



Brockett's Ag Advice

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Success Factors - Birth Date, Family, costs

Last week's column discussed costs and the need to keep costs in line with prices received. Many farmers feel that they have

already cut costs as far as is possible. This may well be true in some cases. Unfortunately there are two factors involved in the success of a farm business that are out of a farmer's hand in so far as

change is concerned. The first is when and where a farmer was born and thus when the farm business was started. This is a major factor but is completely out of your control. The second has to do with the family into which a farmer was born. Again there is no way to change this except thru adoption or possibly marriage.

Once those points have been conceded we not can look at some factors that can be changed, corrected, or modified. In other- words factors that are part of a manager's decision making process. Costs can be changed as can debt service payments and family living expenses. Some of it

depends on your willingness to sacrifice time, goals, family living standards, and tradition. Some depends on your ability to see, understand, and use new ideas and technology. Some of it depends on your ability to think, invent, and innovate. Much of it depends on your knowing what the cost is now, what makes up that cost, and why. Only then can you begin to look for ways to reduce cost in a way that has the most effective benefit on profits.

Feed Costs

Let's analyze feed costs as an example: Feed is divided into three main categories - energy or calories, protein, and additives especially vitamins and minerals. Energy is the major feed category in quantity as well as in cost. It is the thing that keeps all of us going. Excess energy for a dairy cows turns into expensive fat. Inadequate energy means that protein and the mineral-vitamin complex will probably be inadequately utilized. Energy comes from all types of feed but th

major source for most dairy and livestock farms is corn. Corn silage is also a good energy supply. Protein is more expensive on a per unit basis than energy but much less of it is needed so total protein costs are probably less than that of energy. Major suppliers of protein are soybean oil meal and other oil meal by products and alfalfa hay. But, corn can produce nearly 500 pounds of protein per acre and good corn silage may even get up to 800 pounds. Vitamins and minerals are in most feeds used but usually must be added as a supplement to provide an animal with an adequate supply.

Summer Feed

It is much more difficult to balance the rations for cows on pasture than for those in the barn. It can be done if you are really interested in increasing profits. Work on the basis that a cow will eat about 2 to 2.5 lb. of hay equivalent for every 100 lbs. of body weight each day. If you know how much stored feed she eats, the rest is pasture.

Pa. maple tour Sept. 23-24

CORRY — The 1983 Pennsylvania Maple Tour will be held on Friday and Saturday, Sept. 23 and 24, in Northeastern Pennsylvania near Corry.

This two-day event is paced full of interesting stops including five sugar houses, and egg operation, a fish hatchery, a potato chip operation, a winery, a fruit market and cider press plus and op-

portunity for the ladies to shop at a large mall.

There will also be industry displays and representatives to discuss their products.

For additional information please contact the Wayne County Extension Office by dialing 717-253-5970 ext. 114. Registration for this Pennsylvania Maple Tour will be accepted until September 9.

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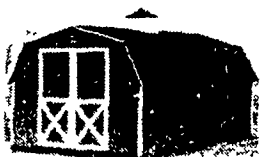


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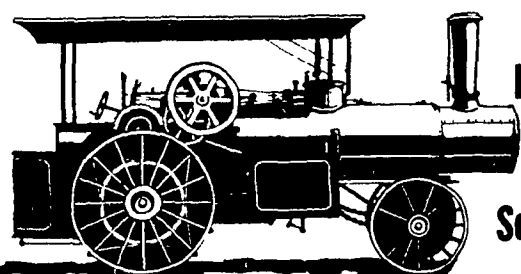
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SATURDAY, Coburn Symphony, Pony Pull 10:00, Blue Grass Band 5:00-6:30 p.m., Horse Shoe Pitching, Square Dance and Cake Walk 8:00 p.m., Antique Tractor Pull Afternoon, Windermere Farm 6 Horse, Hitch Demonstration.

SUNDAY, Church Services 9:00 a.m., Pine Grove Mills Men's Chorus, Wood Choppers, 6 Horse Hitch Demonstration.

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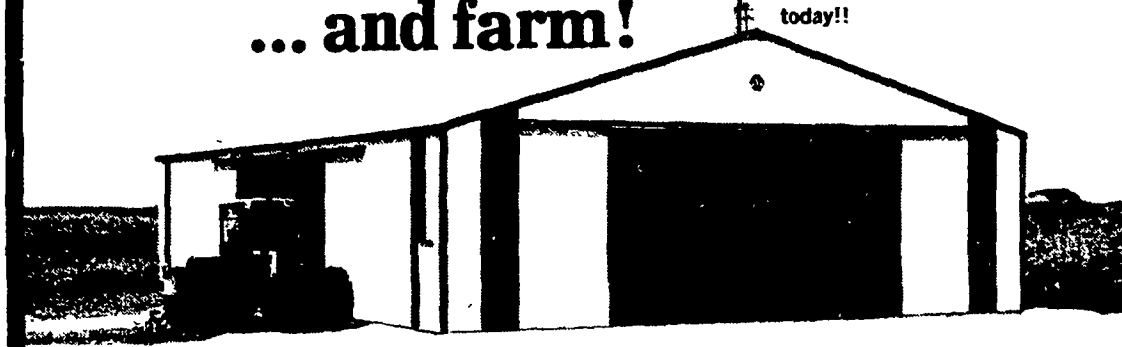
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