

● Facts

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ers should be filled two-thirds to three quarters full

All samples must be held at temperatures below 40 F prior to testing. Plastic bag samples should be placed in an insulated case with ice on top of them. Samples in glass bottles should be transported in an ice and water mixture. The level should be above that of the milk in the container.

Churning or "boiling off" will occur at temperatures above 40 F on either fresh dairy or compost samples.

Keeping these pointers in mind and carefully observing proper sampling and handling techniques will help assure accurate milkfat tests.

Use Good Management

A study of 116 North Carolina dairy farms analyzed the factors affecting returns to labor and management. It is interesting to study the ranking in order of importance as they affect dollar returns.

- 1 Size of herd
- 2 Hired labor per hundred-weight of milk sold
- 3 Milk sold per cow
- 4 Total purchased feed and crop expense per hundred weight of milk
- 5 Blend price of milk
- 6 Livestock expense per hundredweight of milk
7. Machinery and general farm expense per hundredweight of milk

These seven factors explained 80% of the variation in net operating income. The factor that is often placed first by dairymen as a reason for low income, the blend price received for milk, is fifth.

The first four factors are all related to the management ability of the dairyman and are directly under control of the dairyman. Let's not blame the price received for milk for all of the low dollar returns to management.

Best Foot Forward

What is your image as a dairyman in the eyes of the consuming public?

There was a time when the appearance of your farm was not too important. You were isolated from the consumer. This is not so today. Consumers by the thousands drive through the farming areas of Pennsylvania and what they see and smell formulates their opinion to buy or not to buy milk.

The appearance and odor of dairy farm waste (manure) is accepted by you and your neighbors as part of the farm, so you have learned to live with it.

The city consumer who enjoys a drive through the countryside is upset by the appearance and aroma that you accept as normal. Good dairymen are learning the value of handling farm waste properly so that it will not be objectionable to those who drive by the farm. Those drivers are your consumers.

Attention Dairy Farmers

All dairymen should be encouraged to pay particular attention to any farm drainage from the milkhouse, barnyard or silos that could be taken by the public as a source of stream pollution.

President Nixon's speech on pollution has turned many Americans into "eager beavers" looking for every possible source of pollution.

Don't be surprised if a summer tourist reports you, if he sees your farm drainage running toward a stream. The "heat is on" to clean up our environment and no individual or business is going to be overlooked as a source of pollution. This will include dairy farms.

Golden Delicious Apple Symposium Slated August 13 at Penn State

Experts in the field of pomology will serve as program speakers for the Symposium on the Production and Utilization of the Golden Delicious Apple to be held August 13 on Pennsylvania State University campus.

Dr. C. Marshall Ritter, Penn State extension pomologist and a symposium coordinator, points out that this is the first program of its kind in the Commonwealth. Sessions will start at 8 a.m. on August 13 in the J. O. Keller Building and conclude following the evening banquet.

Sponsor of the conference is the Penn State College of Agriculture, in cooperation with the Pennsylvania Apple Marketing Advisory Board.

Heading the list of speakers are State Secretary of Agriculture Leland H. Bull who will dis-

cuss "The Future for Apple Markets," Dr. Russell E. Larson, dean of the Penn State College of Agriculture, speaking on "The Future of Pomological Research in Pennsylvania," Don Horst, chairman of The Pennsylvania Apple Marketing Advisory Committee, who will present the topic "Problems and Status of the Golden Delicious," and Ralph Heisey, Pennsylvania apple grower, speaking on "Characteristics the Processor Wants in the Golden Delicious."

Banquet speakers will be Paul Stark, senior vice president of Stark Brothers Nursery, Louisiana, Missouri.

Penn State College of Agriculture faculty members also presenting topics are B. Wayne Kelly, Extension farm management specialist, Dr. Donald H.

Poorbaugh to Resign As Extension Official

Harry J. Poorbaugh, professor of agriculture Extension and associate director of The Pennsylvania State University Cooperative Extension Service, will retire July 31 with 39 years of service.

Named associate director in 1964, he has been in charge of program coordination and development and has had administrative duties in connection with the overall Extension Service program.

