

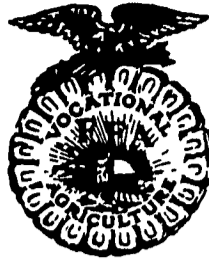
TV Ban

The Television Board of the National Association of Broadcasters has prohibited the advertising of non-prescription medications and supplemental vitamin products, regardless of how taken or administered — in or adjacent to programs for children under twelve years of age.

From Local Ag Teachers:



Thoughts in Passing



Donald M. Robinson
Adult Farmer Advisor
Eastern Lancaster County
School District
"Get With It Agriculture,
There's a New Year
Coming"

It is time that farm management got treated like the big business it really is. In a business where individual investments run into the hundreds of thousands of dollars like they do on many of your operations, there is no room for decision making based on tradition, assumptions, and guess work. Currently we are seeing all too many farm sales and people leaving farming, often because they have not been able to realize a profit with similar assets and resources, is able to continually return a reasonable return on his investment and an adequate return for his labor. Why? Don't always say low prices for your product and high input costs. Your neighbor is subject to the same.

One big answer to this question may be your record system, or lack of one. Those who keep records for tax purposes only, can learn nothing from them except—how much tax to pay. But a record system can be designed for you to analyze your business and provide



Donald Robinson

data that can be used to give direction to production and expansion decisions that you must make. With a properly organized set of records, your farm can be subjected to a business analysis.

The primary objectives of a farm business analysis are to analyze the financial structure and production efficiency of the farm. These help the farmer to measure the financial health of his business and to determine possible weaknesses in production and management. A farm business analysis is useful in obtaining credit and in planning to use capital more wisely. Properly used, a

business analysis is a tool in solving management problems.

These record analysis systems can be as elaborate as you want, from simple income, expense and inventory records you keep yourself for no charge, to computer programmed systems for several hundred dollars requiring little work on your part. But the key is knowing what information to gather and how to use this data to tell you what you need to know.

Help in this area is readily available. Farm records and business analysis services are available on a fee basis from organizations such as Pa. Farmers Assoc., Farmer Cooperatives, the Extension Service, or you can hire an accountant. With many of these services you get expert tax advice and some even file your tax return for you. The cost of this service should be considered as valuable an expense as fertilizer, feed, seed, or any other input into your business. For those more cost conscious, your local vocational agriculture instructor or Adult Farmer advisor, if your school district has one, or the Extension Agent specializing in farm management, can

help you set up a records system that can be analyzed and used in decision making.

Your objectives may not be to make the largest return on your investment but rather to just have an adequate income and preserve your way of life. That is well and good and I applaud those who seek for treasures greater than materialistic rewards, but, if you want to continue to remain in farming during economic conditions existing today, you must begin employing better business management practices. And the basis of management begins with reliable records. The new year will soon be upon us, won't you plan now to improve your record system and the use you make of those records.

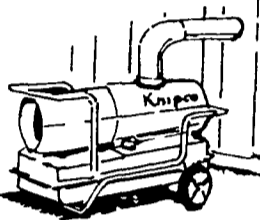
Be Careful With Flame Torches in Dairy Barns
Winter is a time of the year when water pipes freeze, especially those which supply water to dairy barns, says Dexter N. Putnam, Extension dairy specialist at The Pennsylvania State University. Anyone using a flame torch to thaw frozen pipes should be careful. This is because the flame is very hot and can easily start a fire. Putnam suggests it might be safer to use a special electric cable, rather than a torch, particularly for pipes which run through areas that are near hay or other flammable materials.

Greek Wisdom
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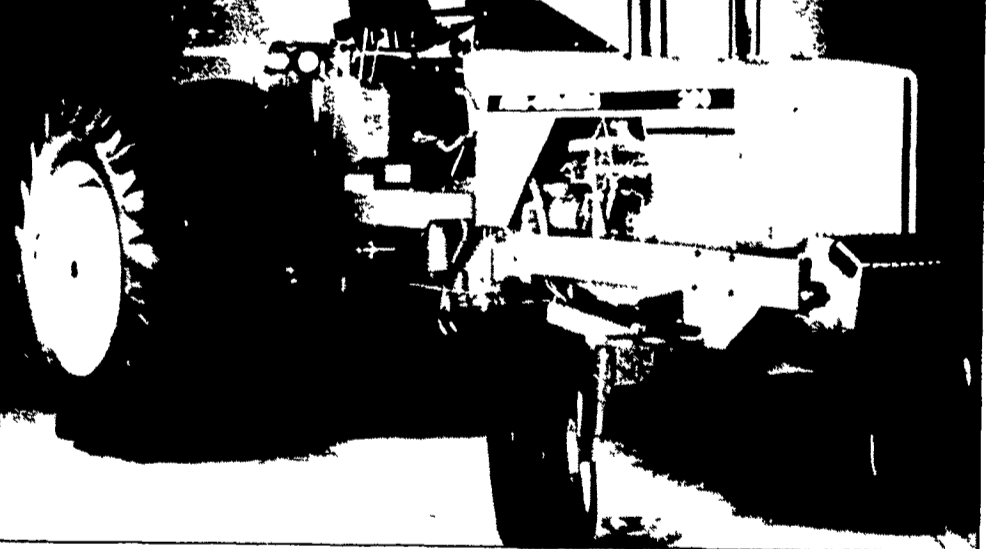
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