

Farmers should know contracting

UNIVERSITY PARK - Contracting is the most important part of farming. Farmers lose millions of dollars every year because they do not negotiate or understand the contracts they sign and use. Farmers who can contract well to grow broilers, buy corn, sell grain or manure, etc., are always placing more money in the bank each year, says Extension poultry specialist Herbert Jordan.

If a farmer buys No. 2 corn he should make certain he

gets No. 2 corn. Thus we see quality of product is a negotiable part of a contract. A farmer contracts to buy, sell or use at least \$100,000 worth of resources annually. Farmers must do better at contracting, Jordan emphasizes.

A farmer who is a wise and able contractor is also a farmer who profits much from his efforts and skill. In contracting we find activities of negotiation, agreement, comprehension, productivity, marketability and efficiency - all of which

can be understood if studied.

Poultry farmers negotiate, make, sign or agree to and carry out several dozen contracts each year. Most contracts are buy or sell contracts; however, farmers may negotiate a contract to store grain, rent cropland, trade in futures, or process eggs. It is absolutely essential that farmers who contract with a large corporate firm (to produce poultry or eggs) understand and then execute the contract terms. Contracting

involves cooperation by mutual agreement.

Today's poultry farmer should spend at least two hours per week improving his contracting ability and then negotiate contracts which better serve his needs.

Start by asking your family lawyer for advice then go to the library and read books on contracting and contract law. Any contract will work only as well as both parties make it work, says the Extension poultryman.

Swine show held

PORT ROYAL - Swine sale from Juniata County 4-H Fair at Port Royal, Pa. on August 2nd.

The Grand Champion pig sold for \$3.72 per pound. It was a 213 pound Duroc shown by Greta Lehman, age 11, of Port Royal, Pa.

The breeder was Glenn Ebersole's Durocs.

The Reserve Grand Champion pig sold for \$2.46 per pound and weighed 204 pounds. It was a York-Duroc cross shown by Beth Hockenbrock, age 11, of Richfield. The breeder was Hockenbrock's Yorkshures.

Horse club meets

STRASBURG - On July 20, the Boots & Saddles 4-H Horse & Pony Club held its monthly meeting at Michael Spahns in Strasburg.

The highlight of the meeting was a talk given by Dr. Edward Mersky, V.M.D. on the number one killer in horses "Intestinal Parasites."

Dates of up and coming events to be remembered included Aug. 18, 11 a.m., Gymkana at Fellenbaums, Raintate Aug. 28; Sept. 8, 11

a.m. Gymkana, at Fellenbaums, Raintate Sept. 9; and Oct. 28, 1 p.m., Fun Show, at Fellenbaums.

A reminder was given to all club members to please see that they get pictures and a card to Michael Spahn, R1, Box 362, Strasburg, Pa. 17579 by Aug. 6. These are needed to finish the clubs scrapbook for Achievement Day.

The next meeting will be on Aug. 10 at Troy Hatfields

Goat show slated

AUGUSTA, N.J. - The Garden State Dairy Goat Association will sponsor an open doe show at the Sussex Co. Farm and Horse Show, to be held here at the Fairgrounds on August 5.

The show will be sanc-

tioned by the ADGA for the following breeds: Alpine, La Mancha, Nubian, Saanen, Toggenburg, and recorded grades. Peggy Considine of Portage, Wis. will be the judge.

The show committee

expects 300 to 400 animals to be shown in the day-long competition.

The public is invited to attend.

• Accidents killed nearly 5,400 farm residents in 1977 and resulted in 480,000 disabling injuries.

