

● **Local Feed**

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per cent add-on; then, 5 per cent of \$40,000 is \$2,000, this times 5 years gives a total rental fee of \$10,000. That plus the original cost equals \$50,000, and represents the total rental figure. If the poultryman wishes to buy the assets at the end of the 5-year term it will cost him 5 per cent of \$50,000, or \$2,500. If he wishes to renew the lease, it will cost him 2 per cent of \$50,000, or \$1,000 a year.

In a straight rental proposition the above lease would cost the lessee \$833 per month. Connelly emphasized that each deal was made to suit the individual case. For some, interest may run as low as 7½ per cent simple, for others who represent greater financial risks, the rate would be set accordingly. For a straight financing proposition, Connelly said, the down-payment was 20 per cent. For leasing, it was necessary to pay 5 months advance rent.

Hassinger showed figures breaking down the investment needed for several types of farming to make a net return of \$3,500 per year. These were recent statistics compiled by the University of Maryland, and they showed that poultry held a greater potential for profit than any other form of farm enterprise.

"The Northeast is a deficit egg area," Hassinger said. "We produce only about 40 per cent of the eggs we consume." Without considering any increase in per capita egg consumption, the Eshelman representative said, we will need 25 million more layers by 1970 just to keep up with the increasing population demands. He showed by further figures that the returns to poultrymen in the foreseeable future should be very satisfactory.

The next speaker, Gil Eddy of Keenco equipment Co., asked the poultrymen present whether they "kept" chickens or the chickens kept them. He suggested that the latter should be the case, and with the proper operation it could be. He quoted figures from the University of Maine showing that a flock of 6,000 layers was the smallest practical economic unit possible today. He said that a one-man operation today should be 10-15,000 birds if non-automated, and 15-25,000 if fully automated. Eddy suggested that investment per bird need not exceed \$5, including building, equipment, and bird costs.

He showed slides of various farms where Keenco equipment was being used, and described the varieties of egg factories that are being put up all over the country.

Eddy reminded the group that a windowless house with a few fans stuck into it does not constitute a so-called environment-controlled house. To gain any practical control over the environment requires the proper engineering of fans, building, insulation and ventilation. He defined ventilation as "the correct flow of air in, through, and out of the building." He compared good ventilation to breathing. When the building gets cold, the fans slow down their breathing rate to retain the bird body heat and raise the building temperature, when the building is too hot the fans breathe faster, trying to replace the unwanted hot air with that of the cooler outside air.

Herbert Robison, building specialist with H. M. Stauffer Co., discussed his company's pole type housing, and explained why they thought it was the best available. Their poles extend beyond the trusses, he said, and the latter are secured to the poles. For wind construction it would be necessary to pick up the whole build-

ing intact, Robison said. The 4 by 6 inch poles they use are pressure treated with preservative, and should, theoretically, last a lifetime.

He gave some examples of costs involved in building a "Stauffer" house. For 12,000 birds, 2 to an 8-inch cage, about \$1.66 per bird would cover the building costs. This did not include grading, or bringing in water and electricity, which are the responsibility

of the buyer.

Robison said his company could supply fans, cages, (including feeders and waterers), egg cooler, feed cart (gasoline powered), powered pit cleaner and cross conveyor for an additional \$15,129, making a total cost per bird of \$2.89. This figure could be reduced to about \$2.72 per bird on a

15,000-bird unit. He cited examples of houses that Stauffer had put up in the area.

The speakers formed a panel and entertained questions from the floor at the conclusion of the program. Dr. Floyd Hicks, Poultry Specialist from Penn State University, was called upon for answers to several technical ques-

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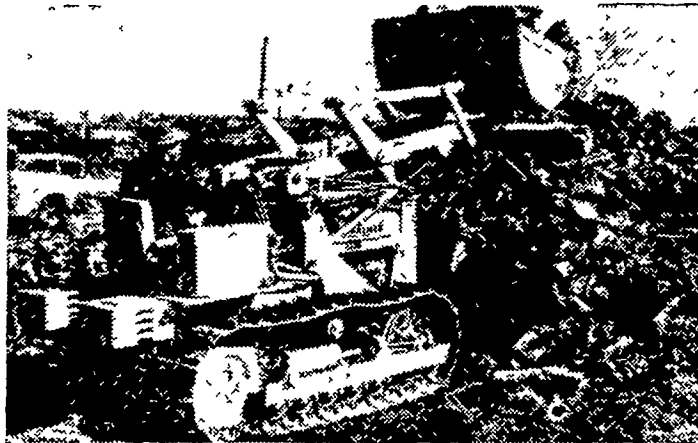
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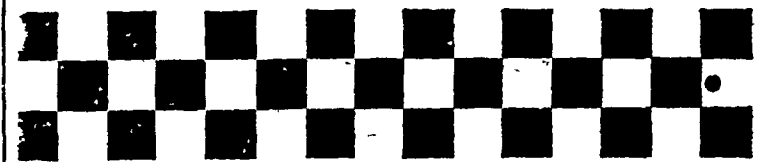
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