

NEW UNDERGROUND STEEL FUEL STORAGE TANKS

Capacity (Gallons)	Diameter	Length	Gauge (Thickness)	Weight (Pounds)	Price FOB Quarryville
285	3'0"	5'6"	12	278	123.00
550	4'0"	6'0"	10	549	220.00
550	4'0"	6'0"	7	751	274.00
1,000	4'0"	10'8"	10	827	324.00
1,000	4'0"	10'8"	7	1,129	406.00
1,000	5'4"	6'0"	7	1,028	378.00
1,500	5'4"	9'0"	7	1,388	509.00
2,000	5'4"	12'0"	7	1,735	620.00
3,000	5'4"	17'11"	7	2,432	837.00
4,000	5'4"	23'10"	7	3,130	1055.00
5,000	8'0"	13'7"	1/4"	4,484	1821.00
6,000	8'0"	16'0"	1/4"	5,588	1926.00
8,000	8'0"	21'4"	1/4"	6,981	2414.00
10,000	8'0"	26'8"	1/4"	8,375	2847.00
10,000	10'0"	17'0"	1/4"	7,829	2610.00
12,000	8'0"	32'0"	1/4"	9,768	3310.00
12,000	10'0"	20'6"	1/4"	8,946	2969.00
12,000	10'6"	18'7"	1/4"	7,900	2978.00
15,000	8'0"	40'0"	5/16"	14,823	5003.00
15,000	10'6"	23'2"	5/16"	11,857	4575.00
20,000	10'6"	31'0"	5/16"	15,105	5716.00
25,000	10'6"	38'9"	3/8"	23,883	7600.00
30,000	10'6"	46'6"	3/8"	27,923	8800.00

Tanks are fabricated in strict accordance with the specifications of Underwriters' Laboratories, Inc. Exteriors of underground tanks are coated with black asphaltum paint. Exteriors of above ground tanks are coated with red primer STI P3 system of corrosion protection for underground steel storage tanks available at an additional charge. We can provide timely delivery anywhere from 2 locations: Quarryville, PA; and Clarksville, Virginia. Contact us for delivery costs. We invite inquiries by phone or mail.

USED STEEL FUEL STORAGE TANKS

Capacity (Gallons)	Diameter	Length	Gauge (Thickness)	Weight (Pounds)	Price FOB Quarryville
275*	27"	5'	14	250	60
3,000	5'4"	17'11"	7	2,432	150 to 300
4,000	5'4"	23'10"	7	3,130	250 to 500
6,000	8'0"	16'2"	1/4"	5,123	500 to 660
8,000	8'0"	21'6"	1/4"	6,475	700 to 880
10,000	8'0"	26'8"	1/4"	8,375	1100

Used tanks and used tank shells may not bear underwriters' label nor are coated with black asphaltum paint.

NEW GASBOY FUEL PUMPS

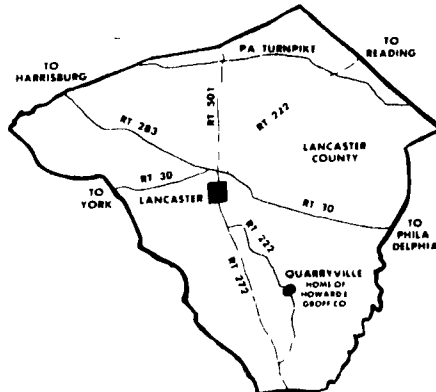
Model	Description	G.P.M.	Price F.O.B. Quarryville
1230C	Complete w/counter, rotary hand type	20	126.00
60	12V DC w/meter	12	372.00
72	115V w/meter	14-15	375.00
1820	115V w/meter, w/cabinet	14-15	413.00
1820K	115V, same as Model 1820 w/2 units, Keytrol	14-15	513.00
390	115V w/Meter	14-15	516.00

NEW FILL-RITE FUEL PUMPS

Model	Description	G.P.M.	Price F.O.B. Quarryville
NP 701	115V w/Meter	14-15	354.00

LOW PRICE PROTECTION POLICY:

Within 30 days of purchase if someone advertises or offers at a lower price the same tank you have already purchased from us, let us know, because we'll pay you the difference!

