interested in your demonstration? Yes \_\_\_\_\_ No \_\_\_\_\_
- Is there a local market available to you for the product to be sold? Yes \_\_\_\_\_ No \_\_\_\_\_
- Could you sell high-quality, ready-to-cook products direct to the consumer? Yes \_\_\_\_\_ No \_\_\_\_\_
- Is there a local processor who would buy your live poultry or eggs? Yes \_\_\_\_\_ No \_\_\_\_\_
- If so, will he pay you for them based on their grade value? Yes \_\_\_\_\_ No \_\_\_\_\_
- Will you have 100 percent ownership of the demonstration? Yes \_\_\_\_\_ No \_\_\_\_\_
- If not, will you be in partnership with your parents or perhaps a neighbor? Yes \_\_\_\_\_ No \_\_\_\_\_
- Show partnership. Check: Parents  Neighbor
- Do you plan to use a simple but adequate record system and keep the records up to date? Yes \_\_\_\_\_ No \_\_\_\_\_
- Would you be able to complete the demonstration, or terminate it easily, in the event of family illness or if your family moved to a new location? Yes \_\_\_\_\_ No \_\_\_\_\_
- Will you make use of subject matter which is available to you through your 4-H Club leader, county extension agent and agricultural college? Yes \_\_\_\_\_ No \_\_\_\_\_
- Do you plan to perform the result demonstration with the idea of gaining knowledge for future use, as well as for present profit? Yes \_\_\_\_\_ No \_\_\_\_\_
- Will you demonstrate the abilities and give information you have gained to your 4-H Club, civic organizations and others? Yes \_\_\_\_\_ No \_\_\_\_\_
- Do you plan to complete the necessary record forms to participate in the available awards programs? Yes \_\_\_\_\_ No \_\_\_\_\_
- When will you start your demonstration? Give date \_\_\_\_\_

## **POSSIBLE RESULT DEMONSTRATIONS**

The suggestions of "Things to Learn," pages 11-13, about marketing eggs, chickens and turkeys are only a few of the many things that an individual knows if he has a broad knowledge about marketing these products. However, if you do the things suggested and study the items under "Things to Learn," you will have accomplished many skills and learned a great deal about marketing as a result of the demonstration.

The following suggestions are given on subject matter. The references are given so that you can obtain more detailed information on specific problems that relate to your result demonstration.

### **Market Eggs**

This demonstration teaches grade standards, how to clean eggs, value of size classes, candling procedures, proper procedures in casing eggs, why and how to cool eggs, value of frequent gathering and delivery to market, price variation at different times of the year, need for proper breeding in laying hens to satisfy consumer demands, learn market demands, cost of producing a dozen eggs, cost per dozen to cool eggs, cost of marketing a dozen eggs, importance of percent of production with respect to profits, age of hens when market quality of eggs begins to drop, factors that influence quality, such as blood and meat spots, abnormal shells and others.

Study reference material for information on these topics, page 24. If these references are not available, ask your leader or county extension agent for others.

### **Hatching Eggs (Chickens and Turkeys)**

In addition to the items listed under market eggs, you should learn the importance of percent

fertility, percent hatchability, how to obtain maximum fertility and hatchability, additional cost in producing hatching eggs over market eggs and the reasons. You also should learn the difference in market demands for hatching eggs and market eggs.

Study reference material for information on these topics, page 24. If these references are not available, ask your leader or county extension agent for others.

### **Broilers**

This demonstration offers opportunity for you to learn grade standards for broilers, market value, when to sell, how to sell, costs, market demands, importance of livability to profits, importance of management to market quality, importance of breed or crossbreed inheritance to market quality, how to select top quality, how to select show exhibits for market shows, value of records, amount of capital needed and many others.

Study reference material for information on these topics, page 24. If these references are not available, ask your leader or county extension agent for others.

### **Turkeys**

This demonstration offers the same opportunities to learn as a broiler demonstration. Personal preferences, facilities available, location to market, time required to complete demonstration, will need to be considered when making decisions as to your choice.

Study reference material for information on these topics, page 24. If these references are not available, ask your leader or county extension agent for others.



