## NEW AND BETTER WAYS OF PACKING AND SHIPPING SEEDLINGS

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Most people like new things, want to try something new or different or easier and this is what makes us advance in our work. We utilize materials that in the past were considered waste and often find they do quite well. We modify our equipment and try new methods. Have we reached the point of thinking that if something is good today it will be obsolete tomorrow?

This game we are in as nurserymen is a matter of life and death. Maybe not for us, but for living things. We all realize that great care should be taken in seed selection, seedbed preparation, seeding, etc. We watch for and try to prevent or eliminate harmful diseases and insects. All of this is done so that after a year or two of watching, working and waiting we can produce and make available to our customers the best seedlings possible. We cannot be careless the rest of the way which includes the lifting, storage, packing and shipping. I do not hesitate to believe that a surprising large percentage of loss in survival can be directly related to improper handling in these categories.

In Nevada we are probably as far behind in our methods as a nursery can be, but we are definitely putting out stock that is resulting in high survival and believe me, in Nevada, that is something. Conditions under which various nurseries work, the size and species of stock they handle, the volume of dis tribution and the allowable budget present different problems. That is the reason we want to listen to these gentlemen and benefit by their experiences.

Each will have fifteen minutes to tell us all their troubles and problems after which we will have sufficient time to let others tell theirs. Without a doubt each of us here has a different idea based on the individual operation. We are all seeking the easiest, fastest and cheapest way, but do we forget to consider the best way as regards survival? We have to compromise.

Let us take the balance of the time to hear from each nursery represented. Please tell us your methods of operation, problems and recommendations; but do not take over two minutes of this discussion time.