

Leasing May Be Important Tool In Money Management Specialist Says

Financial management is a business term that is being applied more and more to agriculture. Successful farm-businessmen are finding that thorough knowledge of the principles of financial management can be more important to their farming operations than basic farm know-how.

Financial management is more than keeping the bills paid and meeting the annual obligation on the mortgage. W. T. McAllister, farm management specialist at the University of Delaware defines it as getting control of enough capital, land, and the other necessities of production to assure successful competition with other farmers. Next, he says it is using available capital in the most productive way.

McAllister cites this example of a farmer who has an extra \$1000 and is faced with the choice of applying it on the farm mortgage, or putting it into some income-producing enterprise. By paying on the mortgage he gains a greater equity in the farm, and he saves \$50-\$60 annually in interest charges. But investing the \$1000 in the right income producing project might yield a return many times this amount.

One way farmers can gain control over more capital is through financial leasing — the use without ownership of farm buildings and equipment. This is a new development in agricultural planning.

USDA To Offer Summer Jobs To Youths 16 To 21

The U. S. Department of Agriculture announced that it will hire "at least 1,150" boys and girls for the summer to provide them with jobs and work experience, as requested by President Johnson in his Youth Opportunity Program.

Secretary of Agriculture Orville L. Freeman said USDA agencies are to contact their local State Employment Security Offices and begin hiring immediately. All positions are to be filled "as early this month as possible."

The President has called on both public and private agencies to provide at least 500,000 jobs this summer for boys and girls 16 to 21 years old — jobs over and above any summer hiring that had been planned earlier.

Secretary Freeman said preference will be given those "who need jobs the most because of educational or economic disadvantages." He said every consideration should be given to opportunity for equal employment "regardless of race, creed, or color."

"The goal is to keep boys and girls who are out of school for the summer off the streets; to provide those who need money to return to school this fall an opportunity to earn it, and to give work experience to those who are entering the job market," Mr. Freeman said.

Boys and girls 16 to 21 years old who would like to work for the summer should sign up for jobs at their local State Employment Security office.

period, the lease may be continued at a nominal rate, the farmer may buy the item for a specified amount, or the leased property may revert to the owner.

The economist cites these advantages of financial leasing:

1 — It is 100 percent financing with all cost included in a package.

2 — It conserves cash and protects other lines of credit.

3 — It avoids tying up capital from which higher income may be earned.

4 — It may provide income tax advantages.

5 — It enables the aggressive farmer to expand his

business more rapidly than he could through conventional financing methods.

Farmers who consider leasing should realize that it is a high-cost financing method, McAllister says. This higher cost may be justified since the lessor assumes more risk than a mortgage holder. But experience to date suggests that it is not a good method for a farmer who is already in a poor financial position.

He suggests that before leasing, a farmer should study the lease in terms of his own farming situation. Compare the lease payments with principal and interest payments under alternative methods of financing.

Study a lease contract carefully before signing it and consult a lawyer and a competent tax adviser before making a decision, McAllister advises.

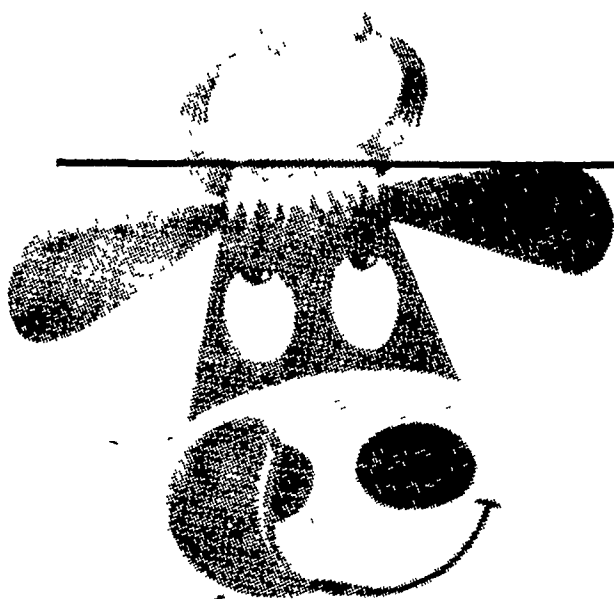
PEANUTS TOP POTATOES

Peanuts occupy more land than potatoes in the United States.

