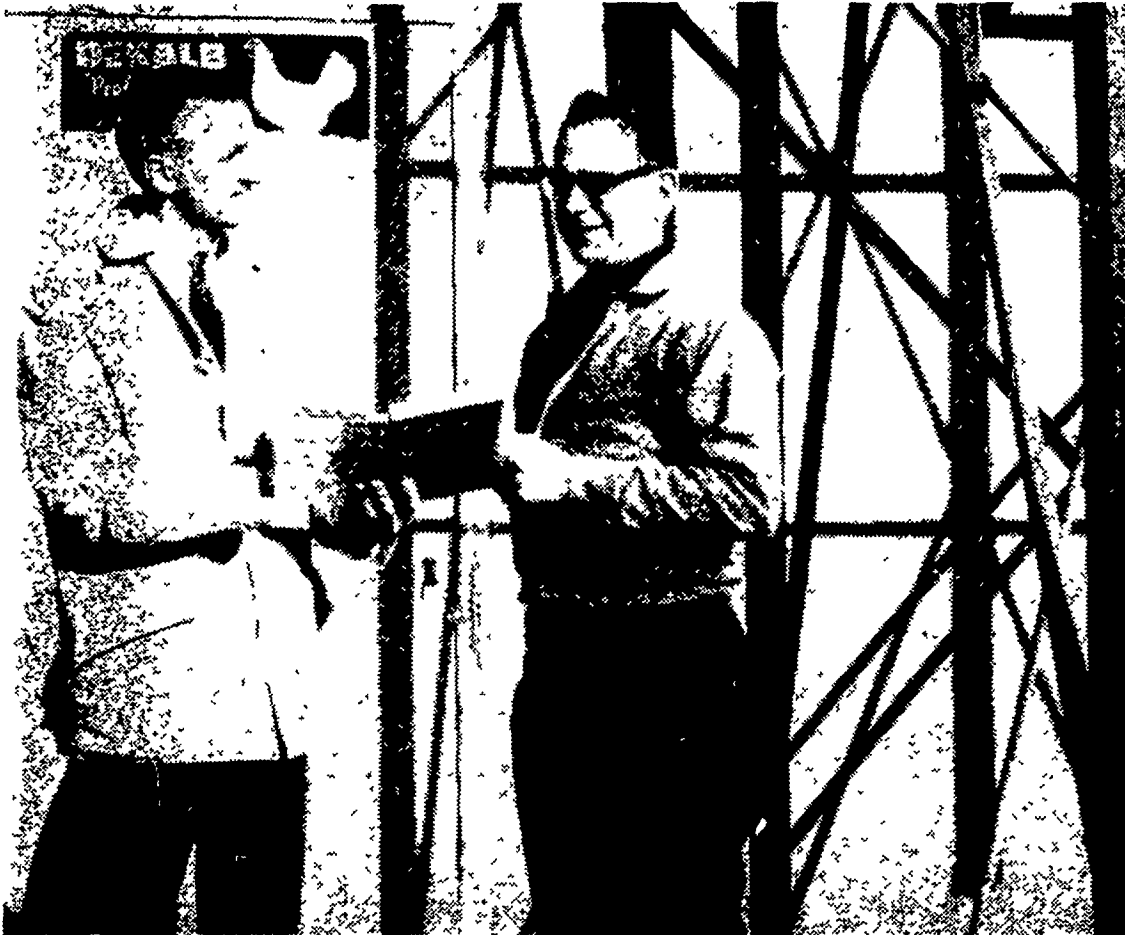


Lancaster Farming

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PULLET FLOCK SERVICEMAN, "BILL" MARKEY CHECKS A FEW MANAGEMENT POINTS WITH Richard Sauder, R. D. 1, New Holland, pullet raiser for the DeKalb firm. Sauder grows out 31,000 pullets under contract, and is one of the 22 flocks supervised by Markey in the Lancaster-York area. L. F. Photo

Hatchery's Controlled Started Pullet Program Serves Large Producers

The trend in our area is toward large, specialized egg "factories." Most of these operations are not set up for raising their own replacement birds. This, in turn causes large scale pullet raising to become a specialized practice. Most of the new laying buildings that have been erected in the past few years have been of the controlled-environment type. The egg producers demand that their pullets be grown in the same type of housing.

The same environment? We asked one of the area hatcheries (DeKalb York Hatchery) about some of the problems and procedures of growing pullets in large quantities in controlled environment houses. They invited us to travel with their Serviceman and see for ourselves. So we did. Here's the way one company does it, and the reasons for their apparent success.

