

Glossary

Asda	Asda Group Limited, a subsidiary of Wal-Mart Stores Inc.
Bargaining power	The relative bargaining power of a buyer or a seller will influence how they share between them the 'incremental surplus' from a trade—incremental surplus being a measure of the net gain to both buyer and seller from a successfully completed trade or bargain. For example, if a buyer and seller have equal bargaining power, then the incremental surplus will be divided equally between them. See also buyer power .
Barn eggs	Eggs produced by hens that are allowed to move freely around a barn but do not have access to outdoor areas. The hens must be stocked at a density of no more than nine birds per square metre of usable area. The building must have sufficient perching to allow a minimum of 15 cm of perching for every bird. Barn eggs represented about 6 per cent of UK production in 2005. They usually reach supermarket shelves within six days of being laid.
BEIC	British Egg Industry Council, an organization of egg packers which administers the Lion mark scheme. There are 31 subscribers to the BEIC. It is a successor to the British Egg Marketing Board.
Buyer power	Buyer power refers to the ability of a purchaser to negotiate lower prices from a supplier. Where this involves offsetting the market power of large suppliers, it is often referred to as 'countervailing' buyer power.
Cage eggs	Cage eggs are produced by hens living in cages (normally five birds per cage). Cage eggs usually take two to three days to reach supermarket shelves.
Case	Case = 30 dozen eggs = 360 eggs.
Central Egg Agency	A West Midlands based friendly society which acts as a wholesale clearing house for eggs and provides a matching service for buyers and sellers of eggs.
Clifford Kent	Clifford Kent Holdings Limited and subsidiary companies.
Customers	Retailers, wholesale customers and foodservice/catering customers.
Deans	Deans Food Group Limited and subsidiary companies.
Defra	Department for Environment, Food and Rural Affairs.
Enriched cages	Cages for hens which include a nest, perch and litter and have more space for each bird than currently permitted cages.
Foodservice	An organization which purchases shell eggs for onward sale primarily to catering customers.

Framptons	Framptons Ltd, a Somerset-based egg processor and manufacturer and supplier of egg products.
Free-range eggs	Eggs produced by hens which have continuous daytime access to open-air runs which must be covered with vegetation. The maximum stocking density is 2,500 birds per hectare (approx one bird per 4m ²).
Freshfayre	Freshfayre Products Ltd, a Cardiff-based egg processor .
Freshlay	An egg packing and marketing business acquired by Deans in 2003
Fridays	Fridays Cranbrook Ltd, a Kent-based egg producer and packer.
Glenrath	Glenrath Farms Ltd, a Scottish-based egg producer and packer.
KVI	Known value item. A product which is high profile or well known, where price awareness among consumers will be higher than for most products. KVIs tend to be part of the range of goods which make up a key customer basket.
Lion mark	The Lion mark is used by subscribers to the BEIC on eggs which have been produced in accordance with EC and UK law and with BEIC's Lion Quality Code of Practice. This includes compulsory vaccination against salmonella (<i>salmonella enteritidis</i>), traceability of eggs, a best-before date, as well as on-farm and packing station information—all stamped on the shell and pack—hygiene control and auditing.
Liquid eggs	Eggs removed from their shells which are pasteurized, packaged and sold to food manufacturers or the catering trade.
McDonald's	McDonald's Restaurants Ltd, the UK division of a multinational fast food restaurant chain.
Monopsony	Single buyer. A situation in which a single firm or individual is the only buyer of a particular good or service within a given market.
Morrisons	Wm Morrison Supermarkets plc.
Must-stock item	A product which retailers consider that they must stock. This tends to be products which consumers expect to have available and would be likely to shop elsewhere if that product is not available in store.
Noble	Noble Foods Limited.
Oaklands	Oaklands Farm Eggs Ltd, a Shropshire-based egg producer and packer.
OFT	Office of Fair Trading.
Organic eggs	Eggs produced by hens kept in very similar conditions to free range , but which also must be kept on farms which have not used chemical fertilizers, pesticides and herbicides in the last two years. The hens' feed must also comprise at least 85 per cent

organically grown crops.

Packer	Third-party-owned contractor which sorts and packs eggs for suppliers or for retailers and other customers .
Powdered eggs	Processed eggs which are converted into powder form. It is primarily used in the production of food products, for example baked goods. According to Noble, it is not currently produced in the UK but is imported from the Continent in large quantities.
Processed eggs	Eggs which have been treated in some way before sale to their final consumer. These include pasteurized liquid eggs, chilled or frozen eggs, hard-boiled eggs, separated eggs and powdered eggs .
Processor	A commercial organization specializing in processing eggs for suppliers and the food market.
Producer	An egg farm/farmer which provides eggs to a supplier .
Pullet	A hen at least 20 weeks old which has begun to lay eggs but has not yet moulted.
Retailer(s) (also large retailers, multiple retailers and larger or leading retailers)	Organization(s) providing food for domestic consumption, including supermarkets, symbol groups and independent grocery stores. In this report, the expressions 'large retailers' and 'multiple retailers' refer to supermarkets generally and/or operators of chains of supermarkets, while the expressions 'larger retailers' and 'leading retailers' generally refer to the four major supermarket groups— Tesco , Sainsbury's , Asda and Morrisons .
Sainsbury's	J Sainsbury plc.
Second quality eggs or seconds	Eggs which have blemishes or other defects, such as in shell thickness, or which do not meet the size, shape or other standards required for supply to retailers . In the UK these eggs are usually processed in liquid form, and/or sold to processors .
Shell eggs	Eggs in their shells.
Skea	Skea Egg Farms Ltd, a Northern-Ireland-based egg producer and packer which supplies eggs in Great Britain and Northern Ireland.
Spent hen	A hen which has reached the end of its economic laying life (around 75 weeks). It is then slaughtered and converted into processed food products.
Stonegate	Stonegate Farmers Limited and subsidiary companies.
Sunrise	Sunrise Poultry, a Leicestershire-based egg producer and packer .
Supplier	A firm contracting to supply shell or processed eggs to retailers or other customers .

Tesco	Tesco plc.
Thames Valley	Thames Valley Foods Ltd and its subsidiaries, a large egg packing and supply business acquired by Stonegate in 2001.
Wholesale/wholesale customer	Organizations which purchase goods for onward sale to small retailers , caterers and other small customers . The terms catering and wholesale customers are used to refer to foodservice companies and to such catering and general wholesalers.
Wholesale (spot) market	The traded market for surplus eggs. This consists primarily of the Central Egg Agency , a matching service for buyers and sellers of eggs but also includes other egg traders such as Daneg.