## OUTLINE FOR SUGGESTED RESULT DEMONSTRATIONS

You, your parents and leader should develop a plan for carrying out the decisions and skills necessary for a successful demonstration. **TURN IN A DUPLICATE COPY OF THIS OUTLINE TO YOUR ADULT LEADER.**

1. Kind of demonstration \_\_\_\_\_

2. Date demonstration will begin \_\_\_\_\_

3. Variety, cross, hybrid to use \_\_\_\_\_

4. Where to buy chicks and poults \_\_\_\_\_

5. What you plan to do with products \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. Will I sell on grade \_\_\_\_\_

7. How will I clean eggs? \_\_\_\_\_

8. Where will I get needed facilities? (Examples: cases, flats, fillers, cartons, egg cleaning facilities,

processing facilities and others) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. Will I sell direct to consumer or to dealer? \_\_\_\_\_  
\_\_\_\_\_

10. Completion date of result demonstration \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## OUTLINE FOR SUGGESTED RESULT DEMONSTRATIONS

You, your parents and leader should develop a plan for carrying out the decisions and skills necessary for a successful demonstration. **TURN IN A DUPLICATE COPY OF THIS OUTLINE TO YOUR ADULT LEADER.**

1. Kind of demonstration \_\_\_\_\_  
\_\_\_\_\_
2. Date demonstration will begin \_\_\_\_\_  
\_\_\_\_\_
3. Variety, cross, hybrid to use \_\_\_\_\_  
\_\_\_\_\_
4. Where to buy chicks and poults \_\_\_\_\_  
\_\_\_\_\_
5. What you plan to do with products \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
6. Will I sell on grade \_\_\_\_\_  
\_\_\_\_\_
7. How will I clean eggs? \_\_\_\_\_  
\_\_\_\_\_
8. Where will I get needed facilities? (Examples: cases, flats, fillers, cartons, egg cleaning facilities, processing facilities and others) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
9. Will I sell direct to consumer or to dealer? \_\_\_\_\_  
\_\_\_\_\_
10. Completion date of result demonstration \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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## THINGS TO LEARN

Learning is a major objective of the result demonstration. You should, therefore, check to learn what you need to know, need to study, what you have learned and to what you need to give more study.

Before your demonstration begins, read the items listed and check those that you need to know and need to study. After completion of the demonstration, check the things you have learned and those you need to study more to have all the information needed.

| Things to learn  | Need to know before demonstration begins | Need to study before demonstration begins | Have learned at completion of demonstration | Need more study at completion of demonstration |
|--|--|---|---|--|
| 1. Importance of cooperation.  |  |   |   |  |
| 2. To seek sound advice.   |  |   |   |  |
| 3. To accept constructive criticism.   |  |   |   |  |
| 4. Amount of money needed to conduct the result demonstration the club member selects. |  |   |   |  |
| 5. Kind of product to sell.  |  |   |   |  |
| 6. How to grade poultry and poultry products.  |  |   |   |  |
| 7. Grade requirements.   |  |   |   |  |
| 8. Kind of product which brings most when sold.  |  |   |   |  |
| 9. Grade standards of product club member produces.                                    |  |   |   |  |
| 10. How to process product the club member produces.                                   |  |   |   |  |
| 11. Methods of cleaning eggs.  |  |   |   |  |
| 12. Correct procedures in the different methods of cleaning eggs.                      |  |   |   |  |
| 13. How to package chicken and turkey for cold storage unit.                           |  |   |   |  |
| 14. What federal inspection of poultry designates.                                     |  |   |   |  |