Where does a producer go to get 15-20,000 started pullets the same age and grown in

The DeKalb Serviceman for the Lancaster-York area is Belvin L. (Bill) Markey, Halam R2. Bill supervises the rearing of 275,000 pullets from day-old until they are sold. The birds are spread over 22 separate flocks; 21 of these are in the Lancaster-York area. The flocks range in size from about 6,500 to 33,000 birds. He tries to visit each flock once a week. His job is to check on management practices and on bird health. He handles any of the grower's questions that have arisen since his last visit, checks the general appearance of the birds, and leaves the grower written and verbal instructions for the coming week.

Import Of Hay May Bring Leaf Beetle Into Pa.

In a new move to prevent possible spread of cereal leaf beetle into Pennsylvania, the State Agriculture Department is urging farmers to take special precautions in purchasing hay and straw from Ohio, Indiana and Michigan.

Markey had some interesting observations in response

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Local Feed Firm Sponsors Clinic For Poultrymen From 4-State Area

About 100 interested people from Pennsylvania, Maryland, Delaware and New Jersey attended the poultry clinic sponsored by John W. Eshelman & Sons last Thursday at the Landis Valley Motel. These included commercial poultrymen, sales personnel, and others interested in the future of the egg business in the Northeast.

James F. Geary, sales manager for Eshelman, was the master of ceremonies. The group heard talks on buildings, equipment, financing and economics by commercial representatives in these fields. The speakers were, in the order of their appearance: Phil Hasinger, Eshelman Customer Relations; Gil Eddy, Keenco Poultry Equipment; Herbert Robison, H. M. Stauffer, Inc.; Peter W. Connelly, General Electric Credit Corp.

The most controversial subject covered was Connelly's presentation of lease-financing. He told the group that there are three distinct advantages to a leasing arrangement com-

pared to buying outright:
1—It keeps a poultryman's line of bank credit open for current operating, or seasonal financial requirements
2—It allows immediate expansion of facilities.
3—Rentals can be tax deductible items (He advised that anyone interested in this aspect of leasing consult his lawyer or accountant, and not take the advise of any salesman)

Connelly said his company is interested in straight financing also, but that he would center his talk on leasing. He said the company did a \$20 million business in leasing this year, and expects to increase that to \$50 million next year. That, he said, represents the trend in leasing of all kinds.

Their poultry leasing program, Connelly said, is for buildings, equipment, and related materials. It is for a specified term, and at the end of the leasing period the lessee has two options: he may buy the buildings and equipment for 5 per cent of the total rental (original purchase price plus rental charge); he may renew the lease one year at a time for 2 per cent of the total rental.

In response to an outburst of questions, Connelly gave the following example. Assuming an original cost of building and equipment of \$40,000; a term of leasing at five years; an annual interest rate of 5

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Final Yield Figures On Corn Demonstration Show 141.4 bu. Top

Final figures for the corn demonstration conducted by the Lancaster County Extension Service this year on the Jay C. Garber farm near New Danville have been tallied by Penn State University.

A top yield of 141.4 bushels per acre was recorded. The Farm Bureau hybrid 876X was the top producer. The average yield for the 38 full season hybrids tested was 110.1 bushels. All yields were corrected to 15.5 percent moisture.

Moisture content of all the

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Farmers Ass'n Launches New Member Drive

Following a meeting of officers and committee chairmen Tuesday evening, the Lancaster County Farmers Association announced they would make a drive for new membership for the coming year.

The organization, presently numbering about 720 members in the county, set a goal of 820 for 1965. They hope to do this by personally contacting non-members, and recruiting at least one or two of these in each township. The membership committee will attend a kick-off banquet at Witmer Fire Hall on the 4th of January. Co-chairmen for that committee are Leroy Pfautz and Noah Wenger.

Annual dues for the Asso-

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Weather Forecast

Temperatures for the five-day period, Saturday through Wednesday, are expected to average below normal. Normal for the period would be a high of 39 and a low of 24 degrees.

Snow flurries will occur Monday and Tuesday, but accumulation is expected to total only 1/4-inch or less.

Bull To Speak At SCD Annual Meeting Mar. 9th

The Lancaster County Soil and Water Conservation District Directors announced at their regular monthly meeting this week that Pennsylvania Secretary of Agriculture, Leland H. Bull, will be the featured speaker at the District's annual meeting planned for March 9, 1965. The banquet meeting will be held at the Solanco High School in Quarryville.

The Directors approved the applications for enrollment of 14 new cooperators. These,

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Christmas Joy

May your home and your heart be richly filled with all of the joys of Christmas!

From The Staff Of
Lancaster Farming