


records and they could do a business enterprise analysis, if the desire was there. I guess the question comes back to the one I have asked many times before "how much do you want to farm?"



**Brockett's Ag Advice**  
By John E. Brockett  
Farm Management Agent  
Lewistown Extension Office

**New Year**  
As you start a new year why not do yourself a favor. Make one resolution - to keep a good usable set of records for 1984. Then pin this resolution on the bulletin board on the kitchen refrigerator, on your farm office wall and on the conspicuous bathroom wall. Have someone in the family be responsible each month to replace that paper containing the resolution with a fresh one. Give a prize at the end of the year to the most inspiring one.

Last week I suggested making an inventory. That could be part of your record keeping. If the day ever came that all the farmers in my area had good records, and used them, I'd probably be as happy as an old hog in a mud puddle on a hot July day. Most farmers use records solely for tax reporting. What a waste of a valuable resource.

**Your Enterprise**  
Regardless of your farm enterprise speciality records are important. If you are not keeping and using records to determine production costs, you are not making as much money as you could. For some of you wise guys out there I am only taking about

legit farm enterprises not "the weed" or "joy juice."

Time and again I work with a farmer who complains that he is not making as much income as he should. The phrase "someday the public is going to wake up and find no farmers and no food" is a cop out for those who are looking for excuses to not keep and use records. For those of you who think this is a statement you or your generation has first concocted, think again. Adam probably said it to Eve just before the snake came into the act.

**Records and Analysis**

There is a lot of help available thru "Extension" as well as private organizations to those who want good records. What are the criterias for good usable records? 1. it must be simple and easy to keep, 2. it must have enough detail so the farm manager can look at it a year later and understand what it says, 3. it must have enough detail so the information can be used to analyze and to project the farm business, 4. it must be usable for tax reporting, credit determination, and managerial decision making.

Farmers are basically ingenuous people. They could keep good



**PLANT FOOD COMPANY, INC.**

**9-18-9, 3-18-18 And Other Formulations of Liquid Fertilizer!**


**Visit Us Again This Year At The PA Farm Show... Booth 500 & 501**

**Special Attraction!**

Stop At Our Farm Show Display And See The IBM Computer Comparing Corn Planting Costs. We Will Put Your Cost Figures In Free!

**Hi-Score Plant Food Co., Inc.**  
P.O. Box 7775      3175 Oregon Pike  
Lancaster, Pa. 17604  
717-656-4191      Dealer Inquiries Invited

**MAXIMIZE**



**Your Feed to Milk Ratio!**

**...And Your Production!**


**Data-Feed** uses the easy to operate Rockwell AIM 65 computer. Over 50 000 have been sold worldwide - and they are made in the U S A

Software for this expandable computer is constantly being improved by **Data-Feed** engineers - and so is the dependable radio frequency cow I D system

ASK a **Data-Feed** dealer who makes his computer he'll tell you Rockwell the Space Shuttle people

ASK a Brand X dealer and he probably won't tell you!

Call **Toll Free** 1 800-548 7197 for a demonstration in your home




**C & S SALES**  
P.O. Box 412 Mountville, PA 17554  
(717) 394-7707

DAIRY    HERD SIZE  
DEALER  
Have Your Representative Contact Me!

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_  
Zip \_\_\_\_\_ Tel \_\_\_\_\_

CALL TOLL FREE 1 800-548 7197

**THE FARM BUILDING SPECIALISTS**

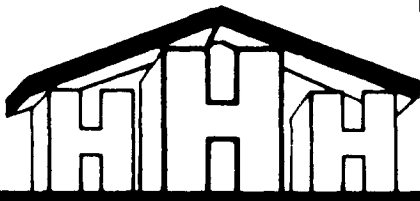


Pictured Above: Linden Hall Boarding School 36'x132' Boarding Stable

Sounds like a good economic outlook for 1984! This may be the time for farmers to go ahead with their livestock building expansion and updating plans.

Give us a call at Triple H Construction for free and competitive estimates. We can help you finalize your building plans and show you some of our recently finished construction projects.

Contact Glenn Horst, Luke Hibshman or Nevin Wagner for more information.



**Triple H Construction Co.**  
14 N. Church Street  
Ephrata, Pa. 17522  
**717-738-2142**  
The Farm Building Specialists