

Help Us Serve You

Don't assume we know about your farm organization's meeting. To get your meeting on our Farm Calendar, it's safer to assume we don't know.

Remind us by calling 394-3047 or 626-2191 or by writing to Lancaster Farming, 22 E. Main St., Lititz, Pa. 17543. You'll be helping us to serve you better.

P.S. — If you're not sure you told us already, we don't mind hearing from you again.

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FEED LETTER

Cargill's new controlled release liquid supplement is new here, but not new everywhere. Let's eaves drop together on what some users say about it.

"We observed an increase in milk production of 250 to 300 pounds per day on our 80 cow herd with a daily consumption of 2½ pounds of CLS per cow." "we will have at least one 30,000 pound cow, complete lactation. Consumption of CLS-32 has never been over two pounds per head per day." "My herd jumped 10 pounds of milk per cow after switching to a ration of CLS and livestock mineral. The cows receive a 12 per cent protein mix in the parlor and have access to the tank at all times." "I have been feeding CLS-32 to my 44 head of Holsteins for three months. Before that I was feeding roasted beans and Ground Corn. Now I am feeding Ground corn and CLS-32 in the lick tank. Production has stayed about the same, but the cost has been cut in half." "We have been mixing CLS-32 in our grinder-mixer since last October. Since we started with CLS our test has stayed at 3.75 to 3.90.

Names and addresses available on request.

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Consumers Warned Against 'Bait & Switch' Tactics

Consumers can save considerable sums of money when making purchases if they refuse to be victimized by one of the most widely practiced consumer frauds — "bait and switch," according to Joel Weisberg, Director of the State Bureau of Consumer Protection.

He explained, "A store will advertise an item at an extremely low price. When a consumer goes to the store and asks to see the item, the salesman actively discourages the purchase and attempts to sell so-called 'higher quality' products at substantially increased prices."

Weisberg urged consumers to avoid "bait and switch" tactics after the Bureau took legal action May 1 against a Harrisburg rug company which advertised carpeting for \$2.89 to \$4.89 a square yard. The Bureau charged that the company had been 100 percent effective in discouraging consumers from buying any of the advertised carpets. During a two-month period, the lowest priced carpet sold to any consumer was a \$5.95 per square yard carpet, according to the Bureau.

In a similar case, a Western Pennsylvania company, Gold Bond Industries of Springdale,

was fined \$15,000 on April 27 by the Allegheny-County Common Pleas Court for engaging in bait and switch advertising in the sale of swimming pools in violation of a court injunction.

Judge Marion K. Finkelhor said in the Court Opinion that the company's advertisement of a pool at \$689 "served as a 'come-on' to enable defendants to sell the more expensive pool at \$1,000 to \$2,000 above the wholesale price."

In another case, the salesman strongly emphasizes the undesirable features of the advertised item, informing consumers that "It will fall apart as soon as you get it home," or "This model isn't made anymore and we can't service it;" or "A person as intelligent looking as you certainly would rather pick this other sewing machine, carpet, couch, etc."

"Protection against bait and switch requires constant consumer awareness," Weisberg said "Whenever a salesman refuses to sell you an advertised item or strongly disparages it, do not shop in that store. If you check in other stores for the item the salesman tried to sell you, you will often find you can buy it for less elsewhere."

Weisberg described several types of "bait and switch" schemes, all of which are illegal. In the most extreme case, the store does not even have any of the items it advertises as "bait." The consumer is told that the store "just sold out."

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PSU Reports Growing Degree Days, Rainfall

A report from Penn State of weekly crop and weather roundups with a report on weather conditions for the week ending May 7.

In Lancaster, the average temperature for the week was 55 degrees, -3 degrees under the normal average for the time of year.

Growing degree days for crops that start at 50-degrees totaled 181 degrees, or 55 more than in an average year.

Rainfall for the week totaled .35 inches; rainfall for the season totaled 6.09 inches, or 1.65 inches more than normal.

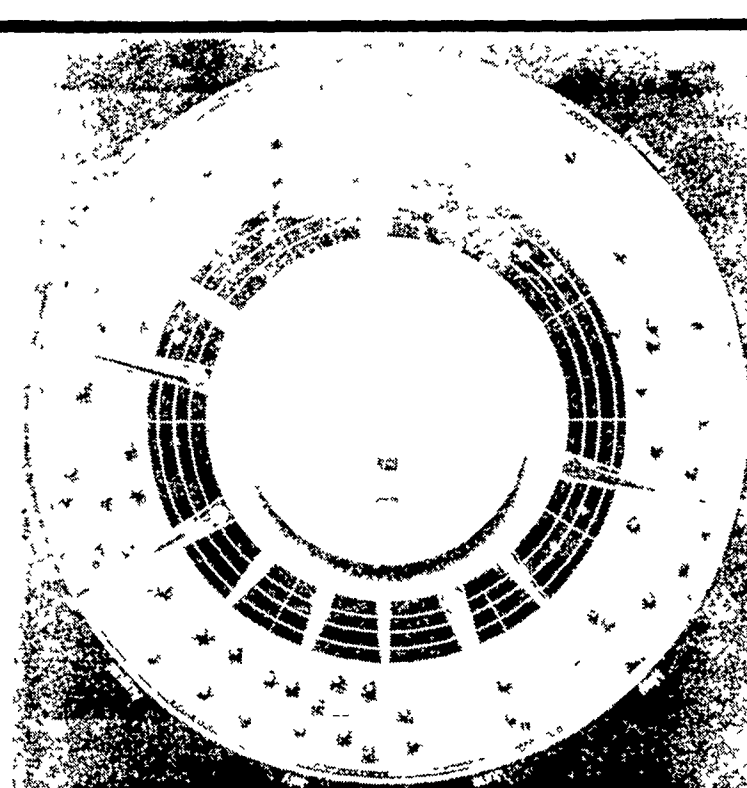
Litter Bags Offered

Official litter bags with the Keep America Beautiful symbol are being offered which can be imprinted with the name and address of a sponsoring group.

An illustrated brochure, detailing sizes, costs and other features is available from Keep America Beautiful, 99 Park Avenue, New York, N.Y. 10016.

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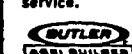
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