

Livestock Byproducts Hold Untapped Profits

Livestock and poultry farmers could turn a waste byproduct of their industry from liability to asset by producing top soil for the commercial market, a U. S. Department of Agriculture scientist points out.

Harry J. Eby, agricultural engineer in USDA's Agricultural Research Service, says animal manure could produce quality top soil that is rich in organic matter. Such soil would find a ready market among nurserymen, landscape architects, greenhouse operators, and homeowners.

If a farmer did not wish to sell the soil, Eby adds, he could use it to grow sod. The sod could be cut at frequent intervals and sold to municipalities for use in beautification pro-

grams, to homeowners for establishing lawns or improving existing ones, or to contractors for beautifying apartment, office building, or housing development grounds.

Over two billion tons of animal and poultry manure is produced annually in the United States. Disposing of this material is a big problem, particularly for farmers who raise beef cattle, hogs, and poultry in confinement. Using the material to produce quality top soil for the commercial market could be a profitable solution to the disposal problem, Eby said in a recent report.

A farmer would need sufficient acreage (even poor soil would suffice), large quantities of manure, and equipment to plow the material into the soil. The soil would also have to be disked at frequent intervals to promote thorough mixing and

EGG PRODUCTION STEADY

HARRISBURG — Two hundred and seventy-six million eggs were produced in Pennsylvania during May, according to the State Crop Reporting Service. The production is about the same as that for May 1966.

decomposition and to eliminate weed seeds, he said.

How much manure should be plowed into each acre of soil, he said, would depend upon the type of soil and the percentage of organic content desired. Eby also pointed out that the soil should be marketed as an enriched soil, not as a fertilizer. If marketed as a fertilizer, a label showing the breakdown of plant nutrients in the soil would be required, thereby boosting production costs

Merchandising Eggs May Increase Sales And Not Profits, Birth Says

Kermit Birth, extension poultry marketing specialist at Penn State University told poultrymen at last week's annual meeting of state Poultry Federation members that merchandising their products wasn't the whole answer.

"While merchandising can increase sales," the economist noted, "profits may not accrue to the industry if quantity produced exceeds that which can be sold at profitable prices." He said that production coordinated to market needs must accompany merchandising.

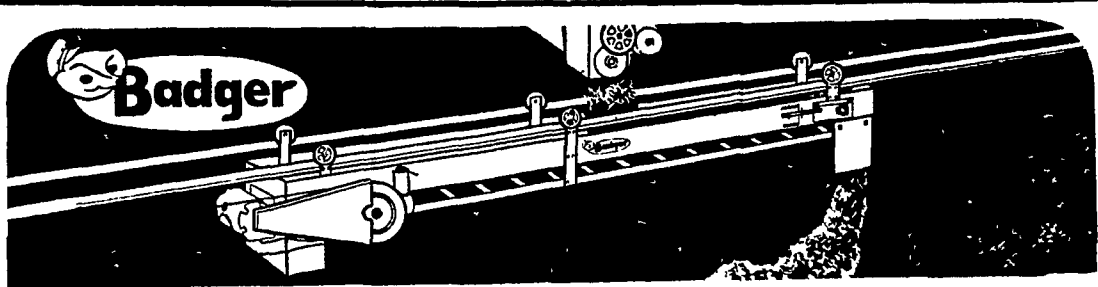
Many producer-distributors have been employing brand identity rather than commodity merchandising, Birth pointed out. This has enabled producer-distributors to carry out effective marketing programs and

to coordinate supply to their market needs.

He emphasized that a uniform high quality product is essential in developing a successful brand identity. All too often, quality problems can be limiting factors in developing a good brand image. And he emphasized the role of packaging in developing a merchandising program. The package must also provide adequate product protection, he added.

MAY MILK WAY OFF

HARRISBURG—Milk production in Pennsylvania during May amounted to 317 million quarts, according to the State Crop Reporting Service. This is 32 million fewer quarts than produced in May 1966.



NEW! Self-Propelled Bunk Feeder!

First big new bunk feeding idea since the auger!

The new Badger Self-Propelled delivers any quantity of any feed evenly over the whole length of your bunk. It doubles delivery capacity, speeds feeding.

Initial cost is low. Feeding action of double chain-and-flight unit is dependable. Geared down speed means virtually no wear.

Don't install any bunk feeder until you've seen this new Badger Self-Propelled.

- Needs only 1/10 the power used by most bunk feeders.
- Really safe. All moving parts are high above bunk, out of reach of cattle.
- Completely eliminates feed separation. No chance for fine or heavy particles to separate.
- Installation is easy.
- Handles any material. Silage, grain, haylage, green chop, chopped hay.
- Inside or outside. Stanchion or other barn, as well as on outside bunks.

R. M. Brubaker & Son
Salunga

Isaac W. Hurst
Blue Ball

Grumelli Farm Service
Quarryville

Arthur C. Heisey
Jonestown, Pa.

E. M. HERR EQUIPMENT, INC.

"Pioneers of Layer Cages"



A practical way to convert an old building to cages.

Poultry Equipment is our Business — Cages is our Specialty. Also, we sell, install and service — Hart Cup Watering Systems, Brock Feed Bins, Complete Bramco-Oakes Poultry and Hog Equipment and all types of ventilation.

R. D. #1, WILLOW STREET, PA.

PH. 464-3321



Free Prospectus Booklet

gives you the facts on

CHANNING GROWTH FUND

A fully managed mutual fund whose goal is the possible growth of its shareowner's capital. Shares may be purchased under the voluntary Open Account Plan with an initial investment of \$100 and subsequent investments of \$25 or more. Mail this ad for a free Prospectus-Booklet.

Wm. H. Wilson
Channing Co., Inc.
Affiliated with Federal Life and Casualty Co.
124 College Avenue
Lancaster, Pa. 17603
Ph. 717-392-4181

Name

Address

Do You Want

More Alfalfa Hay ?

If your answer is YES
broadcast 300 lbs. of

Ortho Unipel
10 - 20 - 20

just following
harvesting of
first crop.

Available in
bags or bulk



For easier and better fertilization, use our bulk bins and spreader or give us a call for our spreader service.

Phone 397-3539

P. L. ROHRER & BRO., INC.

Smoketown, Pa.

Phone 397-3539