

**CLORDANE for
Cut Worms in Tobacco
TILLAM for
Weeds in Tobacco**
JONAS S. EBERSOLE
1 1/2 Miles North of Bird in Hand on Stumptown
Road
Box 461

**JUNE SALE
FREE MOWER**

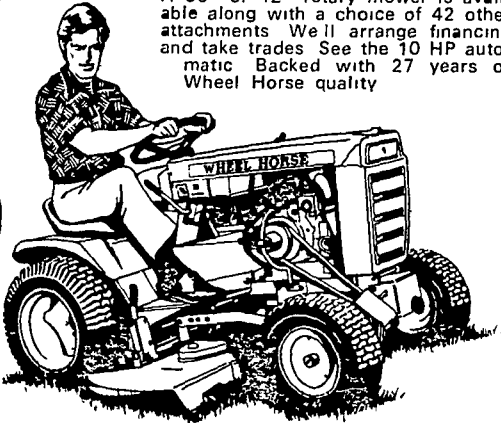
WITH PURCHASE OF ANY TRACTOR

THE GRASS
IS READY
AND SO IS
WHEEL HORSE
FOR 1973!

If winter's snow didn't convince you the upcoming green probably will. You deserve a Wheel Horse. Our 10 horsepower — 8 speed does almost everything better. Leaves your lawn looking well manicured. A 36" or 42" rotary mower is available along with a choice of 42 other attachments. We'll arrange financing and take trades. See the 10 HP automatic. Backed with 27 years of Wheel Horse quality.

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WHEEL HORSE
LAWN & GARDEN TRACTORS



**Dairy Reference
Manual Available**

The 1970's will be the decade of the "management revolution" in the dairy industry and the man who survives will be a dairyman who can manage cows and large amounts of capital and also properly use the technical services of ag industry.

"The professional dairyman needs many facts in reference form to make sound management decisions," says Donald L. Ace, Extension dairy specialist at The Pennsylvania State University. To help make more information available a new "Dairy Reference Manual" has been Prepared by Ace and published by the College of Agriculture.

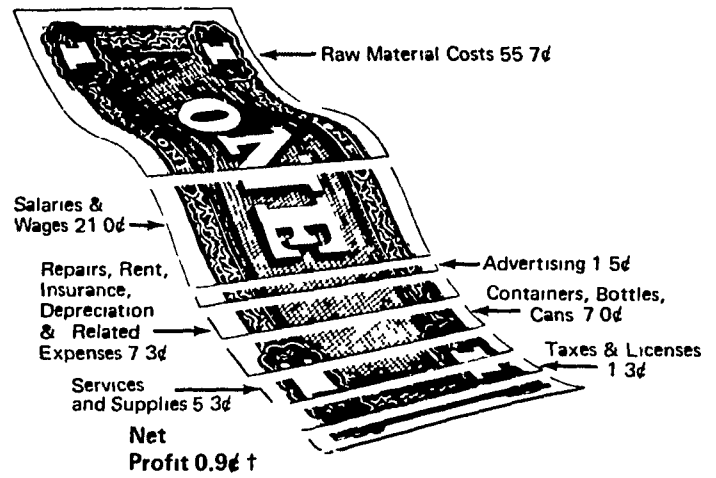
The professional people in ag industry who service the modern dairy farms of today also need factual resource information to properly service the "new breed" of dairymen, says Ace.

The new Penn State publication has been designed to be a catalog of facts for the professional dairyman and personnel who furnish supplies and services for the dairy industry.

Topics covered in the book include milk quality and product technology, diseases and parasites, breeding and selection, physiology of reproduction, feeding, milking equipment, structures and barn equipment, and farm management data.

The 216-page book may be purchased for \$3 plus six percent sales tax. Make check or money order payable to The Pennsylvania State University and send with your name and address to DAIRY MANUAL, Box 6000, University Park, Pa. 16802.

**WHAT BECOMES OF THE MILK
DISTRIBUTOR'S INCOME DOLLAR**



HIGHLIGHTS

- **Net Profit for the milk distributor is normally less than 1% of the consumer's milk dollar
 - **Almost 77% to dairy farmers and labor—and increasing!
 - **Over 12% for containers and other supplies—and increasing!
 - **Taxes & Licenses—nearly double the milk dealer's profit!
 - † After income taxes
- Chart shows composite results of numerous studies conducted over several years

MILK PRICE VS. WAGES

If food prices had kept pace with wage increases, what would a quart of milk cost you at the store? Average hourly wages in industry have increased from \$1.52 per hour in 1952 to \$3.65 in 1972. If food prices had increased at the same rate (2.4 times their 1952 level) your food bill would be much higher.

**PRICE OF A QUART OF MILK
(What it was, is and should be)**

| 1952 Annual Average Price | 1972 Annual Average Price | 1973 February Average Price | Today's milk price if it had gone up as much as wages in the past 20 years (1952-72) |
|---------------------------|---------------------------|-----------------------------|--|
| 23¢ | 30¢ | 31¢ | 55¢ |

Clean Milking Equipment Twice Daily

Milking equipment on dairy farms is washed after each use just like the dishes from which we eat. Milking is done twice a day, so cleaning follows immediately after, says county agent Sidney E. Barnard, Extension dairy specialist at The Pennsylvania State University. Years ago milking equipment was rinsed in clear water after night milking and washed after morning milking. In those days milk was delivered to the consumer the same day it was produced. Today milk must keep at least seven to 10 days from production to consumption. This mandates the utmost in sanitation.

