



William Spahr was seeking to retire from the mill business just as the Hamiltons were seeking to own such an enterprise.

## Ambition

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into the store and asked if the business was for sale," Dick said "Bill said yes, if we were buying "

After three months of hammering out the financing, Bill Spahr turned the keys over to the Hamiltons. Planning to retire at the end of the year, Spahr is still working as a salesman for the company which is now becoming a Purina dealership

The Hamiltons will carry a full line of livestock and dairy feeds, but they hope to specialize in dairy and poultry. Their business is basically bulk feeds and walk-in trade. They also handle about 60,000 chicks Dicks hopes to expand the business from 200 tons of bulk feed monthly to 500 tons He will serve as the company salesman and Janet will handle the office responsibilities.

Dick refers to himself as being from the old school since he

prefers to do all his feed calculations by hand rather than through a computer

"I get into so many operations where the salesman didn't see what was really going on," he explained

"You have to be a detective and find out what is being fed I don't prefer to use a calculator to balance rations because I think it makes a salesman lazy The results are only as good as the figures put into it, and if he hasn't dug deep enough the figures don't apply I believe in feeding to the individual's needs and so I do my own calculations "

One of the areas in dairying that Dick feels needs more attention is mineral feeding

"Two years ago, I would have said the most critical area for

improvement for most dairymen was the feeding of dry cows and heifers," he said "Now I see more errors in feeding minerals We've got to do a better job of balancing mineral ratios I find that farmers are paying for a lot of minerals that they don't really need "

While still greenhorns at being totally on their own, the Hamiltons are optimistic about agriculture, the economy, and agribusiness whose future depends on the trends of both

"Our in-store business is good and that helps us," Dick said "We're pleased with the administration in Washington and we believe that the farmer is a survivor Janet and I went into this giving it our all It's something we've always wanted and we just go at it day by day

## USDA changes farm numbers release date

WASHINGTON, D.C. — The U.S. Department of Agriculture will publish estimates of the number of farms and land in farms in the United States in its Aug. 11 crop production report

According to William Kibler, administrator of USDA's Statistical Reporting Service, the estimates originally were scheduled for release in this December's farm numbers report That release was canceled in favor of this more timely issuance, he said

The August crop production report will carry preliminary farm and land estimates for 1982 and revisions for 1981, by states Estimates will be based on the current official definition of a farm as any place from which \$1,000 or more of agricultural products were sold or normally would have been sold during the year

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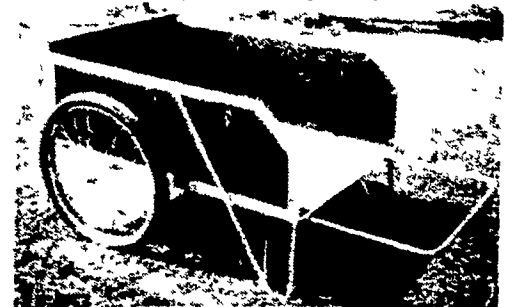
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