

Young dairymen

(Continued from Page B2)

overcommitments a slave to the business. This denies them the freedom to properly manage the dairy.

And lastly, young dairymen lack the experience of more seasoned dairymen. They need to use a strong base of proven practices as a foundation for the methods they use.

While a young dairyman lacks the foundation experience provides, he can observe before he plots his

course and be sure to use adequately proven practices.

Can you give us, Glenn, an example of a young dairyman who has avoided some of these pitfalls?

Yes, Pat, I can think of one young man in particular. To start with, he invested in good cows. He spent his full time and attention managing the herd to the point where he had a high-producing herd in a few years.

Now he has his cows almost completely paid for. He has a sound income base and has built up a lot of

recommendations do you have for young dairymen?

...with only a 10 percent increase in the price of milk."

collateral. Now he's ready to invest in a farm or equipment. By setting goals, using experience and knowledge, he has built to a size and quality to give him sufficient equity to meet his other goals.

Glenn, What recom-

I think the avenue generally most successful, Pat, is for them to build their income base first, before they take on a lot of overhead. Rather than getting strapped down so that he doesn't have time to get more than break even

production from his herd, a dairyman should stay small enough to manage what he does have well enough to get top production from it.

Dairy farmers who double and triple in size for progress put a strain on the family that completely alters their way of living to the point of disrupting or even breaking up families.

Young dairymen should plan flexibility into their goals. They must always provide for the unseen. For instance, they should ask

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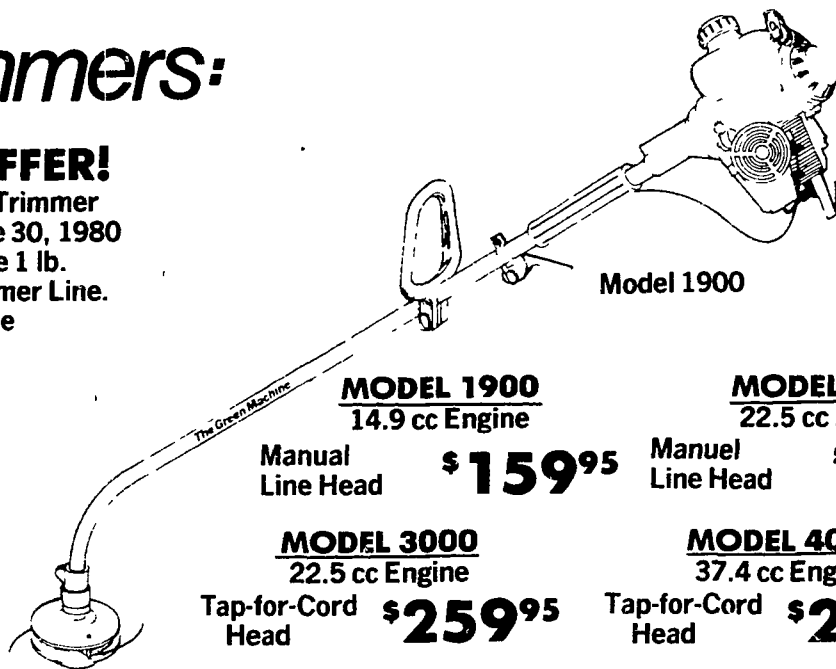
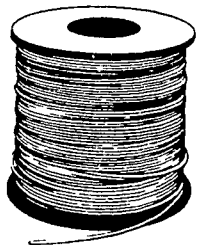
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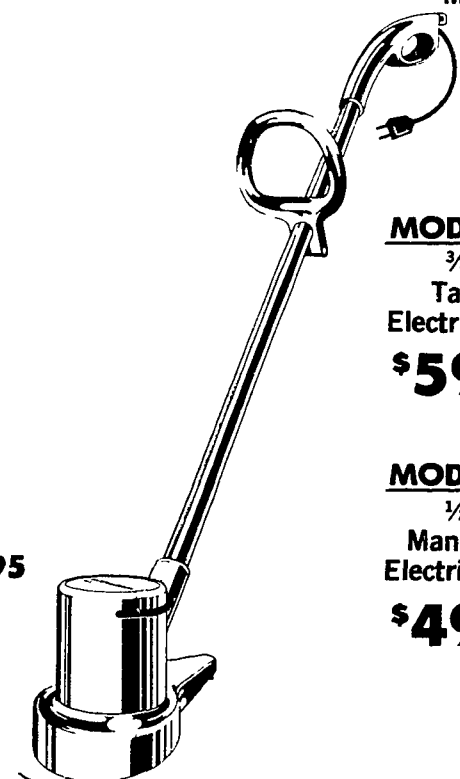
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MODEL 4000
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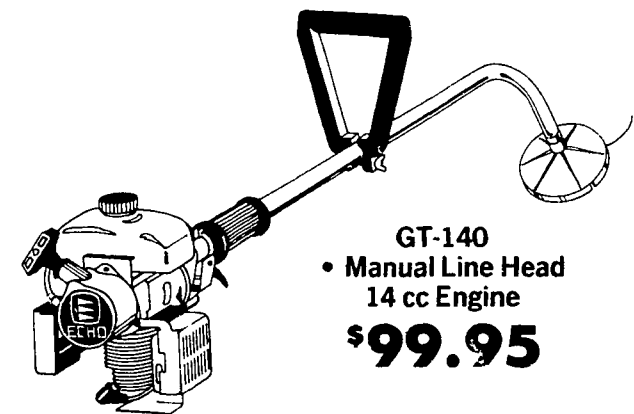
Model 1500

MODEL 1500

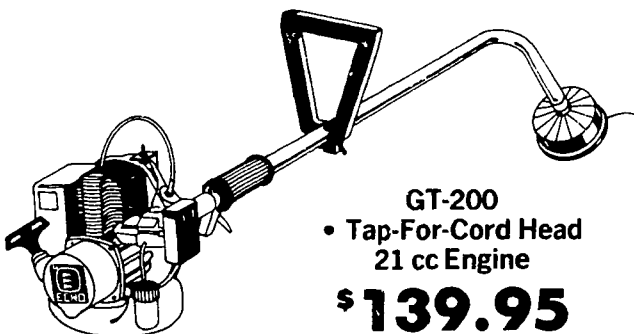
¾ H.P. Tap Head Electric Trimmer **\$59.95**

MODEL 1200

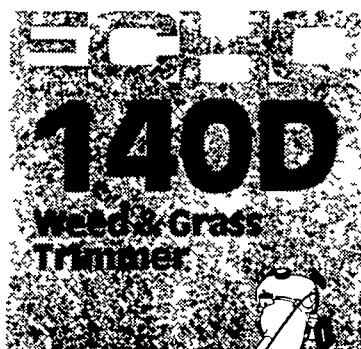
½ H.P. Manual Head Electric Trimmer **\$49.95**



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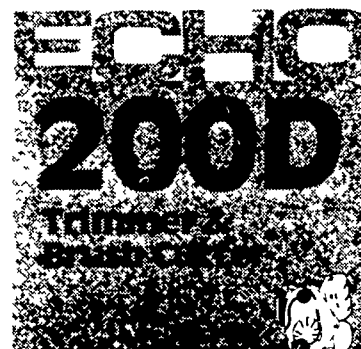
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