What questions should you ask seed dealers?

DEKALB, II. - It's the time of the year again when dealers from more seed companies than you can remember are stopping to see you. Time spent with these individuals can be some of the most profitable time you'll spend during the winter months — that is, if you know what to ask.

First in everyone's mind is yield potential. This is the perfect time to ignore the cottee shop talk and look at real numbers. Ask the dealer for local authentic yield results and be sure you know whether the yield is from an ungleaned, machine-harvested tield or trom a small, hand-picked plot that received special attention.

Be sure you ask the dealer to have a copy of yield results or write them down. This is useful only it you do this with every dealer and then sit down to compare yields between hybrids and companies you are interested in. Get as many yields from each dealer as you possibly can.

Later, you may want to call the tarmer who grew the yield which the dealer is showing. Get his impression — it could be valuable.

Finally, ask the dealer about topend yield potential of a particular hybrid on your tarm. Discuss the field you'll plant it in as well as your management practices. This will help the dealer give you an estimate.

Customer service is critical for you, and you should so inform the dealer. Try to think of possible instances in which you could use the dealer's assistance.

Are there times you're planting late and need more seed? Will the dealer deliver seed to you anytime? Can you change your seed order? When is payment expected and are there any price breaks?

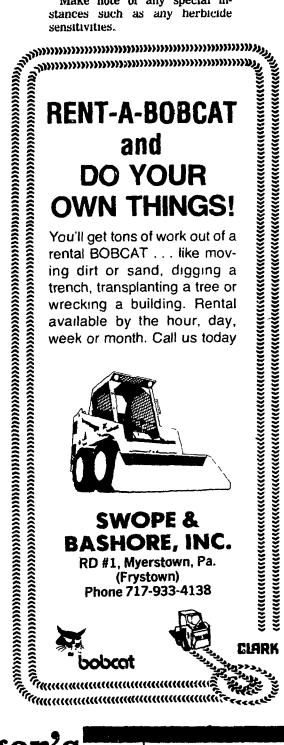
How and who will handle any complaint calls? Is the dealer and the hybrids he sells backed by research and agronomic departments? These questions can help make or break your crop.

When your decisions are

narrowed to a few hybrids, find out about every characteristic you can. Obtain standability, maturity, disease and insect resistance and ear retention ratings.

Make note of any special in-

RENT-A





REDDY HEATEN



List

\$476.95

SALE

38900

horsepower, gas engine Campbell Hausfeld air com-pressor for air power away from power lines 4 2 SCFM air

hose Pressure switch gauge for reading 11 gallon tank FL 3509

MAILBOX MARKET

For Sale- 20 cu. tt Kelvinator side by side retrig-freezer, auto. defrost, white, exc. cond. \$350. Berks Co. 215-926-3432 evenings.

For Sale- One 500 gallon Universal bulk milk tank in good cond., \$500. 301-632-1207.

For Sale 3 Toy Fox Terrier puppies, Luke Martin, RD1 East Earl, Pa. For Sale-Butchering hogs, average 240-250 lbs. Jacob B. Ebersol, 128 Goshon Mill Rd., Peach Bottom, R#2 Pa. 17563.

For Sale- Saddlebred mare, traffic safe and sound. Bred to morgan stud, Isaac K. Stoltzius, Quarryville #2, Pa 17566

For Sale- 20- used steel sash, 50" x 92" 90% glazed \$30. Each or best offer, Lehigh Co 215-282-1640

Wanted to Trade Farmhand 5 wheel hay rake tor Grimm or Pequea hay tedder in serviceable cond., Cumb. Co. 609-825-5051.

For Sale- 1 PTO log splitter \$200. Riteway 2000 stove \$275 Farmhouse for rent (preferably plain people), York Co. 717-229-2522.

For Sale- Reg. Holstein bull, service age, sired by Arlında Jet Stream-Twin, Dam- Will-hel Elevation bell, 215-562-8323 Berks

For Sale 1 Reg. Missouri Fox Trotter, 4 yr. old gelding, green broke, gentle, 717-784-6409 gentle, 71 Columbia Co

For Sale- AC tour hp, Sno-Bee snow blower, like new, Lanc. Co 717-626-

For Sale- 12x8 Concession trailer with oven \$2500 or will trade for pickup truck, Lanc. Co. 717-872-5528

MAILBOX MARKET

For Sale- 1959 Edsel, 4 door, good cond., Franklin Co. 717-597-8300.