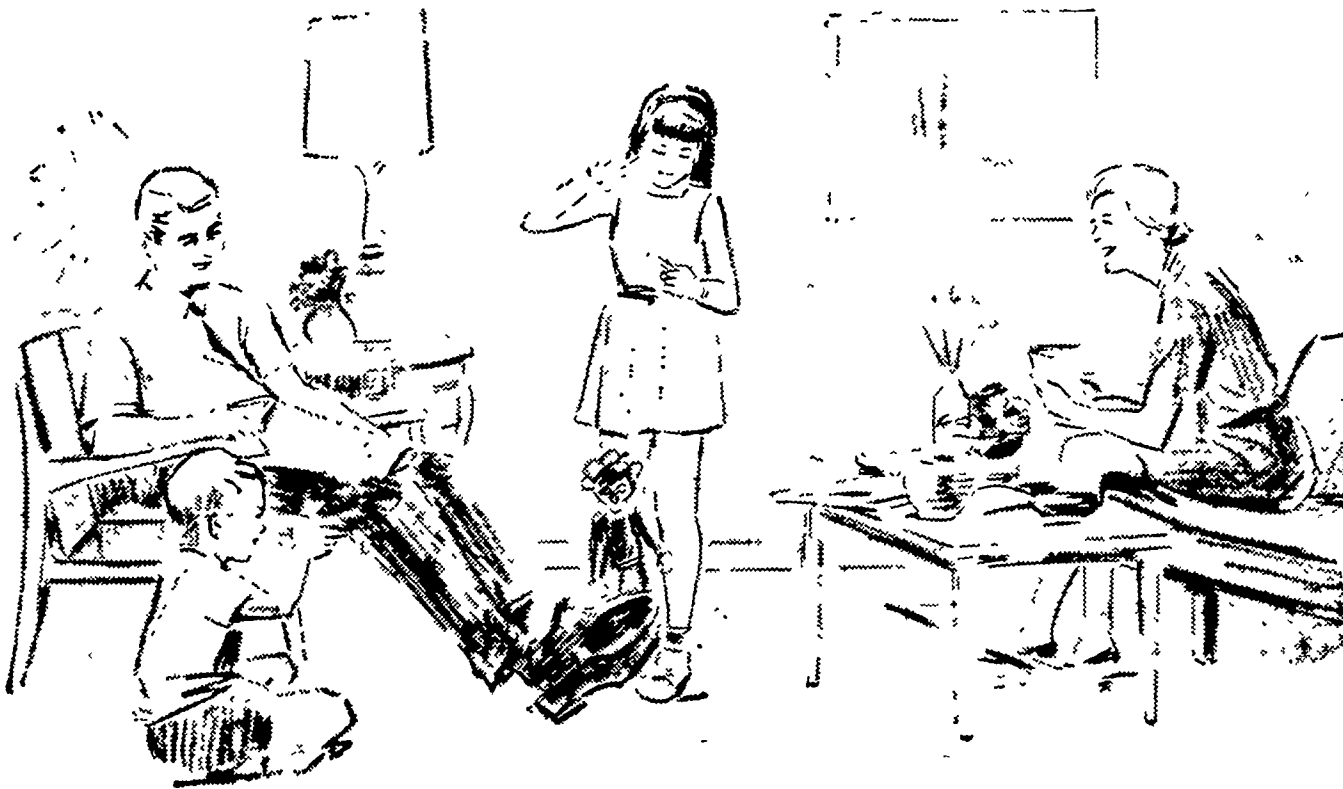
Poorbaugh was appointed to the Penn State staff in 1931 as assistant county agricultural agent and assigned to Jefferson

Petersen, Extension plant pathologist, and Dr. C. M. Ritter, Dr. Cyril B. Smith, Dr. Loren D. Tukey, Dr. Chester W. Hitz, George M. Greene, II, and Gerald D. Kuhn, all of the Department of Horticulture



Harry J. Poorbaugh

County, serving there eight years. In 1939 he was promoted to county agent and served twelve years in Schuylkill County and five years in Erie County. In 1956 he was named assistant director and supervised Extension programs in 16 southwestern counties.



What electric heating cable is - and what it can do for you

Electric heating cable is invisible. You don't see it or hear it . . . only gentle warmth tells you it's there.

Basically it's wire . . . usually hidden in the ceilings of your home. The wire's connected to thermostats that let you "dial" the comfort level you prefer in every room. Incidentally, ceiling cable rarely requires maintenance because the thermostat is the only thing in the whole system that has a moving part.

There's no furnace . . . no flame . . . no dirt

. . . no pipes . . . no ducts . . . no fuel tanks . . . no wasted space . . . no chimneys. It is clean, comfortable and carefree.

If you're thinking of modernizing, be sure to think of installing flameless electric heating cable, or one of the four other types of electric heat . . . warm air, hot water, baseboard or heat pump. For more information and a free estimate of operating costs, call PP&L or your PP&L Recommended Electric Home Heating Dealer, listed in the Yellow Pages under "Heating."

