

Across the

## Editor's Desk

(Continued from Page 15)

factors to consider in evaluating if your operation is profitable and some practices to follow:

Here are some of the hidden management profit factors ag economists and computers bring to light:

Do you have enough volume to generate a living wage for your time and effort?

Do you handle hired labor efficiently? Is your operation big enough to keep you, personally, busy 12 months a year?

Do your crops and livestock fit the farm and fit each other?

Do you produce crops and handle livestock efficiently?

Are you willing to spend money (or borrow it) to make money on such things as machinery and supplies?

Are you timely with your farm operations, buying, marketing?

Are your buildings adequate for your farm program and so designed that labor and machinery can be used efficiently?

Are you an impulse buyer of supplies and machinery, or do you carefully figure your options first?

Wherever you farm, there are all sorts of ways you can whittle your cash inputs and increase your farm outputs to be among the winners in 1980, say farm management specialists here are a few:

Keep your money at work, they

say. Take advantage of 2 per cent, 10-day cash discounts where they're offered. Two per cent for 10 days is 72 per cent at yearly rates.

Buy supplies in volume to get volume discounts, if you can, even if you have to pool orders with neighbors.

Take 30, 60 or 90 day discounts on farm machinery purchases if they're offered, whenever you can.

Keep a weather eye on future markets. They can act as a barometer for your marketing plans, purchases of feeds and the like

Check built-in services provided by your suppliers of feed, chemicals and other items. Sometimes they involve an appreciable difference in the price tag.

Pick out machinery dealers who are going to be around for awhile. That way you have more insurance on service and parts.

Make it easy for your employees to do a good job. They'll do a better one for it.

And, above all, in the opinion of Ohio State's John Moore, don't chart the course of your farm business while flying in a fiscal fog. Get radar!

The kind of radar he envisions is the new breed of recordkeeping aids, soil tests and the like, and the detailed analysis of those records and tests made possible by the computer and other devices that short-cut the

amount of human effort needed.

A survey of computerized record-keeping, testing and business analysis services being offered to farmers show that Pennsylvania State University is one of the leaders in this field. The fees they charge for even the more advanced of these services are well within reach of most commercial farmers in the state. Many others now offer similar services, and the starting point to find out about their availability is no further away than your agricultural Extension Service office.

Included among the many things these record-keeping and analysis services can do for you is to figure out the best mechanized feeding system for your particular farm, determine the least-cost ration for your livestock given the crop conditions you actually face, let you know which are really the high-profit crops for your farm, and tell you whether or not you should buy a piece of machinery without first buying or renting more land on which to use it.

Farmers who have used Penn State's linear programming service since it started operations in 1965 say it gives them an objective look at their farm operations. It often shatters long-held management habits, they say, and sometimes points the way to changes which they had never considered.

### Manhattan's Buyer

Peter Minuit, a Dutch colonist in America who was appointed governor of New Netherlands by the Dutch West India Company, landed on Manhattan in 1626 and, in the same year, purchased the island for \$24 in goods.

## Help Us Serve You

If your organization didn't make our farm calendar this week, it's not because we don't like you or your organization.

We may have missed it in the rush, Or maybe you forgot to tell us.

Either way, we'd like to extend our farm community service to you.

To get on the Farm Calendar, remind us by calling 394-3047 or 626-2191 or by writing to Lancaster Farming, 22 E. Main St., Lititz, Pa. 17543. And help us serve you better.

## W. L. 305 ALFalfa

one of the best yielding alfalfas for this section, also 8 other varieties. Also full line of clovers.

## TROJAN SEED CORN

ALL CLOVERS AND ALFALFAS MIXED AND INOCULATED FREE.