In 1964, potatoes were grown on 1,347,000 acres; peanuts on 1,515,000 acres.

The potato acreage last year was the nation's smallest since 1867, according to USDA.

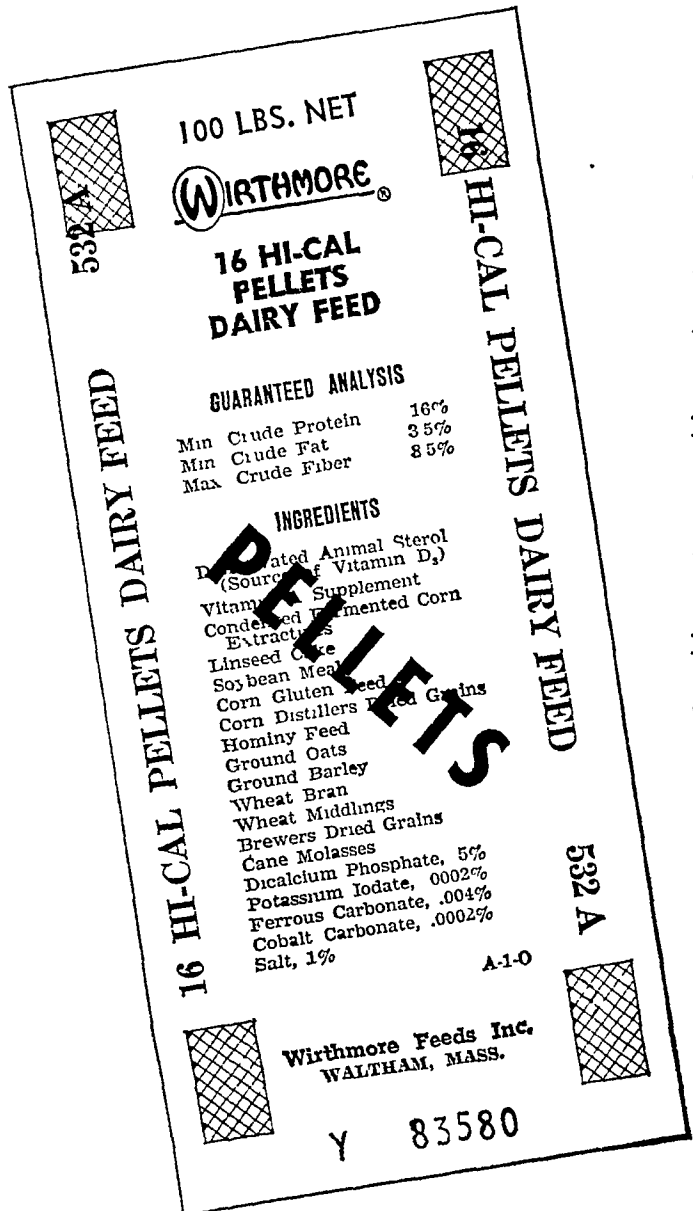
Sixteen million dairy cows reported in U.S. this year, lowest number in 65 years.



QUESTION - WHY IS 16 HI-CAL PELLETS WIRTHMORE'S TOP SELLING DAIRY FEED?

- EXPLANATION:**
- A. MOLASSES COATED PELLETS - To provide extra palatability for those cows with poor appetites.
 - B. TOP QUALITY - Only the finest sources of protein supplements and whole grains.
 - C. ECONOMICALLY PRICED - Because of its large volume - accepted by dairy farmers everywhere.
 - D. CONTAINS VITAMINS A & D₂ - Complete requirements for better breeding efficiency, reproduction and growth of a dairy cow.
 - E. HIGH IN ENERGY - Because of its ease of digestibility and quality ingredients.

TRY 16 HI-CAL NOW!!
YOU'LL AGREE.



**Available Only Through The Following Dealers.
Contact Them For The New Low Bulk Price.**

- | | |
|------------------------|---------------------------------------|
| PARADISE SUPPLY | J. K. STAUFFER & SON |
| Paradise 687-6292 | Lawn and Bellaire 665-3121 - 367-2321 |
| CLEM E. HOOBER | |
| Intercourse 768-3431 | |