Proper strength and temperatures above 110 degrees F are keys to success. Rinse with clear water or an acidified rinse, if the water is hard.

Milking equipment must be free of bacteria, so milk will have good keeping quality says Barnard. Dairy farmers must go one step beyond what most housewives use for dishwashing. All surfaces are flushed with a solution of chlorine or iodine sanitizer. Hot water can't be used because temperatures of 170 degrees F are necessary to sterilize equipment surfaces.

All milking equipment should be rinsed in lukewarm water following use. Cleaning is done with an alkaline cleaner and brush or circulated with a pump.

Dairy farmers follow twice-a-day cleaning and sanitizing practices for their milking equipment. The purpose is to assure consumers of good quality fluid milk products, adds Barnard.



"Every Month is Dairy Month
when you have milking
daughters of Atlantic Genetic
Power Profit-Maker Sires!"

SHORT OF MILK? CALL ATLANTIC FOR HELP!

(USDA sire summaries, May - 73)

| sire | dams | milk | fat | value | rpt |
|--|-------|--------|-----|-------|-----|
| 15H123 Whittier Farms Apollo Rocket--GP & PQ | 62 | +1,413 | +23 | +\$62 | 73% |
| 15H136 Paclamar Triune Complete--VG & GM | 40 | +1,149 | +32 | +\$61 | 39% |
| 15H120 Harrisburg Gay Ideal--EX & PQ | 130 | +976 | +24 | +\$49 | 84% |
| 15H103 Penstate Ivanhoe Star--VG & GM | 2,017 | +912 | +39 | +\$60 | 99% |
| 15H165 Producer's Skylark Comet--GP | 25 | +880 | +26 | +\$48 | 33% |
| 1H130 Harborcrest Marcus--GP & TQ | 219 | +837 | +1 | +\$26 | 90% |
| 15H141 Sterlingdale Pioneer Admiral--EX & PQ | 25 | +758 | +7 | +\$29 | 29% |
| 15H114 Kilinsdale Ivanhoe Jack--VG & GM | 2,591 | +701 | -5 | +\$17 | 99% |
| 15H144 Howacres Stylemaster Prince--VG & GM | 30 | +608 | +8 | +\$25 | 55% |
| 26H81 Skokie Duke Medalist--VG & PQ | 169 | +570 | +1 | +\$18 | 89% |
| 15H100 Mookown Optimist--VG & PQ | 660 | +481 | +2 | +\$16 | 97% |
| G130 Welcome Flash's Hollirex--GS | 127 | +854 | +41 | +\$59 | 86% |
| 21G228 Roes-Mor E Distinction--GS | 284 | +517 | +18 | +\$30 | 91% |
| 1G107 Woodacres Emporer's Jupiter--GS | 40 | +398 | +17 | +\$26 | 46% |
| 15G108 Grain Meadow D Fortune--SS | 92 | +396 | +9 | +\$19 | 41% |
| 1J93 Secret Baronet--VG & GM | 112 | +781 | +39 | +\$56 | 76% |
| 15J48 B.S. Noble Superb--GM | 23 | +520 | +18 | +\$31 | 36% |
| 1J123 Favorite Friend--VG & SM | 38 | +482 | +24 | +\$34 | 54% |
| A73 Mar-Ral Commander's Pride--VG & D Ap. | 171 | +1,084 | +19 | +\$48 | 87% |
| BS140 Bright's Golden--EX & Sup | 38 | +532 | +20 | +\$33 | 29% |

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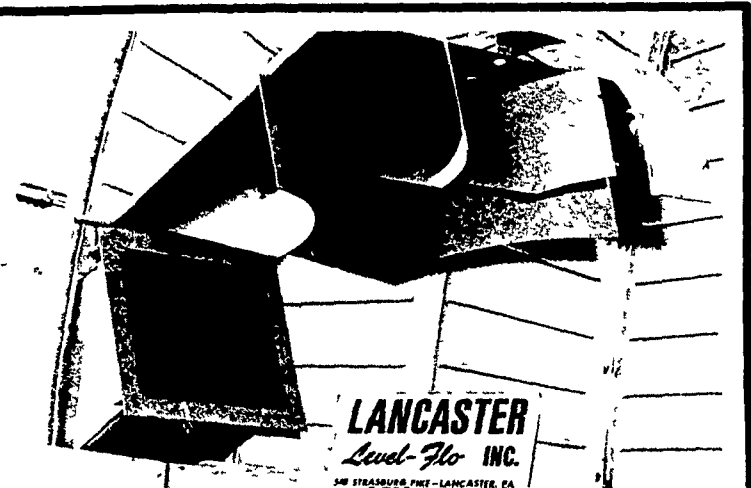
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