**THINGS TO LEARN (Continued)**

| <p style="text-align: center;">Things to learn</p>   | <p style="text-align: center;">Need to know before demonstration begins</p> | <p style="text-align: center;">Need to study before demonstration begins</p> | <p style="text-align: center;">Have learned at completion of demonstration</p> | <p style="text-align: center;">Need more study at completion of demonstration</p> |
|--|---|--|--|---|
| <ol style="list-style-type: none"> <li>15. Emblems that identify federally inspected poultry.</li> <li>16. Emblems that designate federally graded poultry and eggs.</li> <li>17. The difference between federal and state grade requirements for eggs.</li> <li>18. Requirements of State Egg Law.</li> <li>19. How to maintain grade of product produced.</li> <li>20. Different kinds of state and USDA grades of eggs.</li> <li>21. Correct mechanics of grading eggs.</li> <li>22. Effect of dirt on eggs with respect to grade and maintaining quality.</li> <li>23. Correct temperature for cooling.</li> <li>24. Correct temperature and humidity for storing eggs.</li> <li>25. How to maintain market value of hatching eggs.</li> <li>26. Market importance of gathering eggs 3 or 4 times daily.</li> <li>27. Market importance of cooling eggs shortly after laid.</li> <li>28. How and when to put eggs in case.</li> <li>29. Four factors to be considered in determining egg quality.</li> </ol> |   |  |  |   |

**THINGS TO LEARN (Continued)**

| <p style="text-align: center;"><b>Things to learn</b></p>   | <p style="text-align: center;">Need to know before demonstration begins</p> | <p style="text-align: center;">Need to study before demonstration begins</p> | <p style="text-align: center;">Have learned at completion of demonstration</p> | <p style="text-align: center;">Need more study at completion of demonstration</p> |
|---|---|--|--|---|
| <p>30. Kind of containers to use for holding eggs when cooling.</p> <p>31. Importance of clean cases, flats and fillers to market value.</p> <p>32. Value of cases that are new or in good repair in maintaining egg value.</p> <p>33. Importance of correct records, also learn how to use them.</p> <p>34. Value of trends with respect to volume of product being marketed on local, state and national basis.</p> <p>35. What age and weight to sell broilers and turkeys for greatest profit.</p> <p>36. Some of the common causes for low grades in eggs when sold to first buyer.</p> <p>37. Some of the common causes for low grades in broilers when sold to first buyer.</p> <p>38. Some of the common causes for low grades in turkeys when sold to first buyer.</p> |   |  |  |   |



## GROUP ACTIVITIES

Each club member should help plan the group's activities. Do this in cooperation with your leader, county extension agents and other club members

in your poultry marketing group. After these activities are agreed upon, fill in the blank spaces provided below.

| Month & day | Time & place | What is planned? | Who will do it? |
|-------------|--------------|------------------|-----------------|
|             |              |                  |                 |



## **ACTIVITIES THAT WILL HELP YOU WITH YOUR RESULT DEMONSTRATION**

Group or individual visits with commercial egg producers to observe and discuss on-the-farm marketing techniques. Examples: How are eggs gathered, cleaned and handled for marketing?

Group or individual visits to egg collection and distribution business firms to observe and discuss services performed by them. Example: how and from whom are eggs obtained? Are eggs purchased and paid for on a basis of grade? Are eggs shell treated?

Group or individual visits with hatching egg producers and hatching egg distributors, to learn how eggs are cased for distribution. What are some of the market demands made on hatching eggs that are not placed on commercial shell eggs?

Group or individual visits with broiler producers to learn how birds are delivered to the processor with a minimum of flesh and skin bruises. How are broilers finished for market?

Group or individual visits with market turkey growers to learn how the condition known as blue-back is prevented—loss in quality due to external parasites. What qualities are needed before a turkey is of grade A?

Group or individual visits to commercial poultry processing plants to learn what temperatures are poultry meats frozen to maintain original quality and color when processed. What are the temperatures of the water commonly used for scalding broilers and turkeys in commercial processing?

## **4-H AWARDS PROGRAMS**

There are awards on a state and national level that you may enter if you are enrolled in poultry marketing demonstrations. If you are interested in entering these award programs, contact your adult leader for details on the various awards.

## **TOURS**

You can learn many helpful suggestions on a well-planned tour or visit to other club members' demonstrations, poultry processing plant, egg processing plant, hatchery, feed mill and other business firms either directly or indirectly in the marketing of poultry and poultry products.

## **EXHIBITS AND SHOWS**

You will enjoy showing the results of your efforts and being recognized for things you have learned and done. Shows, fairs and booth exhibits offer an opportunity to be recognized. You may exhibit live or ready-to-cook broilers and turkeys in community, county, area and state shows. You can make joint displays and booths which show improved methods in marketing poultry or poultry products.

