



## Brockett's Ag Advice

By John E. Brockett  
Farm Management Agent  
Lewistown Extension Office

### Estate Planning - V

Last week, I discussed taxes and executors in estate planning and settlement. One final word on executors: it is not a position to be treated lightly and should not be handed out as an honor. An estate executor is the deceased person's personal representative. Co-

executors may be necessary to gain all of the required attributes.

### Insurance

Insurance can be a useful estate planning tool. It can also be an expensive problem if it is not properly set up or the type of policy is wrong for your situation. If insurance is owned by the deceased,

it becomes part of the estate. As part of the estate, it offsets some or all of the liabilities that could reduce the estate value. If the insurance policy is owned by the beneficiary, the proceeds could still be used to pay liabilities, but the insurance would not be part of the estate.

Example: A widower named John Farmer, who has assets worth \$500,000 and debts of \$200,000, has a \$200,000 insurance policy. At his death, his son inherits the farm. At the present time, the value for Federal tax purposes is \$500,000 which means a net tax of \$75,000 if he owned the insurance policy with his son as beneficiary. If the son owned the

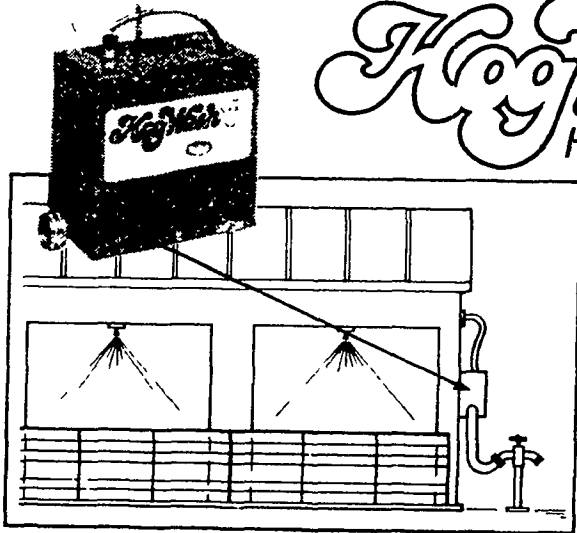
policy, the net value of the estate would be \$300,000 which means a net tax of \$8500. Furthermore the stepped up basis for income tax purposes would be the same for both situations.

Some insurance agents look solely at the future and are concerned with life long protection and/or retirement. Thus a farm family could be under protected for disaster early in their career when debts and other obligations are high. Reason - available cash can only pay for 20% of the necessary coverage it is for a whole life policy.

What are some possible solutions? They all hinge on working with a knowledgeable insurance agent. By knowledgeable, I mean someone who understands farm business as well as the in-

surance business. If part of the sales pitch is "look how small of an amount of your milk check or farm income is represented by the premium", the agent is not knowledgeable. He or she does not understand that as much as 90 percent of your cash farm income goes out as operating expenses or debt service. A knowledgeable insurance agent starts with your business and asks what is the purpose of insurance now, in ten years, and over the long haul. Another logical question is what is the availability of cash with which to pay premiums? Finally, can I build a program that will fit into the family budget and come as close as possible to meeting immediate needs. A final word - it costs nothing to talk to several agents.

## Keep Your Hogs COOL



The simple, reliable system that cools hogs when they need it, shuts down when they don't. And does it without failure-prone electricity or timers.

## TRI-COUNTY SWINE SYSTEMS

608 E. EVERGREEN RD.  
LEBANON, PA 17042  
(717) 274-3488  
Hours: Mon.-Fri. 7:00 to 4:30



## SOYBEAN ROASTING ON YOUR FARM

DON'T WASTE IT - ROAST IT

**Moldy or Musty Corn**  
Have it restored to usable condition by roasting.

Make higher profits from all grains. Roasting improves TDN, destroys molds, retards toxins and removes moisture.

CUSTOM GRAIN ROASTING DONE IN PA AND SURROUNDING STATES OR OWN YOUR OWN ROAST-A-MATIC GRAIN ROASTER.

### DALE L. SCHNUPP

RD 6, Lebanon, Pa. 17042  
PH: 717-865-6611

ALLEN SUMMERS  
RD 1  
Nottingham, Pa. 19362  
215-932-4761

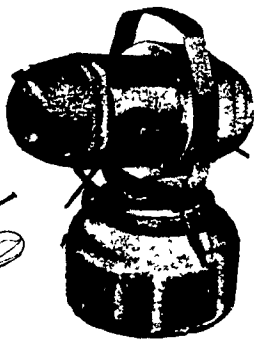
DAVID N. GROFF  
RD 1 Box 506C  
Lewisburg, Pa. 17837  
717-996-3593

BOB STULTZ  
RD 2  
New Paris, Pa. 15543  
814-733-4190

## WRAP UP YOUR FLY CONTROL PROBLEMS ON THAT OLD EARTAG

New Ectibar Tape

## CONTROL FLIES WITH A FOGMASTER AND HOFFMANS FLY SPRAY



# 70

## FLY STIK

Fly Trap  
Fly Control For:  
• Barns  
• Stables  
• Dairies  
• Hog Operations  
• Homes  
• Patios  
• Gardens



## FLY BAIT

ECI FLY BOMBS  
DAIRY AEROSOL

FOR MILK HOUSE AND ANIMALS  
Kills house flies, horn flies, stable flies, gnats and roaches

## AARON S. GROFF & SON

FARM & DAIRY STORE  
RD 3, Ephrata, PA 17522 (Hinkletown) Phone (717) 354-4631  
Store Hours - Mon., Thurs & Fri. 7 A.M. to 9 P.M.  
Tues. & Wed. 7 A.M. to 5 P.M.; Sat. 7 A.M. to 4 P.M.

WE GIVE



GREEN STAMPS

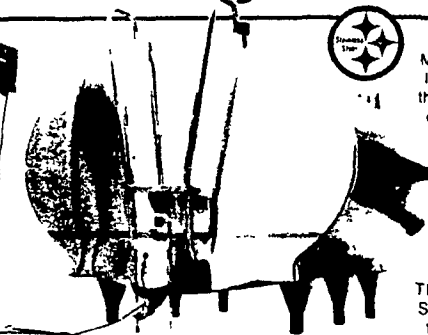


"The Ultimate Measure of a Cooler's Worth is its Performance!"  
and when you put your milk in a Mueller HiPerForm

...its like Money in the Bank!

The HiPerForm Electronic Refrigeration Washing System has a new look and new features!

- Alarm Circuit
- Pre-start Control
- Manual Bypass
- Digital Display
- Automatic Interval Agitator
- Agitate Time Switch
- Digital Temperature Readings



Mueller Model OH Milk Coolers not only look good they offer the ultimate in sanitary design and are 100% stainless steel!

FIELD SERVICE TRAINED DISTRIBUTORS offer INSTALLATION and 24 HOUR SERVICE to ensure the safekeeping of your milk!

## USED TANKS AVAILABLE

## MARTIN'S REFRIGERATION SERVICE

1122 Woodstock Rd.,  
Fayetteville, Pa. 17222

Phone (717) 352-2783  
Sales & Service



Look for the "REAL" Seal on Milk

ECI • ORTHO • SWEET LIX • SILAGE CARTS • HERDEX • RUST-OLEUM • WIC • TBZ • KNAPP SHOES • DIETZLER PAINT • MAR-GRO • STAR-LABS • J.L. HOFFMAN CO. INC. PRODUCTS • PRIMALAC • ECI