For Sale- Self-teeder for two pigs, \$40. Two call buckets, small amount of corn and straw, Lanc. Co. /1/-393-1818.

Wanted- PTO shaft from JD 12A combine, also need 12' or 14' wide overhead door, 717-345-

For Sale- Ford F700 new motor, new tires, 5 speed trans. 2 speed rear. 16' all steel body, 609-395-0232 South Brunswick, NJ.

For Sale- AQHA 6 mo. old beautiful sorrel colt. Stocky built, no white socks, a little white on tace, Lanc. Co 215-267-

For Sale 27" high by 37" wide glass fire place doors with screen in exc. cond. York Co 717-252-2074

For Sale- NH stone crusher, \$895. Steam Jenny hi-pressure washer steam cleaner combination \$495 Lanc. Co. 717-548-2559.

For Sale- MF 550 combine, 43 corn head, 13' grain head, many extras, like new, 814-684-3057.

For Sale- M & W Robot for Combine head to 14', Smoker corn drag, Bedford Co 814-735-3293.

For Sale- Standardbred horse stand's 17 hands broke, Eli E. King, 3334 W. Newport Rd., Ronks, R1, Pa 17572

For Sale- Feed truck blower \$100 Berks Co 215-285-6519.

Wanted- 730 or 830 Case diesel engine block will buy complete tractor it price is right, Leb Co. 717-949-3071

For Sale- AKC Doberman Pinscher pups, Chris Z. Martin, East Earl #1 17519 Lanc Co. near Charles Sauders Mill.

For Sale- Bicycles, Boys 20" \$20. Mans 26" baloon \$5. 26" Middleweight \$6 26" two speed \$7 Lanc Co. /17-665-4150.

For Sale- Used IH Loader tor Farmall H with 100" snow bucket \$175. Lanc. Co. 717-872-2898.

For Sale- Market wagon good shape, 12 volt lights \$1250. Slantz diesel engine w/pulleys for on baler, York Co. /17-382-4454.

For Sale-Tractor chains to fit mostly any size tires, large amount new 2x6's, snow tence, Cole planter, 717-776-7724.

For Sale- 14 teeder pigs, 35-45 lbs. Lanc. Co. 717-786-1882.

For Sale- AC WD tractor with front end loader & scraper blade \$1100. Bucks Co. 215-598-35/5.

Help Offered- Available hired help Jan. 1982 voung christian man prefers working on farm with team people. Elam Z Zimmerman, RD#4, Box 140, Lititz, PA 1/543 140, Lititz, P. 717-733-6698.

For Sale- Massey Ferguson No 3 baler, good cond., \$600 301-692-2838 after 8 p.m. Hartord Co.

For Sale- Storage trailer, 40', dryvan, good floor, insulated, will move to your location, Chester Co 215-431-3183

Wanted- Wood splitting cone for auto axle For Sale- Young Suttolk sheep, \$55 each. 215-582-3066 Berks Co

For Sale-Pair of Goodyear studded snow tires F60-15, used one season, /1/-426-1405 early am. or late p m.

For Sale- Pony sled \$100 Also 2 good ponies, 1 gelding & 1 mare, good for children, Perry Co 717 834-5024.

For Sale- Mennonite, double carriage, lights, no roller bearings, \$350, ready to use, purebred nubian goat \$115 Lanc Co /1/354 8029

MAILBOX MARKET

For Sale-Springer Spaniel pups, brown. Lanc. Co. 717-768-8857.

For Sale- 39 lb. bow. 42 hunting & target arrows, arm protector, finger tip protector, 2 quivers, Montg. Co. 215-723-7756. For Sale- 2 Holstein heiters near treshening,

10 used Badger tree stalls, good cond., Lanc. Co. /17-653-5344 after 7:30 p.m. For Sale- NH 717 harvester, 1H 56 blower, NI

haybine, Lamco silage wagon, Juniata Co. 117-535-5721. For Sale Reg Holstein cow due in Feb. one light

quarter. Records over 600 tat \$700. Lanc. Co. 717-665-4182.

