


Lebanon Co. DHIA

(Continued from Page C25)

Marlin Hitz	B3	82 0	88 6	45 7	4 0	1 85
Reuben O Martin	B3	64 4	89 2	51 3	3 6	1 84
John H Hartman	B3	53 5	92 8	48 4	3 8	1 84
Kenneth Mase	B3	90 5	82 2	46 1	4 0	1 84
Arnold Acres	3	93 0	87 7	46 1	4 0	1 83
Mark C Patches	B3	87 0	87 1	46 2	3 9	1 81
Mervin W Horst	B3	35 2	96 6	44 7	4 0	1 81
Robert Martin	B3	45 3	91 2	46 5	3 9	1 81
Isaac E Zimmerman	3	22 0	90 2	44 6	4 0	1 80
Arthur R Krall	B3	66 2	90 1	47 4	3 8	1 80
D Hostetter & Sons	3	83 5	82 3	46 4	3 9	1 79
Luke I Patches	B3	46 8	88 6	47 6	3 8	1 79
M Luther Bennetch	G3	59 0	85 0	47 4	3 7	1 76
Reuben O Martin	B3	62 8	85 1	47 3	3 7	1 76
Walter M Martin	B3	40 6	84 4	45 5	3 9	1 76
Dennis Wampler	B3	111 8	88 4	50 6	3 5	1 75
David Brandt	3	67 0	83 9	45 6	3 8	1 74
Warren Hetrick	B3	35 4	95 5	45 9	3 8	1 74
Ferndale Farms	3	98 8	80 4	43 3	4 0	1 73
Jeffrey D Rymoff	B3	32 9	87 6	49 2	3 5	2 73
Phares Z Musser	3	55 8	85 9	43 2	4 0	1 73
Albert F Moyer	3	83 3	83 0	43 9	3 9	1 71
Clifford Groff	B3	54 1	83 9	44 3	3 9	1 71
Ernest P Detweiler	G3	45 8	81 8	44 2	3 9	1 71
Edwin E Funck	3	41 3	86 4	52 8	3 2	1 70
Lanc Menn Hosp	3	87 1	89 3	43 5	3 9	1 69
M Luther Bennetch	G3	58 8	85 5	46 2	3 6	1 68
Marlin Hitz	B3	82 9	86 1	44 4	3 8	1 67
Richard L Heilinger	B8	28 6	87 8	40 8	4 1	1 66
San Bo Holstins	3	61 7	87 5	44 0	3 8	1 65
Jacob N Smith & Son	2	74 9	87 9	30 6	5 4	1 64
Enos N Leinbach	3	32 4	92 8	44 4	3 7	1 64
Marlin M High	B3	36 8	83 7	45 4	3 6	1 64
Richard L Heilinger	B8	28 0	84 9	38 9	4 2	1 64
D E Zimmerman	G3	44 0	88 7	41 4	3 7	1 55
H E Bomgardner	B3	46 4	86 6	41 0	3 8	1 55
R & R Shirk	3	72 2	84 0	40 3	3 8	1 54
Lentzdale Farms	B3	64 0	83 8	39 1	3 9	1 54
Enos N Zimmerman	B3	74 8	93 2	37 6	4 1	1 54
H & E Martin	B3	93 2	84 9	44 3	3 5	1 54
Jacob N Smith & Son	2	81 8	86 1	29 6	5 2	1 53
Bucher Brothers	B3	37 1	89 9	39 8	3 8	1 52
Hoover Farms	3	82 0	79 1	40 2	3 8	1 52
Irvin Horst	3	53 7	77 7	40 0	3 8	1 51
Larry G Shuey	B3	62 3	85 9	39 6	3 8	1 51
Enos N Leinbach	3	33 0	86 1	40 6	3 6	1 48
Mervin G Weaver	G3	105 3	83 0	39 3	3 8	1 48
Leon H Kline	3	58 3	77 9	37 3	3 9	1 47
Marlin D Heisey	B3	41 3	77 6	44 4	3 3	1 47
Melvin Krall	B3	82 5	85 5	37 6	3 9	1 47
Mt Echo Dairy Fm	B3	109 8	95 0	37 1	3 9	1 46
San Bo Holstins	3	64 6	84 1	39 8	3 7	1 46
John Brubaker	B3	52 0	83 9	40 5	3 6	1 45
James Zimmerman	B3	56 0	88 4	42 2	3 4	1 45
Lester Martin	B3	58 0	84 2	39 8	3 6	1 44
Hoover Farms No 2	B3	49 0	78 7	36 9	3 9	1 44
Melvin N Nolt	B3	51 0	78 7	36 1	4 0	1 44
Mark Copenhaver	B3	62 4	82 7	37 8	3 8	1 43
P & Chas Heffelfinger	3	30 0	76 8	38 3	3 7	1 42
Ivan M Weiler	B3	66 0	82 1	38 3	3 7	1 41
Mervin G Weaver	00	103 0	83 3	38 4	3 6	1 40
Maurice M Bennetch	3	126 4	84 6	37 2	3 7	1 39
John H Stick	1	34 9	91 9	32 6	4 3	1 39
Jesse L Weaver	B3	53 8	73 2	38 3	3 6	1 39
Hollow Pride Farm	B3	37 4	77 3	36 8	3 8	1 39
R H Zimmerman	B3	91 8	82 5	36 4	3 8	1 38
Linford L Halteman	B3	43 6	82 3	37 0	3 7	1 37
Raymond K Martin	B3	42 1	82 8	36 3	3 7	1 36
Melvin Krall	00	77 0	81 0	33 6	4 0	1 35
Galen Bollinger	B3	124 5	86 5	47 8	2 8	1 35
Carl J Bross	G3	75 1	91 0	37 1	3 6	1 34
J C Zimmerman	B3	104 4	83 4	37 7	3 6	1 34
Roy H Weaver	B3	66 0	76 1	35 9	3 7	1 33
M Bomberger & Son	B3	71 6	82 2	38 3	3 4	1 32
Cyrus Y Bomberger	B3	204 8	79 9	33 1	4 0	1 32
Harold Myer	B3	227 5	72 2	40 5	3 2	1 31
Ernest Wagner	3	37 8	76 3	35 6	3 7	1 31
Russel S Houser	3	32 2	73 0	34 3	3 8	1 31
Ray R Sattazahn	B3	106 2	79 0	36 3	3 6	1 30