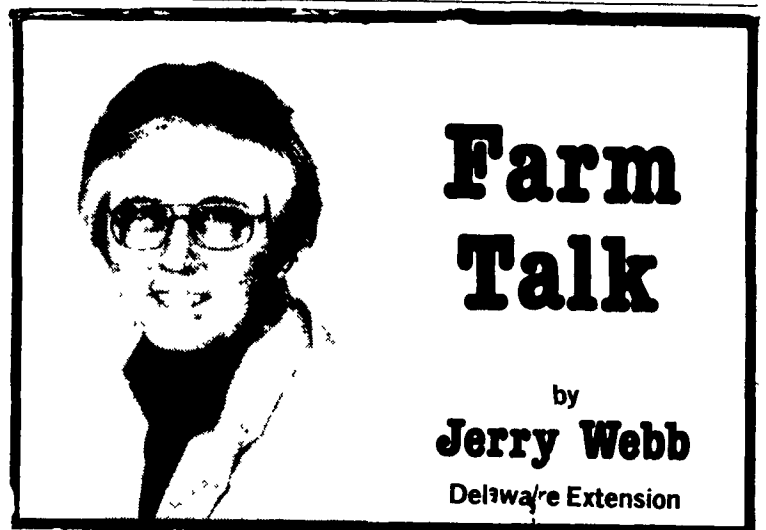


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Farm Talk

by
Jerry Webb
 Delaware Extension

We may be making a serious mistake by trying to determine how well farmers are doing by looking at average farm income. First of all, it's an average, which can be terribly unreliable. It doesn't take into account the increasing value of a farmer's operation, and even more importantly, it doesn't measure the off-farm income that surprisingly amounts to more than farm income.

That's right — farm families actually earn more money away from the farm than they do on the farm. Slightly more than half of the farm sector's total income is from off-farm sources. A third of all U.S. farms rely on off-farm jobs for more than 90 percent of family income. They produce a very small amount of farm commodities, but they're still farms and they're still averaged in when it comes time to figure average farm income.

There's pretty good evidence pointing out that off-farm jobs tend to be a very stabilizing influence in agriculture, helping farmers even out the ups and downs of good years and bad. Off-farm income, which in many cases amounts to part-time farming, makes many farmers virtually immune to the economic problems of agriculture. In truth, most of these kinds of operations consider farming a way of life and would continue to live there and operate their farms even if they weren't making money.

And so we have two kinds of farmers emerging as we head toward the next century. Those who are growing even larger and stronger and who are producing more and more of the nation's food output, and those who are clinging to an agricultural way of life through off-farm opportunities. There are still many caught in the middle who will perhaps make a decision in the near future, whether they are going to be in or out of big time agriculture. But as the figures show, many of them already aren't that dependent on farm income.

It's obvious that if more than half of the farm sector's total income is derived from off-farm sources, then less than half must come from farming. And that's pretty silly when you stop to think about it. It means that on the average farming is a part-time business — that it produces less than half of the average farm family's income. It's been described as the most important job in this country, with dozens of people depending on the output of

each farm worker. And yet it's a part-time job.

This set of circumstances leaves me with the feeling that there's plenty of opportunity for change in agriculture over the next few decades. If more than half the farm sector's total income is derived from off-farm sources, that means a lot of farm family interests and energies are devoted to something else. And that spells opportunity for the farm family that can concentrate on farming.

The family whose skills, talents and time are available around the clock right there on the farm can probably move ahead at a much faster pace than a family with members going off to town to work regular jobs. The farmer with no other income realizes he must make it on the farm and takes the necessary action. He adds enterprises that utilize family labor. He culls and replaces low producing livestock. He plants crops that fit in with family labor patterns and he does not shy away from challenges that tie him to the farm.

Obviously, he is more at the mercy of the perils of agriculture. He's more vulnerable to dry weather, low prices, insect outbreaks, and the continuing cost-price squeeze. But he's also in a better position to do something about some of those problems.

It must be comforting for a farmer or his wife to have a good job in town so that the good things of life continue even in a disastrous crop year. But in today's big time agriculture, is it realistic to divide the important labor management resource between farm and off-farm interests?

The figures I've seen don't say that big farmers have no off-farm income, but they do indicate that large operations are less likely to have other sources of income than small operations, who by their very size are forced to have other income. But I'm firmly convinced that today's farmer with serious outside interests is kidding himself when it comes to his future in production agriculture.

No doubt there are many farmers, especially young ones, with off-farm incomes who are moving ahead in agriculture with the hope of eventually devoting full-time to farming. And that's a decision they must look at very carefully. When do they give up the comfort of an extra income to sink or swim in farming? It's a decision that's easy to put off, but one that could be costing them in the long run.

Yocum slates field day

LANDISVILLE — John Yocum, Director of the Penn State Southeastern Field Research Laboratory, has announced a field day will be held Aug. 9 from 10 a.m. until 3 p.m. at the Laboratory near Landisville.

Specialists from Penn State will be on hand to explain the research and to answer grower questions. Crops to be covered are corn,

soybeans, forage, tobacco, potatoes, snap beans and flowers. Varieties, weed control, insect and disease control, fertility and tillage systems research on the various crops will be available for viewing.

Lunch will be available by Lancaster County Farm Women Society #5.

This field day is open to any interested person.