

## Christmas Tree Plantings Down

A sharp reduction in commercial Christmas tree plantings this year was reported today by the Pennsylvania Crop Reporting Service.

Based on the results of a May 1 survey new plantings were 26 per cent less than in 1963 and only 59 per cent of the five year (1959-63) average.

A total of 4,417,000 trees were planted this year as compared to 5,934,000 planted in 1963 and the five-year average of 7,483,000.

Scotch pine plantings totaled 2,119,000, an 18 per cent decline from 1963. Other pines planted amounted to 2,530,000 trees—47 per cent less than 1963. Fir plantings totaled 845,000 trees—down 33 per cent from last year. Spruce plantings totaled 1,200,000—down 26 per cent.

This is the sixth consecutive year for reduced plantings of Scotch pine and other pines.

Survival rates of young trees planted in 1962 and 1963 were considerably lower than normal. Due to prolonged droughts during the summer months of 1962 and 1963, together with heavy snowfall and extremely cold winters, young plants entered dormancy in a weakened condition.

## Breeders Sign 161 Sheep To State Sale

HARRISBURG — Forty-three breeders from nine states, including 30 from Pennsylvania have consigned 161 sheep of seven major breeds for the 16th Stud Ram and Bred Ewe Show and Sale July 11 in the State Farm Show Building Harrisburg.

Milton K Morgan sale manager, said the list will include 8 rams 15 ewes 34 yearling rams 47 yearling ewes, 23 ram lambs and 34 ewe lambs. Breeds represented are Cheviot, Comedale, Dorset, Hampshire, Shropshire, Southdown and Suffolk.

Open to breeders in all states the show, at 8 a.m. and sale starting at 1 p.m., are sponsored by the Pennsylvania Sheep and Wool Growers Association. Walter Newton, Jr., New Albany president, and Stan Gates Lafayette Hill, secretary.

The only Lancaster County consigner was Mrs. Milton K Morgan, New Holland Pike.

Other states in the show and sale are Virginia, West Virginia, Maryland, Delaware, New Jersey, Vermont, Ohio and Iowa.

## 4-H Members To Demonstrate

The Penn Manor Clashing Thimbles met on July 1 at the Penn Manor Junior High School for a combined work and business meeting.

Connie Stehman and Linda Porter will enter a demonstration on nutrition at Demonstration Day July 6 at the Penn Manor High School.

Their next meeting will be held July 15 at 9 a.m. at the Penn Manor Junior High School.

Attend Church on Sunday

Buy or sell with a classified ad!

# EFFICIENCY

## MUST YOU BE BIGGER TO BE MORE EFFICIENT?

Not necessarily so. Efficient means to produce more of a quality product with less time, money and labor per unit. EFFICIENCY is measured by comparing Production with costs — more of a product — at less costs. Breeders, Nutritionists and allied industry all help,

But,  
The best bird  
on the Best Feed  
in the Best House  
will not be efficient if poorly managed. The moral:  
Prevent Waste,  
Money Waste,  
Feed Waste,  
Labor Waste,  
Mortality Waste, and  
Thinking Waste.

## FEED WASTE!

Feed is your greatest cost. Do not allow feed to be wasted by careless . . . Help,

Birds,  
Feeders poorly adjusted or too full,  
The rats,  
Sparrows,  
Insects,  
Molds.

Feed makes a poor litter.

## MONEY WASTE!

Decide what you need, then shop carefully.

Three questions:

1. What will this expenditure do to cut production costs and increase output. What do you do with labor and time saved?
2. How good is the product and will it hold up.
3. What about price; is it a good buy?

## LABOR WASTE!

Five steps saved a day equal one mile per year. In large families this may not be a problem. If you have hired help, look at work output per dollar spent for labor.

Will a machine do better? Can you look after a machine better than a hired man?

Would a change in farm help do the job better?

Time has value to the producer. Consider time into cost.

## MORTALITY WASTE!

A poor disease prevention program is expensive. Do you get to the lab in time to prevent losing some \$2.00 pullets? Do not over-medicate — get a good diagnosis first.

Successful producers tie decisions to cost. It does not pay to spend \$14.00 for drugs if it will bring you \$7.00 by increased production. Over-investment in birds, feed, equipment or anything else is money lost.

In decisions making, the first step —

A List of true costs

next

Consider net returns.

## THINKING WASTE!

Good managers think for themselves. Others cannot make all of your decisions. You may not know how to formulate a complete ration or produce a genetically superior bird. BUT, you can keep track of how different birds do on different rations under different housing and market conditions. You can analyze published records. Get the complete story, not just half of it.

Good managers seek information as if it were money because decisions made from this information may

Cost Money

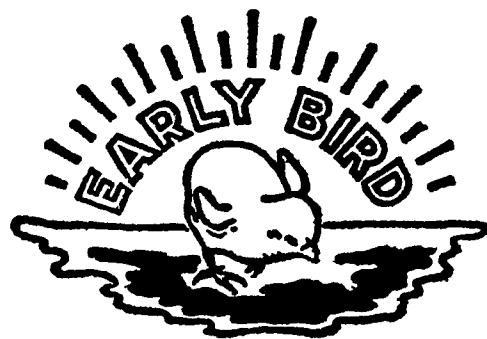
or

Return Profits

depending on whether the decision was good or bad.

Condensed from Hen Cackles, 1963. Published by Penn State University and The Agricultural Extension Service

Miller & Bushong will gladly help you with information, facts or figures in the planning, managing or programming of your poultry enterprise, just call Lancaster, 392-2145.



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