

# AMERICAN BREEDERS SERVICE

## TRIPLE PLUS



**29H4530 Scenic-View Chief APOLLO J  
VG-85**

**PLUS 62 lbs. of Fat**

**ABS OFFERS FOR YOUR CONSIDERATION THIS  
FARMERS DOZEN (13) TRIPLE PLUS BULLS.**

Bull Code and Name	PD\$	PDM	% T	PDF	RPT	PDT	TIP	RPT
29H2851 Valiant	+175	+1295	+.04	+54	99	+2.09	+752	99
29H3195 Vic	+133	+ 825	+.10	+47	80	+ .59	+553	76
29H3392 Anticipation	+129	+ 459	+.23	+58	73	+ .29	+505	74
29H4530 Apollo J	+128	+ 336	+.28	+62	51	+ .68	+528	51
29H4655 Mr. J	+119	+ 919	+.01	+35	42	+ .33	+509	48
29H4215 Marc	+111	+ 768	+.05	+36	60	+1.06	+543	60
29H3268 Logic	+102	+ 741	+.03	+32	80	+ .81	+507	79
29H3815 Milkmaster	+ 98	+ 756	+.01	+29	92	+1.09	+520	77
29H4130 Triune	+ 98	+ 462	+.13	+40	57	+ .21	+445	60
29H2779 Frosty	+ 95	+ 727	+.01	+28	99	+ .95	+502	96
29H3820 Dairyman	+ 95	+ 576	+.07	+34	66	+1.69	+548	60
29H3183 Ken Royal	+ 93	+572	+.07	+33	95	+ .41	+455	82
29H3161 Print	+ 92	+ 532	+.08	+34	92	+ .09	+427	80
13 Average	+133\$	+690M	+.09	+40F	76%	+ .79 PDT	+523 TPI	72 RPT

**CALL YOUR LOCAL ABS REPRESENTATIVE AND ASK FOR HIS TRIPLE PLUS BULLS. THEY WILL ADD TEST AND TYPE TO YOUR HERD ALONG WITH A VERY RELIABLE GROUP AVERAGE 76 PERCENT REPEATABILITY!**

### IN PENNSYLVANIA

Allenwood, PA	George Showers	717-538-1812
Bangor, PA	Eric Heinsohn	215-588-4704
Carlisle, PA	Wayne Piper	717-532-4401
Clifford, PA	William Horton	717-222-3224
Coburn, PA	Wendel Musser	814-349-5310
Columbia, PA	James Charles	717-898-8694
Dornsife, PA	Steve Kieffer	717-758-1714
East Earl, PA	Darvin Yoder	717-733-0966
Holtwood, PA	Paul Herr	717-284-4592
Lebanon, PA	Paul Martin	717-949-2381
Leola, PA	Lynn Gardner	717-656-6700
Linden, PA	Larry Bower	717-323-9710
Mansfield, PA	Harold Robson, Jr.	717-662-7731
Mifflinburg, PA	John M. Beachy	717-966-1344
Mifflintown, PA	Mervin Zendt	717-436-6386
Millville, PA	Wilmer Hendricks	717-458-5949
Prospectville, PA	William Tynor	215-542-8479
Reading, PA	Andrew Cooper	215-378-1212
Reedsville, PA	Chester G. Selfridge	717-667-3181
Rothsville, PA	Keith Campbell	717-733-1226
Stewartstown, PA	Tom Engle	717-993-6836
Thomasville, PA	Ira Boyer	717-225-3758
Ulysses, PA	Bonnie Barker	814-848-7674
West Grove, PA	Sidney Peters	215-869-9187

### IN NEW YORK

Johnson, NY	Peter Vander Schaaf	914-355-1692
Pen Yan, NY	Calvin Crosby	315-526-6144