For Sale- German shorthaired pointer pups, reg., \$75. York Co. /17-292-4653. For Sale- 420 JD crawler,

good working cond., Lanc. Co 215-445-5834.

For Sale- 2- P215/75 R15 radial snowtires on 15 rims, excellent tread. Wanted good timothy hay, Lanc. Co. /17-626-1736.

For Sale- 1949 Int. KB-5 truck, 1½ ton flat bed, restored, repainted, all chrome intact, runs perfectly, Chester Co. perfectly, Che 215-647-3839.

For Sale- JD 9' KB Disk and 9' Brillion packer, both good cond., Lanc. Co. 717-442-4596.

For Sale- 1 pr. Hercules 825x14 snow tires, 1 pair Kelly HR78x15 snow tires, 717-949-3175 Leb. Co.

For Sale- JD 246 2-row corn planter, 3 pt. hitch with tertilizer attachments, good cond., \$395. Lanc Co 71/-548-

For Sale- Farmall H tractor, 16 ft. forage wagon, Steam Jennie, 12 5L- 15 tire, tube and wheel for skidloader, Leb. Co. 717-865-6585.

Wänted- Fenders complete & in good shape to fit JD 530. York Co. evenings 717-292-4245. For Sale- 62 Walter snow fighter w/10' hydraulic salt spreader and 11' plow. Also 62 Oshkosh equip 215-584-9022 eve.

For Sale- Blonde fully colt, 6 months old, old logs, Henry R Miller, 2714 Creek Hill Rd, Leola, Pa 17540.

For Sale- Roller bearing top buggy w/brakes and rubber tires in good cond, \$1400. 215-445-5503 Lanc. Co.

For Sale- Live large Muscovy ducks. Girton 400 gallon diplomat bulk tank and transfer station. tractor tire 13-6-26 4 ply, Perry Co. 717-834-36/6. For Sale- Snow blade, 10 tt long, 3 ft. high \$185 /17-657-0830 Dauphin

Free - I male collie, I male part beagle. Also a free doghouse wifirst dog's new owner, Juniata Co 717-463-2902.

Wanted- 3 pt. hook-up cord wood saw, exc. cond. /1/-889-3580 anytime or write R1 Box // Ringtown, PA, 17967.

Wanted- Following equipment - heavy disc harrow, 12' or Igr, transport grain auger. gravity grain wagon, 215 257-9286 atter 7 p.m.

For Sale- New, never used. Kohler 'Lady Vanity' white bath sink, tamily shampoo center & baby bath, Chester Co 215-932-9638.

For Sale- Jeep Cammando A. 1. - 304 - V8, exc. cond. 69,000 miles, new paint AM-FM radio, \$1595 Mittlin Co. 717-935-5223 For Sale- 2 call creep teeders, 1-6tt. creep teeder and 1 8 tt - made of heavy gauge metal, /1/-865-4/5/ Leb. Co

For Sale. New VanDale IMR mixer feeder, good price, also barn cleaner chain, Union Co /1/-966

Bomberger's'

Reddy Heater **Portable Oil-Fired Heaters**

List Price \$499.00 SALE

M150S

Reddy Heater The most powerful heater of the Reddy Heater line. 150,000 BTU output Great for barns, warehouses, factories, or construction sites Runs on kerosene or No 1 fuel oil, and a standard electrical outlet Runs 12 continuous hours on one tank of fuel Equipped with rugged wheels and handles for easy portability. 77 lbs 42"L/20"W/24"H

OTHER MODELS IN STOCK

30,000 BTU M-30 50,000 BTU M-50 M-100 100,000 BTU

List SALE \$225 *179 \$265 ***219**

List ½ H.P. 3/4 H.P. 1 H.P.

\$16900 \$220.95 \$199°° \$259.95 ***349**00 \$469.95 ***399**00 \$515.95 1½ H.P.

OTHER MODELS IN STOCK:

CAMPBELL[®] HAUSFELD

AIR COMPRESSORS

THE STIBOMA

SALE

\$399 ***329** ELM, PA. Monday, Thursday, Friday 'til 9:30 - Tuesday, Wednesday,