

Tips Given By Lake County Expert On Seeding Outlook Builders Say Psychology Aids Sales

By ORIS RUDD

LAKEVIEW — Recent moisture has brightened the seeding outlook for those farmers who have soil bank land to seed this spring. We have visited with many of the fellows who are planning to seed this spring and find that most of them, while they are concerned about the moisture situation, are planning to go ahead and seed.

I am a little bit concerned about seeding in to grain stubble, principally because of the competition from volunteer grain and from the weed competition. Particularly this concerns me some in view of our moisture situation at the present time. Seed bed preparation on dry land is of prime importance in establishing a good stand. Grasses and legumes being small seeds

find it difficult to survive unless proper conditions have been prepared for their survival.

In talking with Don Hotchkiss who has had some very good experiences in seeding dry land areas, Don tells me that he tries to roll his ground at least three times in the process of getting the seed into the ground. This makes a firm seed bed to seed on and firms the soil in around the seed. And while Don said he has been quite lucky in getting good stands, his luck can be traced right back to the preparations which he has made prior to seeding.

Con O'Keeffe on the Westside had good experiences last year, he had an excellent seed bed prepared and he did get the breaks as far as rain was concerned last

year to get started and has an excellent stand established. I visit off and on with fellows who want to broadcast seed and harrow it down. This, in my opinion, is a poor way of seeding small seeds since so many of the seeds broadcast do not get properly covered with the soil packed around them. Experience tends to bear out that there is only one good way to seed small seeds and that appears to be by preparing a firm seed bed and then properly drilling the seed in and covering the seed after the drill.

This involves a little more time, a little more expense but will certainly pay off in getting a better stand and will lessen the possibilities of having to re-do the seeding job. This is important to

soil bank people because soil bank contract stipulates that an acceptable stand must be gotten before the soil bank payment will be forthcoming. The old adage about an ounce of prevention and a stitch in time can be applied to seeding. Proper preparation will often mean the difference between getting a stand and not getting a stand.

And while you may save some time by seeding into a firm seed bed in stubble the competition from weeds and volunteer grain may mean the difference in getting a stand and you may have to then go ahead and make the proper seeding preparations and purchase additional seed, so it would appear that it is best to do it right in the beginning. As far as varieties are concerned, for Goose Lake Valley generally we're recommending that pubescent wheat is probably the best grass on most of the soil bank land.

We're also recommending that a pound of alfalfa or sweet clover be added in with the pubescent wheat. This sets up a complementary relationship between the grass alfalfa in that the alfalfa provides some nitrogen during the early years of the grass growth and helps to boost the grass along.

The soil bank conservation reserve handbook contains a list of recommended grasses and also a general range for seeding rate of the various grasses. Generally we think that five pounds of pubescent wheat is sufficient and that five pounds of crested wheat per acre is also sufficient. A pound or two of alfalfa is probably about right. To many of the farmers who have not had experience seeding grasses, the calibration of the drill begins to be somewhat of a problem and it will take some trials around the field weighing in a little seed, measuring some acres in order to calibrate it properly.

The County A.S.C. Committee has asked that a seeding recommendation be secured in writing from the county agent and the basis for payment for the seeding program will be the seeding recommendation sent in by the county agent to the A.S.C. office.

If the amount of seed actually seeded exceeds the seeding recommendation then the committee will probably only pay for the maximum of the recommendations so it will be important to ranchers to be sure their drills are well calibrated prior to seeding. Information on calibration of drills is available at the county agent's office and we will be glad to discuss this with anyone who is contemplating seeding grass this year.

As a general rule, using a six inch spacing drill and pubescent wheatgrass to get five pounds per acre applied you should have about six seeds per foot or about one seed about every two inches. This can be checked by running the drill over a hard surface or over a piece of canvas. With crested wheat you should see about 10 seeds per foot at the five pound seeding rate for a six inch drill. For a seven inch drill using crested wheat you should see about one seed per inch or 12 seeds per foot, with pubescent wheat you should get about seven seeds per foot in order to apply about five pounds per acre with a seven inch space.

Alfalfa and sweetclover, four or five seeds per foot will keep you under the two pound rate per acre and this is about right. The most satisfactory way to seed alfalfa through a small cedar box in front of the main box and seed the grass through the main drill box.

