



Brockett's Ag Advice

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The Changing World

The changing world made it tough to farm with horses. Other than our Amish, very few farmers still farm with horses. Most present day farmers would not even want to operate with horses, although a well trained horse did have its merits.

Now we are getting another change that will have a long lasting effect on our farmers. As people become more sedentary, more weight conscious, and less af-

fluent, their eating habits change. Fifty years ago who would have thought that people would go jogging to exercise. Most people did a lot of walking, worked 60 to 70 hour weeks, and had a garden. Today we ride everywhere, work 40 hour weeks (except farmers, county agents and a few others), and buy our fresh vegetables at the store.

For awhile, as these changes occurred, people found they could eat better which helped push up

consumption of beef and dairy products. Now, as a result of the economy and a sudden interest in low fat diets, beef is a drag on the market and dairy products are taking a beating.

What Can You Do?

I don't know what you can do, but here are a few suggestions.

1. Quit fighting with consumers who are pressuring for reduced price supports. It's a no win situation. Instead fight to open up our stores of surplus dairy products to world-wide competition. I think we can compete on the world market at a lesser cost to the government than if they have to buy your surplus.

2. Quit fighting to prevent imports. Fight, instead, to have those imports meet the same standards of cleanliness, constant inspection, purity, and handling as you must meet. Fight against the use of natural product symbols and

names by artificial products.

3. Cull those below standard cows. Most dairy producers would make more money if they would sell the bottom twenty percent of the herd right now and then do a better job with the remainder. Don't cull according to beef prices but according to a profit standard. One \$1,000 net profit cow takes up less space, takes less labor, eats less feed, and produces less milk than two \$500 net profit cows.

4. Quit raising dairy bull calves.

Let the veal producer have them or let some one who wants to lose money raise them to sell as beef.

5. Feed colostrum and perhaps even surplus milk to calves. Why spend money to buy replacer from your competition?

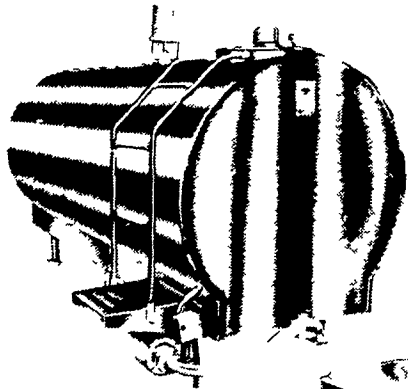
6. Keep and use good records. There is no substitute for good farm records to see the direction you are taking, where you can increase your income, and where you can decrease expenses.

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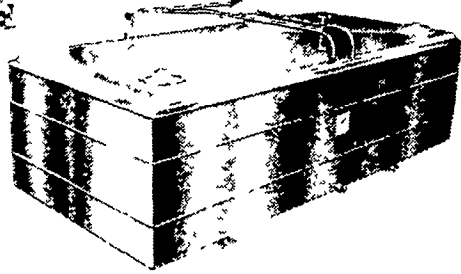
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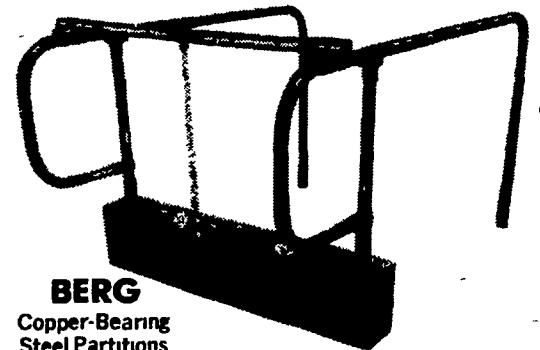
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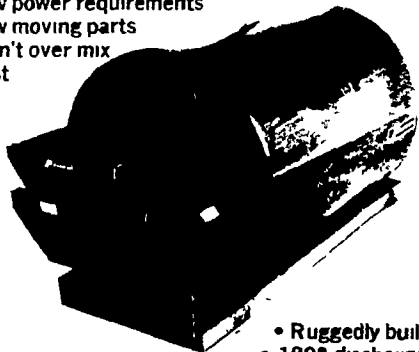
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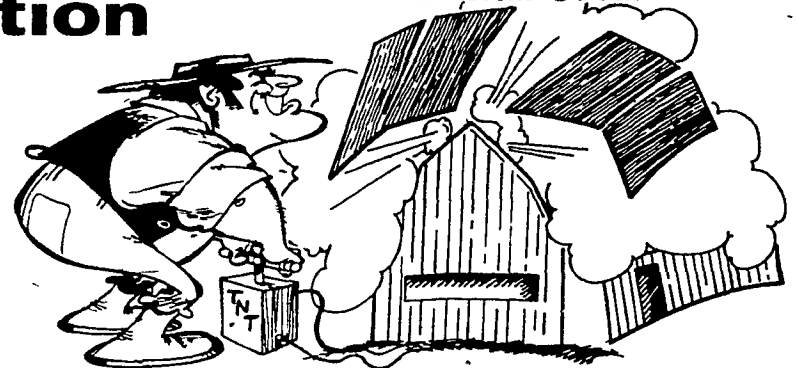
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