

PACKING ADVANCES AND COSTS
R. Evans - New York

Since we met the last time there have been no startling developments in packing trees. The system used at the Lowville Tree Nursery is as follows:

Trees are dug, graded, counted, and tied in bunches of 50 trees. They are then brought into storage room, watered, and moved to bundling room.

We are still packing 500 trees in each jelly roll. Our packing material is last year's excelsior mulch. It has already served its original purpose as a winter mulch to prevent frost heaving on the 1-0 beds. It is raked off in the spring, piled, and used the following spring for packing. Due to exposure and raking, it ends up a brownish, peaty looking material. It seems to hold water fairly well, probably because of partial breakdown of the fibers. As a note of interest, our fellow nurseryman at Saratoga uses brand new excelsior waste, which looks like excelsior waste. They seem to receive the lion's share of the customer complaints. Both Bud and I agree that this is purely psychological; but nevertheless, it is bothersome.

A breakdown of spring packing costs based on 7300 M trees includes:

1. Packing Material - Excelsior by-product

There is no charge for this because it was bought originally for winter seedbed mulch. Most of this material is removed from beds in the spring and stock piled for use the following spring.

2. Waterproof paper 24" (23 M per roll at \$4.20 per roll)

Used 144 rolls \$604.80

Waterproof paper 18" (31 M per roll at \$3.15 per roll)

Used 94 rolls \$296.10

\$900.90

Cost of paper is \$0.125 per M

3.	Binder twine (at \$9.15 per bale)	Used 9 bales	\$ 82.35
	Cost \$0.015 per M.		
4.	Labor costs for packing and shipping		2,093.47
	Cost \$0.285 per M.		
5.	Total cost		3,076.72

Cost of packing and shipping from storage room to customer's truck is \$0.525 per M.