## **JUDGING CONTESTS**

Usually 50 percent of all classes to be judged in 4-H poultry judging contests are on the basis of market value. The contests offer club members another activity which is interesting and is a means of further developing those members who participate.

## **RECORDS**

Accurate records are helpful to you as a club member. They are helpful in analyzing the results of the demonstration.

# EGG RECORD

|     | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|-----|------|------|------|------|-----|------|------|------|-------|------|------|------|
| 1.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 2.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 3.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 4.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 5.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 6.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 7.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 8.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 9.  |      |      |      |      |     |      |      |      |       |      |      |      |
| 10. |      |      |      |      |     |      |      |      |       |      |      |      |
| 11. |      |      |      |      |     |      |      |      |       |      |      |      |
| 12. |      |      |      |      |     |      |      |      |       |      |      |      |
| 13. |      |      |      |      |     |      |      |      |       |      |      |      |
| 14. |      |      |      |      |     |      |      |      |       |      |      |      |
| 15. |      |      |      |      |     |      |      |      |       |      |      |      |
| 16. |      |      |      |      |     |      |      |      |       |      |      |      |
| 17. |      |      |      |      |     |      |      |      |       |      |      |      |
| 18. |      |      |      |      |     |      |      |      |       |      |      |      |
| 19. |      |      |      |      |     |      |      |      |       |      |      |      |
| 20. |      |      |      |      |     |      |      |      |       |      |      |      |
| 21. |      |      |      |      |     |      |      |      |       |      |      |      |
| 22. |      |      |      |      |     |      |      |      |       |      |      |      |
| 23. |      |      |      |      |     |      |      |      |       |      |      |      |
| 24. |      |      |      |      |     |      |      |      |       |      |      |      |
| 25. |      |      |      |      |     |      |      |      |       |      |      |      |
| 26. |      |      |      |      |     |      |      |      |       |      |      |      |
| 27. |      |      |      |      |     |      |      |      |       |      |      |      |
| 28. |      |      |      |      |     |      |      |      |       |      |      |      |
| 29. |      |      |      |      |     |      |      |      |       |      |      |      |
| 30. |      |      |      |      |     |      |      |      |       |      |      |      |
| 31. |      |      |      |      |     |      |      |      |       |      |      |      |



## EGG SALES RECORD

| MONTH     | WEEKS IN EACH MONTH |                       |             |                       |             |                       |             |                       |             |                       | TOTAL       |        |
|-----------|---------------------|-----------------------|-------------|-----------------------|-------------|-----------------------|-------------|-----------------------|-------------|-----------------------|-------------|--------|
|           | 1                   |                       | 2           |                       | 3           |                       | 4           |                       | 5           |                       |             |        |
|           | No.<br>Doz.         | Ave.<br>Price<br>Doz. | No.<br>Doz. | Ave.<br>Price<br>Doz. | No.<br>Doz. | Ave.<br>Price<br>Doz. | No.<br>Doz. | Ave.<br>Price<br>Doz. | No.<br>Doz. | Ave.<br>Price<br>Doz. | No.<br>Doz. | Amount |
| January   |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| February  |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| March     |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| April     |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| May       |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| June      |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| July      |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| August    |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| September |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| October   |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| November  |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |
| December  |                     |                       |             |                       |             |                       |             |                       |             |                       |             |        |

\*\*For reporting sale of poultry from egg marketing demonstration see page 9.

\*\*\*Report eggs consumed at home at market price received for other eggs.