The Dairy Business

By Newton Bair

DON'T BE "MACHINERY POOR"

The term "machinery poor" is a misnomer — it's akin to being "land poor" or "rent poor" or any other kind of poor. Carrying a heavy investment in something that gives back too little in return can make you poor — figuratively speaking.

I don't mean to say that all machines are bad investments — far from it. Owning the right equipment that will economically accomplish work that you must get done can be the best investment you can make. The important thing is to honestly look at all of the reasons for owning, or not owning, a given machine.

The Penn State Farm Machinery Management Guide lists six questions to consider BEFORE you invest in farm machinery.

1. Will it perform the desired job and return maximum profit to the business? Does it fit the present system, or must companion equipment also be bought?

2. Are you planning ex-

pansion or custom work?

3. Is the first cost high and the annual use low?

4. Will it provide the least cost method of getting the job done? Is custom work available at reasonable cost?

5. Would a used machine have the reliability and capacity to do the job at less cost?

6. Would the money to buy the machinery produce greater return if used elsewhere?

After you get past the first two, take a good look at number three. Whether you are thinking about a self-propelled combine or a four-row corn planter, the cost will be high — you can be sure of that. But you can justify a rather high cost if the annual use is also high. The problem is to determine the best relationship of cost to hours or acres of annual use.

One quick example will illustrate what I mean. For want of space, we'll skip the mathematics. (Forms are available from your local Extension Office to work out your problem.)

John D Bomgardner	3	47 2	74 8	35 2	3 7	1 30
David B Lehman	B3	36 4	77 8	33 1	3 9	1 29
Robert Sollenberger	G4	30 8	95 2	23 7	5 4	1 28
R Emrich & Son	B3	96 0	86 0	32 0	4 0	1 28
Amos Balsbaugh Jr	3	39 1	79 9	33 5	3 8	1 28
G & V Arnold	B3	122 0	80 7	37 0	3 4	1 27
Christian High Jr	B3	57 3	76 4	34 9	3 6	1 27
Dennis L Showers	B3	42 9	79 9	33 5	3 8	1 26
Thomas E Hostetter	B8	36 0	82 7	30 0	4 2	1 25
John H Tschudy	B1	38 6	93 6	30 3	4 1	1 23
Kenneth E Ober	G3	36 5	74 3	29 3	4 0	1 17
Clyde E Deck	G3	70 1	70 6	31 1	3 7	1 16
D & D Bucher	00	69 0	91 2	27 2	4 2	1 13
Donald Bomberger	4	53 8	94 1	23 6	4 7	1 12
A Ralph McCrone	B3	26 0	76 6	29 0	3 8	1 10
Richard Batz	3	27 5	83 9	26 7	3 9	1 05
James E Gelsinger	B3	50 9	72 9	31 7	3 1	0 97
Den Mar Goat Dairy	B0	15 2	76 6	06 2	4 2	0 26

1. We are considering the purchase of a new 12 foot self-propelled combine. It will cost in the neighborhood of \$60,000. We expect to use it on about 400 acres a year and hope to use it for ten years. We assume that it will cost about three acres an hour and the operator's time is worth \$5.00 an hour. What will it cost per acre to own and operate this implement?

