

Management Is Biggest Factor In Farm Success

Ability to manage is more important in determining a farmer's success than the size of his farm, the quality of his land or his particular enterprise, says W. T. McAllister, extension farm management specialist at the University of Delaware.

The real difference between the successful and marginal businessman — farmer or storekeeper — is his ability to manage all available resources; to

have that "sixth sense" that anticipates problem situations and the intelligence and skill to make good management decisions at the right time.

Good farmers tend to gravitate toward the highest quality farm land. Farms can be too small or too poor and some enterprises have such low earning power that even a good manager would find it difficult to be successful, says McAllister. A good manager will recognize the limitations of his farm and do something about them rather than letting them limit his success for the rest of his life.

He adds that one of the basic weaknesses of poor managers is their failure to control the little things that make up the whole management job. As an example, McAllister cites a farmer's failure to make sure corn planters were working properly before planting; instead he discovered a partial stand later. "The tendency in this situation is to blame the seed, the weather, somebody except yourself," he says. In many cases, management, or lack of it, was at fault — wrong size seed plates, worn plates, failure to check planter accuracy, planting too deep, or

4-H NEWS

The third meeting of the Northern Lancaster County 4-H Soil & Water Conservation Club was held last week at the Twin Pine Auto Sales. Twenty-seven members were present.

Lucy Weaver demonstrated how to use a slope finder, and Mary Ann Weaver and Karen Horst demonstrated the rate of water infiltration into bare soil and into ground covered with grass.

Associate county agent Jay Ir-

some other human error that could be prevented through proper management.

Management is doing things right or seeing that they get done correctly — and this means looking after details. One of the farmer's big problems is that he is constantly under so much pressure to get the job done that he doesn't take time to organize his work and follow through on details.

This follow-through on details is likely to be the difference between being average and being in the top 10 percent of successful farmers, concludes McAllister.

vin spoke of the importance of giving a demonstration. Aaron Stauffer showed slides of conservation vs. no conservation in Lancaster County in 1967.

Lucy Weaver was elected as a county council member.

The next meeting will be on March 1 at Twin Pine Auto Sales, west of Ephrata.

SOIL & WATER CONSV. CLUB

The meeting of the Southern Lancaster County 4-H Soil and Water Conservation Club was held this week at the home of David Charles, New Providence R1.

Orval Bass of the Soil Conservation Service was the speaker and showed a film, "Beyond Tomorrow".

Next meeting will be March 4, 8 p.m., at the home of Ira Welk, Quarryville R3.

CENTRAL 4-H TRACTOR CLUB

Three demonstrations highlighted the Central 4-H Tractor Club meeting held at L H Brubakers, Strasburg Pike last week.

Larry and Dennis Rohrer demonstrated the flow of electricity in the Engine's Electrical System; Ken Risser, The Starter and All Its Parts, and Jeff Risser, How a Fuel Injector Works.

Poultrymen Need To Classify Decisions

Poultry managers should classify their decisions into what they are going to control or what are they going to react to, according to Herb Jordan, Penn State Poultry Specialist. For instance, wholesale egg price cannot be controlled by one poultryman so he learns to react to it by (1) culling lazy layers during low egg prices, (2) increase home labor to sort eggs so the egg processing plant need not charge him so much for processing, (3) keeping a very close eye on bird health or, (4) getting rid of or molting the whole flock if the time is right.

However, a situation like poultry house management can be controlled. The poultryman can install fans and thermostats for ventilation control, and insulation and ventilation for house temperature control; also he can decide to increase or decrease bird density, rearrange equipment location or change light intensity, day length, or air flow. So poultry house environment is controllable while wholesale egg price is not. Good poultry managers know the difference and control only the items they can while reacting only to factors they have no control over.

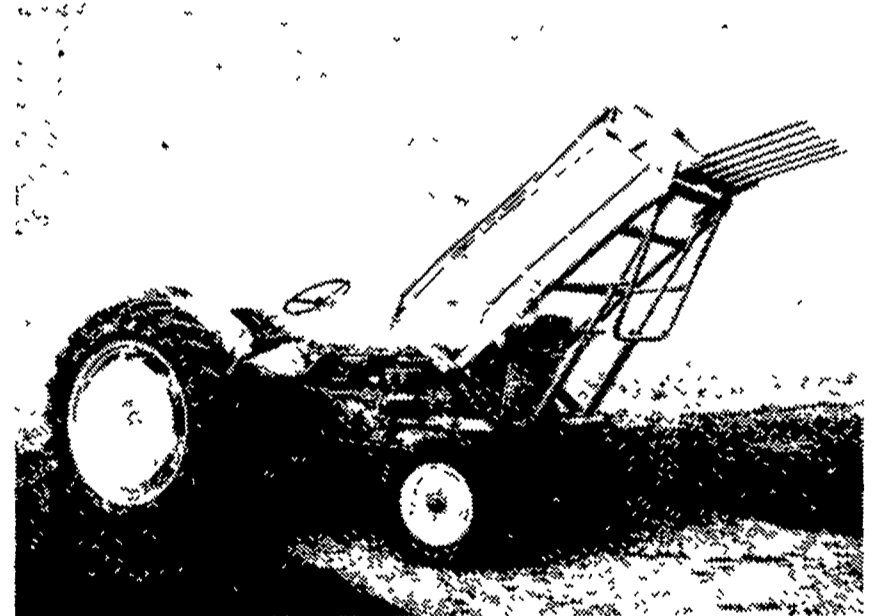
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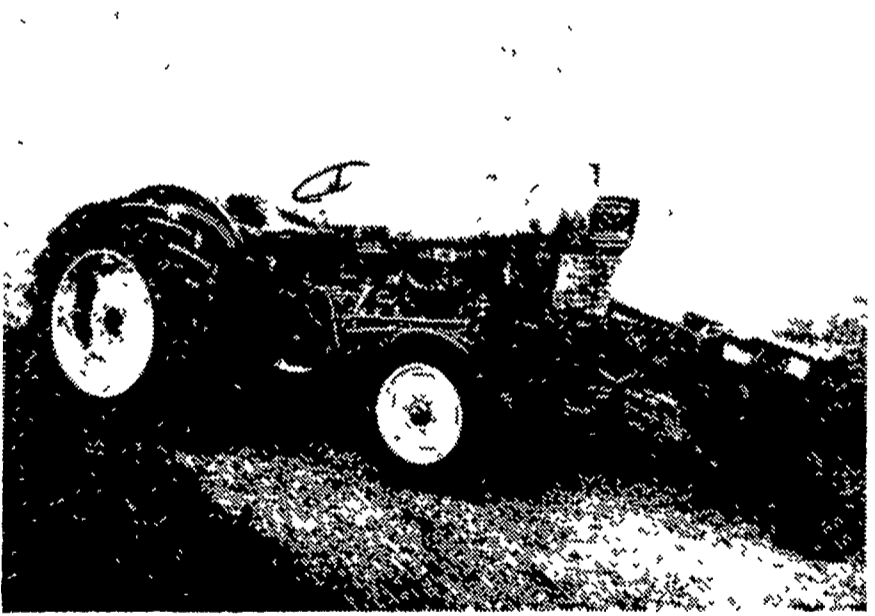
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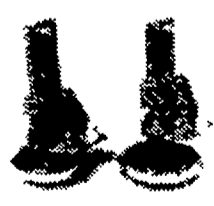
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