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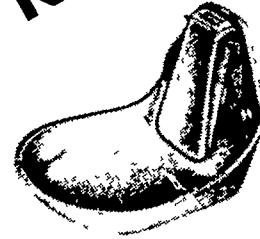
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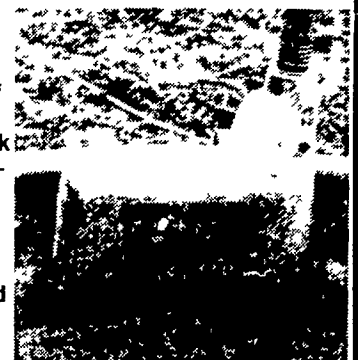
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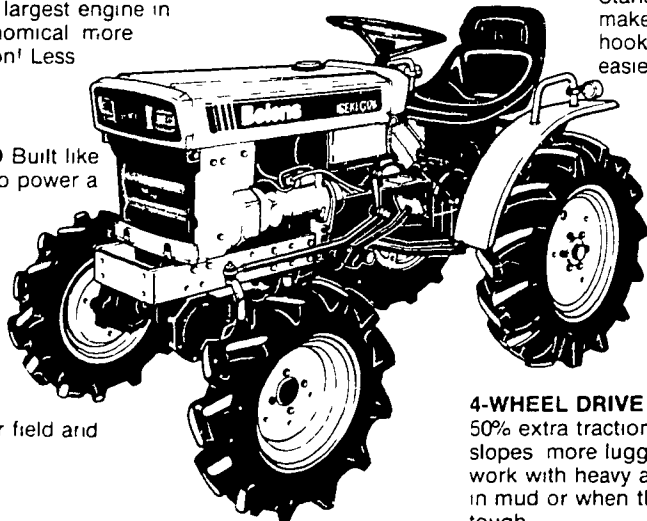
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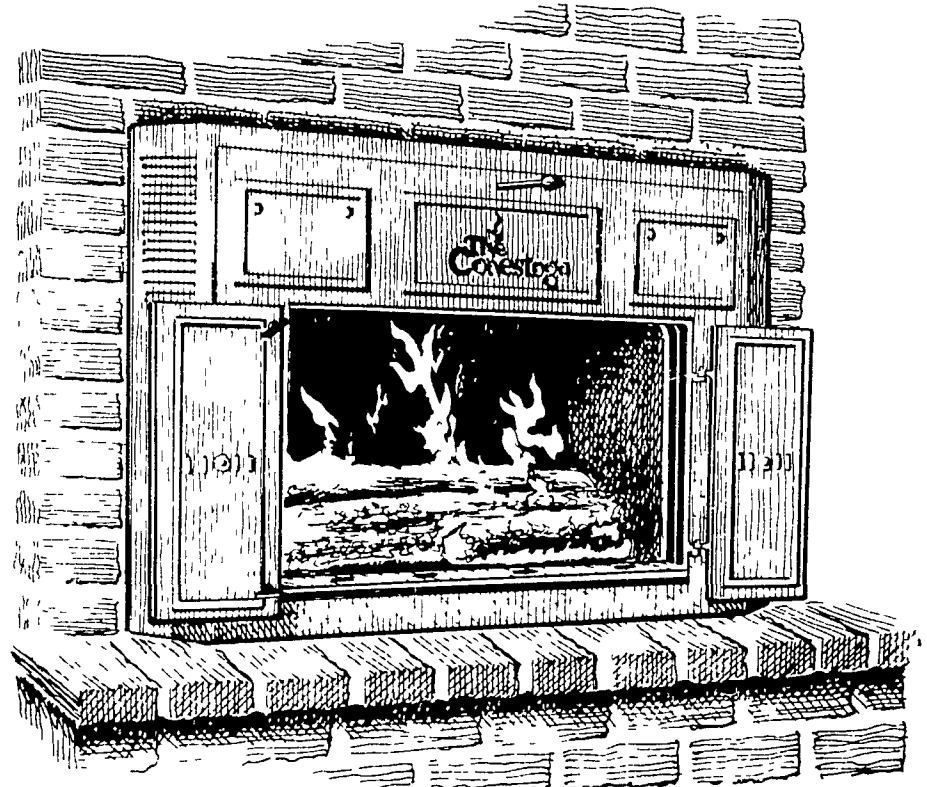
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