Used only on 400 acres a year, it will cost \$25.05 per acre just to own it. Operating cost will be an additional \$8.15 per acre, making a total cost of \$33.20 an acre. Can you hire someone to do it cheaper? If you can hire a custom operator at \$20.00 an acre, your break-even acreage then jumps to 660 acres. So, to justify ownership of this equipment, you'll have to harvest an additional 260 acres per year.

2. You grow about 100 acres of corn and 50 acres of soybeans, so you are looking for a new four row planter. You'll trade in the old one so the net cost of a new four row no-till planter will be about \$7,500. (Don't you like to dream!) So, we'll be using it for 5 years on 150 acres a year. What is the cost per acre to own and operate?

We also figure a power cost to operate the corn planter. You already own a 60 horsepower tractor with an annual use of 400 hours and a useful life of 10 years.

The initial cost was about \$8,000. So, we try to minimize the cost per acre, but even then it works out to \$2.77 an acre to own and operate the tractor. The ownership and operating cost of the new planter is \$7.78 an acre, making a total of \$10.55. Adding the labor cost of \$2.25 per acre brings the total cost of owning and operating the planter on 150 acres to \$12.80 an acre. If you plant 200 acres a year, the cost will come down to about \$10.00 an acre.

Compare these costs to the cost of custom operation and decide if it will be more economical to own the machinery or hire it done by a custom operator.

Of course, there are all kinds of variables that will influence your decisions on what to buy. We haven't even considered such things as timelessness, cash flow, high interest rates and many other things that will influence a decision on owning a machine. We've said nothing about pride and prestige or status symbols, any of which can help shape our desire and decision making process.

The important thing in today's business world is to give top priority to the economics of owning farm equipment. The return in dollars must equal or exceed the cost of ownership, in order that we don't become "machinery poor."

patz

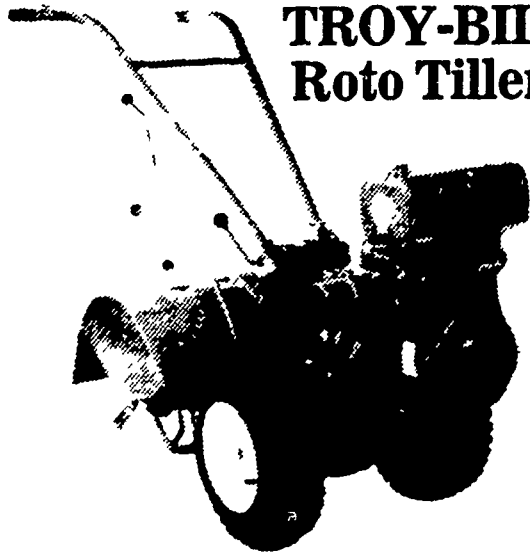
★ Barn Cleaners, Manure Pumps, Manure Stackers, Silo Unloaders, Bunk Feeders, Feed Conveyors

MARVIN J. HORST

DAIRY EQUIPMENT

1950 S. 5th Avenue, Lebanon, Pa. 17042
Phone: 717-272-0871

SERVICE & PRICE MADE US NO. 1 IN SALES FOR TROY-BILT Roto Tillers



WITH OUR LOW OVERHEAD WE CAN SELL AT LOWER PRICES

ALL TROY-BILT TILLERS SOLD AT 20% DISCOUNT PLUS FREE HILLER FURROW

STIHL SAWS ★ GARDENWAY CARTS

SEE US BEFORE YOU BUY NORMAN H. ZIMMERMAN

Myerstown R.D. 2 Phone (717) 866-4695

1/2 mile west Myerstown - West Main St.

SHOP HOURS

Mon & Fri - 8 to 8
Wed & Thurs - 8 to 5

Sat - 8 to 12
Tues Closed

YOUR BOU-MATIC — DARI-KOOL DEALER

IN FRANKLIN, CUMBERLAND, FULTON, ADAMS & WESTERN YORK COUNTIES

SYSTEM 2000

THE NEWEST DIMENSION IN DAIRY MANAGEMENT —

A system designed and built to combine the most innovative dairy automation with computerized dairy record keeping.

The Bou-Matic System 2000 offers you a choice of three stages of dairy automation automatic detachers, with Models available for either parlor or flat-barn installations, the Model 'M' milk meter, a revolutionary metering device that monitors milk flow and provides individual production data, and the Agricom 2020 computer, an on-farm management and record tool that offers a simple and efficient means of collecting and displaying dairy herd information

Call or Stop By For Complete Information On The System 2000

DEC

BOU-MATIC
MILKING SYSTEMS

CUMBERLAND FARM & DAIRY SUPPLY, INC.

4560 DAIRY RD., CHAMBERSBURG, PA. 17201
717-263-0826 * USED TANKS AND MILKING EQUIPMENT