## POULTRY SALES RECORD

### ITEMS SOLD OR USED AT HOME

| DATE         | BROILERS |                  |        |                 |             | TURKEYS  |                  |        |                 |             | CHICKENS CULLED |                  |        |                 |             |
|--------------|----------|------------------|--------|-----------------|-------------|----------|------------------|--------|-----------------|-------------|-----------------|------------------|--------|-----------------|-------------|
|              | No. sold | No. used at home | Weight | Price per pound | Total value | No. sold | No. used at home | Weight | Price per pound | Total value | No. sold        | No. used at home | Weight | Price per pound | Total value |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
|              |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |
| <b>TOTAL</b> |          |                  |        |                 |             |          |                  |        |                 |             |                 |                  |        |                 |             |

**NOTICE:** List poultry items used at home at market price when used.

## RESULT DEMONSTRATION EXPENSES

KIND OF DEMONSTRATION: \_\_\_\_\_ NO. OF POULTRY \_\_\_\_\_

List your poultry, equipment and feed when demonstration begins.

| Date | Item | Amount  | Price per unit | Expenses |
|------|------|---------|----------------|----------|
|      |      | No. lb. |                |          |
|      |      |         |                |          |





# CALENDAR OF ACTIVITIES

Record things you do and observe in connection with your result demonstration and other activities in 4-H Club work. Examples: dates demonstration began and finished, percent egg production for each month, weather conditions, show competition, method demonstrations (number of times given, number of people present and winnings in county, district and state competition), club meetings and dates and other important activities. Begin keeping these records the month your result demonstration starts.

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## REFERENCES

These references will furnish most of the information you need in your result demonstration. If other reference material is needed, ask your leader or county extension agent for help in obtaining reference material needed.\*

### Eggs

- L-88 For Greater Profits Prevent Destruction of Eggs
- L-89 Maintain Proper Egg Temperature for Greater Market Value
- L-90 Market Value is Affected When Eggs Absorb Odors and Flavors
- L-91 Pointers on Maintaining Egg Quality
- L-92 Handle Eggs to Keep Quality When Laid and Prevent Breaking
- L-93 Prevent Blood Rings for Greater Profits
- L-94 Keep Egg Quality When Laid by Doing These Things
- L-95 Prevent Checks and Increase Profits
- L-96 Small Eggs Have Less Market Value
- L-97 Eggs with Thin Whites Have Less Market Value
- L-98 Increase Market Value with Proper Egg Care
- L-99 Market Value is Affected When Yolk Shadows are Plainly Visible
- L-175 The Effect of Blood and Meat Spots on Market Value of Eggs
- L-339 Important Enemies of Egg Quality—Age, Heat, Humidity
- B-244 Marketing Standards for Grading Eggs (Color)
- B-810 Environment Affects Market Value of Eggs
- B-906 Know Egg Values (Color)
- USDA Farmer's Bulletin 1378—Marketing Eggs
- L-204 Television Method Demonstration on Graded Eggs
- L-205 4-H Method Demonstration on Marketing Eggs
- Colored Slides—Environment of Egg from Hen's Nest to Frying Pan

\*Unless otherwise indicated, all references are available from the Texas Agricultural Extension Service.

### Colored Slides—Egg Quality Slides

- Blueprint, Serial No. 390—Egg Candling Bench
- D-396 Demonstration Manual on Poultry Marketing for 4-H Club Member

### Turkeys or Broilers

- B-149 Processing Poultry
- USDA Farmer's Bulletin 2030—Marketing Farm Poultry
- B-177 Freezing Poultry for Home Use
- C-279 Market Demands on Turkey Hatching Eggs
- B-234 Market Demands on Turkeys
- B-163 Merchandising Turkeys
- B-910 Market Demands on Broilers
- L-404 How to Select Poultry for Market Qualities
- MP-312 Let's Have a Chick-N-Que
- Colored Slides on Market Qualities in Turkeys
- Colored Slides on Market Qualities in Broilers
- Blueprint, Serial No. 360—Turkey Laying Nest
- D-396 Demonstration Manual on Poultry Marketing for 4-H Club Members

### Utilization

- B-175 Frozen Foods
- B-214 Canning Poultry
- B-210 Let's Eat Turkey
- B-794 Eat Well for Less
- HG-45 Turkey on the Table the Year Round (USDA)
- L-261 Egg Dishes for any Meal (USDA)
- HG-50 Cooking with Dried Eggs (USDA)
- L-279 Chicken in the Freezer (USDA)
- HG-40 Freezing Combination Main Dishes (USDA)

### Miscellaneous

- State Egg Law—Obtain from County Extension Agent
- D-396 Demonstration Manual on Poultry Marketing for 4-H Club Members