

● Outlook

(From page 5)

ishment of agricultural departments. Such departments could include the instruction of "Consumer Agriculture", vegetable gardening, landscaping the home grounds, care of lawns, household mechanics, etc

A greater percentage of Vocational Agriculture graduates will be going to Agricultural colleges.

More Young and Adult farmers will be requesting

additional training in Vocational Agriculture.

Farmers will be concentrating on increased efficiency and reduction of cost per unit of production with less emphasis on expanding their size of business.

Stanley Musselman, Director of Personnel and Community Relations for the Lancaster County National Bank

Those of us who are in the banking business are well aware that vast changes continue to take place in the business of farming. Many of these changes are reflected in the credit needs of our farm customers.

The 1962 farmer will not be successful simply because he is honest and a hard worker. He must gear his financing to keep pace with those fast-moving changes in his farming operation.

We are well aware that the advanced technology in farming requires larger investments for farm machinery, fertilizer, insecticides,

Lancaster County will continue to be in a healthy condition in 1962. Those farmers who think of their farming operation as a business, and plan their financial needs as they would for any of their farming enterprises will continue to receive the necessary financial support.

In planning for 1962, study your 1961 records carefully. With these records and your years of experience, estimate your financial needs for the entire year.

Farm credit is not a "one shot" proposition to be paid in six months—only to find at the end of six months the loan can not be repaid and other obligations have created the needs for additional credit.

Problems such as these can be avoided when the entire farming program is estimated and the credit needs established for the entire year.

In planning for 1962 remember that farming is big business. The credit program for each farmer is different as the credit program for each business is different.

Sound financial management continues to be an essential part of any farming program in 1962. To help make your use of farm credit easier and more productive, we suggest the four following points:

- 1 Plan for 12 months — or longer.
- 2 Keep accurate and complete farm records
- 3 Estimate your credit needs for the complete year
- 4 Strive to improve your agricultural efficiency.

Richard Hess, Strasburg R1, president of the Lancaster County Holstein Breeders Association

The outlook for dairying in 1962 is good but not as bright as it was at the beginning of 1961 because of the oversupply of milk. Cow numbers are up a little and

per capita consumption is down a little.

I think if farmers can keep their spring production at a

If we can remedy these problems, our outlook should become brighter.

Levi Brubaker, Livestock feeder, Rohrerstown, Pa

Any projection into the future must be based, at least partly, on the assumption that people and things (weather and so on) will continue to act according to a pattern established in the recent past.

The best formed plans can be thwarted by a violent departure from a norm in either of these areas. For instance, in late summer the generally accepted prediction was that feeder cattle prices in the last quarter of 1961 would be a possible two cents below the same period in 1960. The abundance of feed doubtless contributed to the anxiety of many feeders to bid for cattle, with the result that cattle ended up two cents above the previous year, rather than the predicted two cents below.

(Turn to page 12)

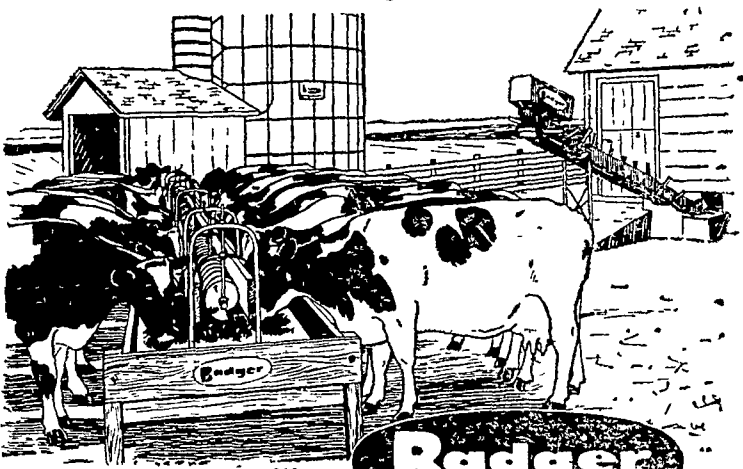


RICHARD HESS

minimum so as not to flood the market with surplus milk this will in turn give a better blend price for the milk.

We should also try to get the consuming public to buy more of our products.

**NOW! Get High Feeding Capacity on Low Power Requirements...**



with a **Badger**

**BUNK FEEDER\***



- **BIG 9-INCH AUGER**—sturdy fighting can take hard work, moves large quantity of feed with small power use.
- **EFFICIENT DRIVE UNIT**—equipped with lifetime pre lubricated ball bearings that require no attention.

\*Ask about our "Pay as you chore" plan!

**R. M. BRUBAKER**

SALUNGA

Phone TW 8-4016

**MASTER MIX**



**master blend**

New high protein concentrate that maintains top milk production longer... at lower cost!

High in efficiency... low in fiber... new HI-Q MASTER BLEND supplies the balance of protein energy, vitamins and minerals you need for a real milk-producing ration!

HI-Q MASTER BLEND is a blend of natural protein nutrients, fortified with Vitamin A and all essential minerals.

- Crumbled for easy handling
- Extra palatable
- Takes less... produces more!



See us today

**L. J. Denlinger Co.**  
PARADISE

**Eby's Mill**  
LITITZ

**Hempfield Mills**  
EAST PETERSBURG

**Ross H. Rohrer & Sons**  
QUARRYVILLE

**Blend & McGinnis**  
ATGLEN



protect your home against power outage

with **WINCO**

**POWER INSURANCE GENERATOR**

The moment power fails, a WINCO Remote-Start, stand-by electric generator with Automatic Line Transfer will take over. You don't have to touch it to keep refrigeration, lights, heat, power going. Learn about the new Low Noise Level 5000 Watts with Automatic Conservator Idling Control.



Belt drive and P.T.O. Models Available for Tractor Operation

**L. H. BRUBAKER**

350 Strasburg Pike, Lanc. Lititz, R. D. 3  
Ph. Lanc. EX 7-5179  
Strasburg OV 7-6002  
Lititz MA 6-7766



STANLEY MUSSELMAN

etc This in turn has created increased needs for capital. It is our feeling that the agriculture economy in Lan-

**K-137 KimberCHIKS...**



**10¢ to 34¢ MORE NET INCOME THAN OTHER MAJOR EGG STRAINS\***  
(35¢ more than average entry in 15 tests)

\*Based on final reports in 1959-60 Random Sample Tests in Ariz., B.C., Calif., Fla., Ia., Minn., Mo., C.N.Y., W.N.Y., N.C., Pa., Tenn., Tex., Utah, and Wis.

In the three 1959-60 tests in which the new K-155 Kimberchik was entered, it equalled the well-known K-137 in net income.

**Longenecker's Hatchery**

ELIZABETHTOWN, PA.

EMpire 7-1545

**You Get Efficient Egg Production**



**when you feed FUL-O-PEP**

It takes only a small increase in dozen eggs per ton of feed to make a big increase in profit margin.

For example, suppose you are now producing a dozen eggs on 4 lbs. of feed. If you can save just .3 lb. feed per dozen, you can get an extra 40 dozen eggs from every ton of feed. Top feeding efficiency gives you those extra dozens that mean extra profits.

Ful-O-Pep Egg Feeds are noted for their high efficiency. That's why you'll find some of the nation's most efficient feeders wherever Ful-O-Pep is fed.

**H. M. STAUFFER & SONS, Inc.**

WITMER — LEOLA — RONKS