



## Brockett's Ag Advice

By John E. Brockett  
Farm Management Agent  
Lewistown Extension Office

### A Farm Manager's Job

A farm manager's job has never been easy. The hours are usually long and with the mixed up spring we've been having, those hours are even longer. Some people are trying to put 36 hours into every day. Risks are high and becoming higher. It used to be that some of the risk was borne by the lending, service, and supply people. Due to economic problems of their own, they have shifted much of the risk back to the farmer via interest rates, surcharges, and reduced periods of time for payments. The stress level on farm managers is high at all times, but during a spring like this it has gone even higher. Anyone who thinks that farm life is easy and casual today should think how they would feel with \$30,000 of seed and fertilizer sitting in a shed doing nothing. Or that same amount in the ground with nothing coming up after two or three weeks. That's stress.

### What Can You Do?

Farmers are often victims of circumstances over which they have little if any control. Things like political action (you can sympathize with the Olympic athletes to some degree), weather, the futures market speculators, adverse publicity for both over production and under production, competition with products from other countries, and lack of quality control at the export level can all reduce farm profits. However there are things you can do to help yourself.

### Be Prepared

When I was a Boy Scout many years ago the motto was "Be

Prepared". That should be a farmers motto. Be prepared to take advantage of breaks in the weather. Have equipment ready to go - don't wait until the day is bright and sunny to change the oil in your tractor. Keep an eye on fields so you know how far along the hay is right now, whether insects are starting to work on it, whether a field is suitable for corn planting.

### Plan Ahead

How much feed will you need for this next year? Which fields should be top dressed or sprayed right after first cutting is removed? What are your alternatives if you can't get 10 acres planted to the corn variety you have on hand? Can you use 10 acres of sorghum-sudan or put in an earlier corn or go to soybeans. If you were going to plow up a hay field for corn, is there enough hay on it so that you could wait a year before plowing it.

### Keep Records

Farmers who keep usable records then use them are always ahead of those who don't. Crop and field records can help you make some of those very valuable decisions such as insect control or fertilizer amounts especially if your budget won't stretch to allow you to go 100 percent with soil test results. Dairy and livestock records are invaluable for culling and economical feeding decisions. Some dairymen who use records carefully for culling purposes can increase milk sold and reduce feed costs. Financial records are too often kept solely for tax purposes. That is a waste of an extremely valuable resource. How many of

## MILK MARKET NEWS

### Farmers to receive \$12.36 for April milk

NEW YORK, N.Y. — Dairy farmers who supplied milk plants regulated under the New York-New Jersey marketing orders during April 1984 will be paid on the basis of a uniform price of \$12.36 per hundredweight (26.6 cents per quart).

Market Administrator Thomas A. Wilson also stated that the price was \$12.55 in March 1984 and \$12.85 in April 1983. The uniform price is a marketwide weighted average of the value of farm milk used for fluid and manufactured dairy products.

The seasonal incentive fund removed 30 cents per hundredweight from the dairy farmers' uniform price for April, a total of \$2,983,436.29. Deductions will continue through June and will be returned in the August through

you would allow your best 40 acres to lay idle every year? or shoot your best two year old cow? Yet those of you who do not keep and use financial records for other than tax purposes are committing just as great of an atrocity.

### Change

There is nothing wrong in changing your mind or your direction or your decisions if you have a valid reason. Too many farmers become "bull headed" about change. Decisions that were "right" last year may be wrong or only partially right this year. Perhaps less corn more hay would be a good solution to the rather erratic spring we've had so far in 1984. Give it some thought.

### Reduce Stress

Consider this: To survive thru the 1980's, you need the Courage to change those things you can change, the Serenity to accept those things you can not change, and the Wisdom to recognize the difference.

November uniform price calculations.

A total of 16,901 dairy farmers supplied the New York-New Jersey Milk Marketing Area with 994,478,762 pounds of milk during April 1984. This was a decrease of 1.9 percent (about 20 million pounds) from last year. The gross value to dairy farmers for milk deliveries was \$126,027,570.79. This included differentials required to be paid to dairy farmers but not voluntary premiums or deductions authorized by the farmer.

Regulated milk dealers (handlers) used 360,911,807 pounds of milk for Class I, 36.3 percent of the total. This milk is used for fluid milk products such as homogenized, flavored, low test

and skim milks. For April 1984, handlers paid \$14.31 per hundredweight (30.8 cents per quart) for Class I milk compared with \$14.84 a year ago.

The balance (633,566,955 pounds or 63.7 percent) was used to manufacture Class II products including butter, cheese, ice cream and yogurt. Handlers paid \$11.98 per hundredweight for this milk.

The uniform price is based on milk containing 3.5 percent but-terfat. For April 1984, there was a price differential of 16.4 cents for each one-tenth of one percent that the milk tested above or below the 3.5 percent standard.

All prices quoted are for bulk tank milk received within the 201-210 mile zone from New York City.

### New lab reported

CROYDON — Miller Analytical Services announces its new soil and plant tissue analysis laboratory. Complete testing services catering to the agricultural, horticultural, and landscaping business are offered. Samples

from the home gardener to the large grower are quickly and accurately analyzed.

For further information write: Miller Analytical Services, P.O. Box 57, Croydon, PA 19020-0907.

### Milk shed

(Continued from Page D20)

fellow hobbyists in touch with one another and abreast of current finds, prices and events.

Through that publication, advertising in hobby-trade magazines, a ten-times-yearly mailing to his customers, and of course his Shrewsbury shop, Robinson constantly changes his inventory through purchases, sales and trades.

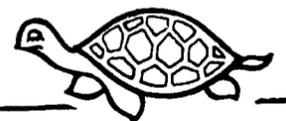
For bottle collectors like Robinson and his fellow members of the Baltimore Antique Bottle Club, the "Milk Route" annually

sponsors a national convention of dairy related collectors.

Held in June at Ballston Spa, N.Y. that convention coincides with the annual opening of the National Bottle Museum, at the Verbeck House, Church Avenue, in Ballston.

To anyone interested in learning more about the history of the dairy industry Robinson recommends reading "The Dairy Industry In America," a rather large volume by Ralph Selitzer, and published by Dairy and Ice Cream, Field Books for Industry.

DON'T  
BE  
SLOW



Call Now To Place Your  
CLASSIFIED AD

Ph: 717-394-3047 or 717-626-1164

## Price Reduction Permatran III

Universal Transmission & Hydraulic Fluid

For use in transmissions, hydraulic systems,  
power steering, torque converters.



Quality oil at a reduced price

2½ Gal. Container Was \$19.15 Now **\$16.25**

See us today!



N.H. FLICKER &  
SONS, INC.  
Box 68 Maxatawny, Pa.  
215-683-7252



JUNE DAIRY MONTH  
SPECIALS



- Rite Air 24" Two-Stage Circulating Fans  
(We Service And Repair Circulating Fans)
- We Repair And Replace Chains For All Makes Of  
Barn Cleaners And Silo Unloaders
- Galvanized Steel Columns -  
Sizes: Every 6" From 6'6" to 10'
- Rubber Cow Mats Available In Most Sizes
- Ask About Our Complete Package For Dairy Barn  
Installations, Buildings And Equipment. CALL US

—You Can Count On Us—

STOP IN TODAY FOR FREE CATALOG  
INQUIRE WITH US FOR SILO PRICES

HENRY S. LAPP

Box 175, R.D. 1 (Cains)

Gap, PA 17527

(717) 442-8134