

MARKET EGG PRODUCERS

EFFICIENCY PAYS

DO YOU KNOW THAT:

- A 12½% improvement in feed required per dozen eggs equals a saving of approximately \$350.00 per 1000 hens.
- That our Early Bird All Mash Laying Feeds will definitely produce BETTER SHELL QUALITY over the laying year?
- That each ½% improvement in breakage can improve your income by \$36.00 per 1,000 hens housed?
- A price improvement thru BETTER GRADE of ½ cent per dozen amounts to approximately \$100.00 per 1,000 hens housed?
- If your feeding programs gives you 1% better hen house liveability and ½ dozen more eggs per hen housed, it can mean as much as \$175.00 extra return per 1000 hens?
- That GOOD records pay big dividends? Without accurate records you CAN NOT fairly judge the value of your program?
- That it's not the START, it's the FINISH that counts.

May We Help You Do A Better Job?

**EARLY BIRD FEEDS and
GOOD MANAGEMENT**
A Winning Combination
For Any Poultryman

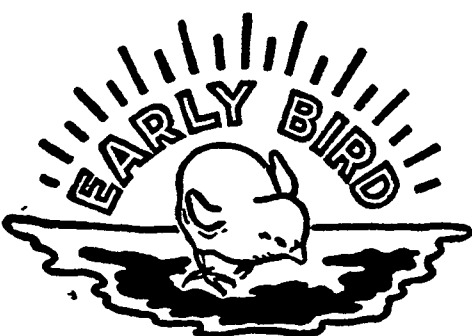
Contact your Miller and Bushong
Service Representative or call us
at Lancaster 392-2145
(Area Code 717)



FINEST SERVICE ANYWHERE

Miller
&
Bushong, Inc.

Rohrerstown, Pa.
Ph. Lancaster 392-2145
(Area Code 717)



Manufacturers of Poultry and Livestock Feed Since 1875



ANOTHER FALL-WINTER chore is getting celery out of the trenches and ready for market. More than half of the plant is trimmed and discarded. Amos says the most common question asked is "Isn't there something you can use all that material for?" The answer apparently is "No".
L. F. Photo

● Amos Funk

(Continued from Page 6)
acres, nearly all of which is under irrigation. Some of the water for irrigating is drawn from the Conestoga Creek, and some from the Pequea Creek.

If the Funk operation seems like a busy place in the winter, it must be a beehive at the height of the cropping season. Amos brings in 15 Puerto Ricans each year. A few come in February and the rest in May; they leave in November to be home for the coffee harvest. He said that about 60 percent of the same ones return from year to year. He is building a house for them for next year, hoping to attract the best people to work for him. Amos said he is well satisfied with their work, and even though he has to send them tickets in advance for their passage he has never lost any money on them. Andy supervises the activities of these migratory workers while they are on the farm.

The Funks have been expanding rapidly in recent years. They put up a modern market stand in 1963 with the idea of selling more of their produce right at the farm. Amos said it "was one of the best things we've ever done." Twenty-five to thirty percent of all the farm production is now sold at the farm. Fred, the youngest Funk son, manages the roadside market, among his other responsibilities.

But the family is still looking for better ways of operating the farm. Although they keep accurate cost records on all productive enterprises, it is nearly impossible with an operation of that size and nature to be sure which crops are making money and which are not. The farm has been enrolled on the Penn State linear programming plan and a detailed analysis of all factors will soon be made. This may bring about considerable changes in the types of crops they will raise, and the procedures they now follow.

Amos Funk has long been active in conservation work, in addition to that which he practices on the farm. He has been president of the Lancaster County Soil & Water Conservation District for thirteen of the fourteen years he has been on the board. He is also active at the state level, and is a past president of that conservation board. Recently he was named to a second term by Governor Scranton on the state S&W Conservation Commission, an agency which supervises the activities of the local districts. In addition to these duties, he is a member of the Governor's Committee on Agriculture, an advisory group which is helping to represent agriculture at top levels in a changing Pennsylvania economy.

The Funk operation is an excellent example of what a
Continued on Page 9



SURROUNDED BY a carpet of green leaf lettuce, Andy Funk holds up one market-ready plant for the camera's inspection. Lettuce is one of the greenhouse crops grown at Funk's to get some out-of-season, productive activity.
L. F. Photo