



Members and coaches of the Berks County 4-H Dairy Bowl Team who placed first in Pennsylvania and second in the nation, are: Ken Fabian, Bernville (coach); Carol Dreisbach, Northern Berks 4-H Dairy Club; William Leshner, Western Berks 4-H Dairy Club; Connie Ohlinger, Northern Berks 4-H Dairy Club; Scott Troutman, Stouchsburg 4-H Dairy Club; Helen Seidel, 1982 Berks County Dairy Princess; George Merrill, DVM, Bernville (coach).

## Berks Dairy Clubs

(Continued from Page B22)  
 Seeds, Norman Kurtz, Fleetwood;  
 Select Siresm John Bicksler;  
 Shartlesville Farm Supply; State

Farm Insurance, Ken Moyer; Van-Mar Feeds, Inc., Shoemakersville; Willow Creek Animal Hospital; and Young's Inc. & 22 Feed Mill, John Riegle.

## Use pencil as farm tool

NEWARK, Del. — "Pencil farming" is the key to maintaining a profitable farm business in tough economic times. That's the consensus of the speakers at the recent Delmarva Dairy and Livestock Seminar in Dover.

"Pencil farming" means keeping complete, accurate records, and using them to pinpoint weaknesses in the farm business. It means figuring in advance whether or not a proposed change would be profitable.

Should you buy a combine, or continue to contract for custom harvesting? Should you sell your grain, or feed it to livestock? Would it be smart to add a hog operation to your farm business? Would it pay to install an irrigation system? Should you keep your calves or sell them?

University of Maryland extension farm management

specialist Billy Lessley and his University of Delaware counterpart Don Tilmon have worksheets farmers can use to help answer questions such as these. Some are hand worksheets, and others are computer programs. The computer will do all the necessary arithmetic, but it's up to the farmer to supply the information. The extension farm management specialists are happy to help.

At the seminar, banker Stanley Forbes also stressed the need for good, complete records. Now that land prices are no longer escalating every year, lenders are more cautious about extending credit, he said. Before they will approve a farm loan they want a complete accounting of the farmer's profits and losses, cash flow, and assurance that the farmer will be able to repay the loan with interest. These matters should be just as important to farmers as to lenders, and underscore the need for good planning, record keeping, and analysis.

research farm and includes presentations on:

Fly Control — Dr. Lee Hellman, entomology Extension specialist for the University of Maryland;

Crossbreeding Beef Update — Bill Curry, beef Extension specialist for the University.

Bull-Beef Production — Doug Greger, animal sciences graduate student for the University.

Pasture Renovation and Winter Grazing — Less Vough, agronomy Extension specialist for the University.

Beef Herd Health — Monica Haaland, veterinary scientist for the University.

Estrus Synchronization — Walt Williams, animal scientist for the University.

## Md. plans research open house

SYKESVILLE, Md. — The University of Maryland will hold an open house and field day at its Sykesville Beef-Sheep Research Farm next Saturday.

The day-long event is divided into two sessions, a morning open house with beef and sheep research scientists from the University, and an afternoon series of wagon tours of the

research facility.

Registration for the day's events is \$5 which includes luncheon and a copy of the proceedings. Registration is from 8:30 a.m. to 9 a.m.

The morning session gets underway at 9 a.m. in the nearby American Legion Post #233 and includes: Sheep Production in Maryland, Ted Katsigianis, beef-

sheep Extension specialist for the University of Maryland; The Future of Beef Research in the Northeast U.S., Theron Rumsey, beef research scientist, USDA; Calf Scours: Prevention and Treatment, Cy S. Card, head of Penn State's Veterinary Science Dept.

The afternoon series of wagon tours begins at 1:30 p.m. at the

**D.M. STOLTZFUS & SON, Inc.**  
 TALMAGE, PA 17580  
**CRUSHED STONE ASPHALT PAVING POZ—O—PAC**  
 717/656-2411

**HIGH PRESSURE WASHING**  
 OF POULTRY HOUSES AND VEAL PENS  
**BARRY L. HERR**  
 1744 Pioneer Road, Lancaster, Pa.  
 Phone: 717-464-2044



**Register To WIN!** **Data-Feed™** **THE MOST UNIQUE - PROFITABLE DAIRY COMPUTER SYSTEM**

DATA-FEED utilizes the easy-to-operate Rockwell AIM 65 computer, built to last by the space shuttle people. It feeds one ration, or any combination of two rations, all at the same feeder. Instant printouts track feeding activity of individual cows and the entire herd. An alarm list identifies non-eaters and partial eaters. Herd management is made easy with DATA-FEED's new cow calendar print-out.

**Stainless Steel Dairy-Matic Feeders built especially for high moisture corn.**  
 Users report up to \$20/cow per month increased cash flow with computer system by maximizing production & minimizing feed costs. Equipment costs from \$79.00 per cow, or monthly lease plan payments from \$1.75 per cow.

**DON'T BUY ANY COMPUTER BEFORE YOU COMPARE OUR LOWER PRICES AND UNIQUE FEATURES**

**WIN A 90-COW DATA-FEED SYSTEM WORTH \$12,000!!**  
 Complete the coupon for our October, 1983 drawing for a DATA-FEED system. Consists of one computer, three feeders with electronics, 90 cow actuators and rings, and 200 feet of hookup cable. No purchase necessary.  
**DRAWING WILL BE OCT. 1, 1983**  
 \* Employees of DATA-FEED, INC. DATA-FEED distributors and their employees not eligible. Winner must: (A) Be a bonafide owner (or operator) of a dairy operation in the U.S. or Canada; (B) Prepare a suitable site with 110 volt service, provide three stalls and install three feeders all within 90 days of October 1, 1983 drawing; (C) Agree to install and begin using the equipment within 90 days of drawing.

**DATA-FEED DRAWING COUPON**  
 Please rush information on  
 Computerized Feeding System  
 Computerized Milk Metering  
 Computerized Herd Management

HERD SIZE \_\_\_\_\_  
 NAME \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 TOWN \_\_\_\_\_  
 COUNTY \_\_\_\_\_  
 STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
 PHONE \_\_\_\_\_

For information & to enter drawing, mail this coupon to Martin Distributors

**For More Information, Call Or Write:**  
**MARTIN DISTRIBUTORS, INC.**  
 520 Prescott Rd. Lebanon, PA 17042  
 (717) 866-4906

**KERO-SUN**

**45% to 50% OFF**

**BOWMANS STOVE SHOP INC.**  
 Follow Signs from Light at Hinkletown on Rt. 322  
 717-733-4973  
 R.D. 3 Napierville Rd., Ephrata, Pa.  
 Tues., Wed. 9-5;  
 Thurs., Fri. 9-9;  
 Sat. 9-4  
 Closed Monday

VISA