If the small seeder box is not available or cannot be shut down enough to keep the alfalfa within the limits you want then it is possible to mix the alfalfa and grass at the proper proportions taking care not to mix too much at a time and seed it all through the same way.

Alternate row seedings may have some advantages but probably for conservation reserve conditions seeding grass - alfalfa together in a solid stand will be the most satisfactory. We will be happy at any time to assist with drill calibration or other seeding problems which may arise in connection with getting conservation reserve land seeded.

Builders Say Psychology Aids Sales

DALLAS (UPI) — Dave Fox and Ike Jacobs have sold 15 million dollars worth of new homes in Dallas this year by learning the psychology of the home buyer — and putting it to use.

Fox and Jacobs salesmen, for instance, never tell a housewife that a built-in dishwasher, clothes dryer and washing machine will give her more time for b.idge.

"You have to handle it more delicately," Fox said. "If you tell her the built-ins will give her more time for bridge, it will kill a sale right away."

"She already feels guilty about not spending as much time with her kids as her mother did with her."

Fox and Jacobs went into business eleven years ago, but things were slow until they began researching the reasons people buy homes and why they buy particular homes. That was two years ago.

Since then, they haven't been able to keep up with the demand. They sold 500 homes for eight million dollars in three weeks this fall.

"We always have an 'X-ray house' — a cutaway of walls, roofs and bathroom. If we have it, people will walk right by it. But if it isn't there, they always worry about it," Jacobs said.

The builders have found a trend toward contemporary homes and a desire for more built-in features, like bedroom desks and appliances. They think the time even may come when people will want to buy a home completely furnished.

"Home buyers also want privacy, not only from their neighbors, but also from each other," according to Fox. "They won't admit it, but they want privacy from their kids."

"Houses designed for privacy give them the feeling of having a larger living area. If you back up patios together on neighboring houses, it gives the owners a continual sense of eating together. It won't work at all."

Fox and Jacobs are already going a long way toward the completely furnished theme. Every house they sell — and they range from \$13,950 to \$30,000 in price — is air conditioned, completely carpeted, and has built-in closets, stove, oven, dishwasher and garbage disposer.

Jacobs said the major market in the next few years is going to be in the \$8,000-\$12,000 class. He said the babies of World War II will provide it.

Electronic Restaurant Due Soon

CLEVELAND, Ohio (UPI) — Pretty soon you may be able to enter a restaurant where there's no waitress to flirt with or waiter to yell at. In fact, you'll be darn lonely if you don't bring your own best gal or beau.

Designers for Industry, Inc., here have developed an all-electronic restaurant which hasn't a waiter, chef, cook or dishwasher in the place.

Gilbert Hunt, director of industrial design for the company, said diners will sit at a semi-circular table and order their meals, simply by pushing a button. Anything from a cup of coffee to a five-course meal will appear out of the wall.

For single diners, the table, complete with food, dishes, silverware and all, will pop up with a push of the thumb.

"About the only person in the restaurant will be the cashier," said Hunt. "And the setup can be arranged so that customers can pay electronically by credit card."

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"I used Telone in bad Nematode ground and got 95% or more control. I also got 75% control on Quack Grass. I think ground should be sealed good with harrow immediately behind rig."

Signed: J.W. White

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"After using Telone—I had good nematode control in 1958 if properly applied I believe Telone will do very good job, in any type soil. Will treat approximately 30 acres this year."

Signed: Troy Qualls

Merrill Area

"I used Telone during the 1958 growing season. It is a highly refined product giving no trouble in application. The ground I used this material was highly infested with nematode several years ago. I have used Dowfume for many years and believe I have the population down considerably over the years. Under these conditions I obtained good control with Telone last season."

Signed: Wally Thompson

Henley Area

"We have used Telone for nematode control with extra good results. Did much better job than anything we have used in past years. Will use Telone this year. We believe when properly applied you can expect results."

Signed: Leslie Unruh

Molin Area

"I used Telone in 1958. Had approximately 95% nematode control. In fact it did everything I expected."

Signed: Allan J. Prescott

Molin Area

"I have used Telone for two seasons, and have had very good Nematode control. Approximately 95% control. Will use again this year."

Signed: J.C. Hagerty

Molin Area

"I used Telone last year. Had approximately 99% Nematode control. Was well satisfied with results. Will use again this year. You may use my name as reference."

Signed: L.B. Schreiner

Molin Area

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