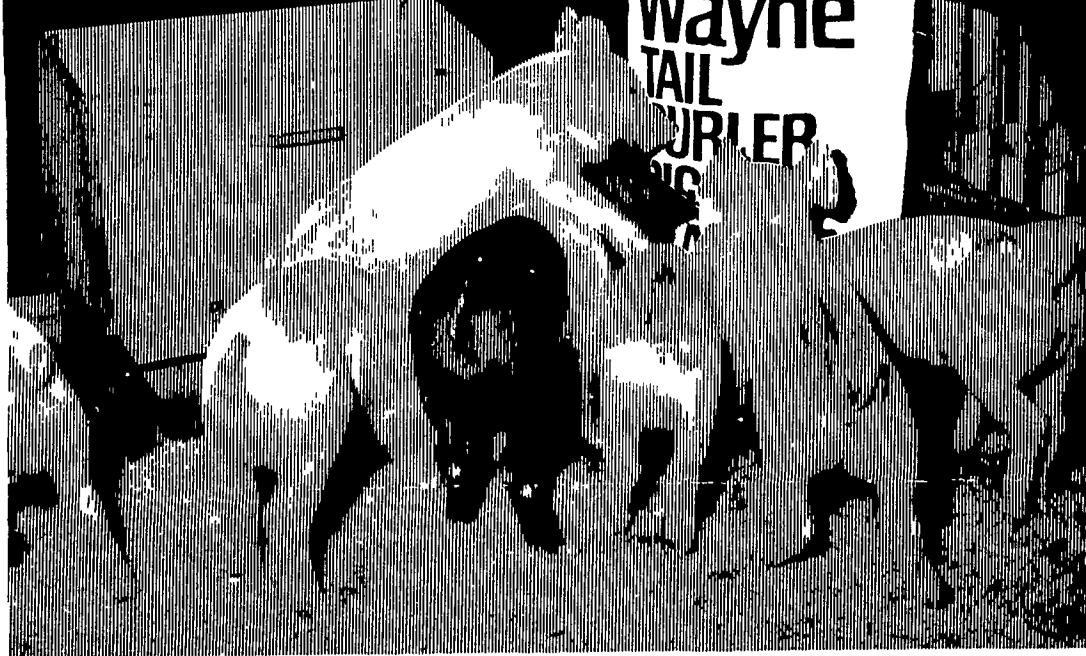
REIST SEEDS SINCE 1925

## REIST SEED CO.

MT. JOY, PENNA.  
PHONE 717-653-4121

WE DELIVER

The Original... and still best



Over 20 years ago, Wayne introduced Tail Curler Pig Starters to the swine industry and took much of the work and worry out of starting and weaning pigs

Wayne Pre-Starters are rich in natural milk products and other sweet-tasting, palatable ingredients that appeal to baby pigs. All three Tail Curlers, Tail Curler Rockets . . . Tail Curler Junior and Tail

Curler Pig Starter, contain the ideal balance of essential ingredients and move gently through his delicate undeveloped system, easing him into solid food the "natural" way.

The Wayne Pig Starting Program offers the "difference" that comes only with experience. Tail Curlers were good 20 years ago . . . 20 years better today.

**ROHRER'S MILL**  
R. D. 1, Ronks

**HEISEY FARM SERVICE**  
Lawn — Ph: 964-3444

**H. JACOB HOOBER**  
Intercourse, Pa.

**DUTCHMAN FEED MILLS, INC.**  
R. D. 1, Stevens

**GRUBB SUPPLY CO.**  
Elizabethtown

**C. E. SAUDER & SONS**  
R. D. 1, East Earl

**POWL'S FEED SERVICE**  
R. D. 2, Peach Bottom

**H. M. STAUFFER & SONS, INC.**  
Witmer

**MOUNTVILLE FEED SERVICE**  
R. D. 2, Columbia

**HAROLD H. GOOD**  
Terre Hill

**HERSHEY BROS.**  
Reinholds

**WHITE OAK MILL**  
R. D. 4, Manheim



the safe, modern scour fighter...

## Wayne-A-Mycin Scour Paste

. . . and, all of a sudden there is a product on the market that hog producers can rely upon to save that pig that might represent the difference between profit and loss. It's Wayne-A-Mycin Scour Paste. No more drowning of little pigs. It comes in a handy, dial-a-dose syringe and sells for mere pennies per dose. Don't wait for scours to strike. Stock up on Wayne-A-Mycin Scour Paste . . . the safe, modern scour fighter.

**STEVENS FEED MILL, INC.**  
Stevens, Pa.

**PARADISE SUPPLY**  
Paradise  
Leola, Pa.