### IN DELAWARE

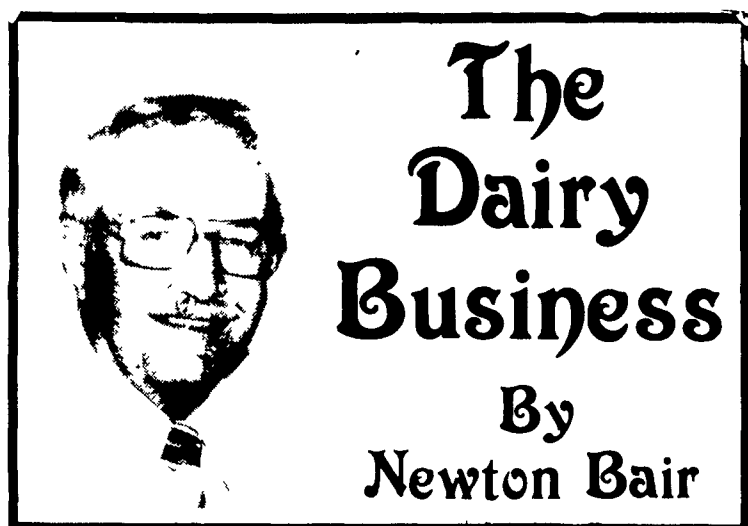
Kirkwood, PA	Dan Rush	717-529-6548
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### IN NEW JERSEY

Baptistown, NJ	Cindy Gordeuk	201-996-2088
Elmer, NJ	Cyndy Hetzell	609-455-8187
Lambertville, NJ	Robert Fulper	717-658-7316
Port Murray, NJ	Robert Kayhart	201-689-2605

### IN MARYLAND

Detour, MD	Jim Carmack	301-775-7221
Mt. Airy, MD	Allan Pickett	301-663-4191



# The Dairy Business

By  
Newton Bair

### CAN YOU TAKE ADVICE FROM OTHERS?

Sam is a sharp young fellow, with an easy way with words. He has a mind that is always thinking a step or two beyond, and seldom hears what anyone else has to say. Especially when he is arguing a point with his neighbor or his best friend. Filled with the enthusiasm of youth and backed by a lifetime of experience, although it be a rather brief lifetime thus far, he accepts very little advice from anyone. But his troubles are blamed on the Dairy, the Banker, the weather, hollow tail, and of course, Reagan.

You probably know someone like Sam. Almost any one of us are, or were like Sam at some stage of our career. The turning point in any life occurs when the Young Sam in us decides to stand still and listen, even for a small amount. That other viewpoint often unlocks the door to greater wisdom and opportunity. Even the advice not heeded at that moment can be stored away in the mind for future references. Every bit of knowledge has a use at the proper time.

### SHOULD YOU HAVE TO PAY FOR GOOD ADVICE?

'The best things in life are free', says the song. But, on the other hand, it also says that freedom has a price, and so does good information and advice. Like as not, the price is only the effort to seek it out from the right source. The poorest advice is that unsought mumbling from the mouth of a frustrated or disenchanted failure. It can't lift you unless it comes from a higher place.

We all need answers to complex questions at some time in our career. As farming gets more complex, the questions get more puzzling and the answers harder to find. The answer you need may require research and study, and if you don't have the time or the resources, you may have to hire someone to help.

You don't hesitate to pay a lawyer to research legal matters. You hire a mechanic to service the

Diesel tractor or auto. There is no problem with paying an architect or builder to design and build a new barn. You even pay an accountant to keep your records and figure your taxes. But when it comes to making the really tough decisions that effect the business of farming every day, you are pretty much alone. The buck stops here, Harry.

### WHEN CAN YOU USE A PROFESSIONAL?

Here are a few examples of the type that you might profit from the advice of a professional Consultant. Investing on capital improvements like expanding the barn, buying land, and buying machinery. Forming a partnership or renting machinery or even scheduling a profitable crops program are not easy, and can make or break you. A busy farmer seldom has the time or ability to monitor health and disease problems on crops and livestock.

Setting up an Estate Plan is a real sticky problem that every farmer should face squarely. It's pretty hard to go it alone with any of these.

There are professionals who can be called upon for help in making sound business decisions. The Veterinarian and Lawyer are trusted and proven, but the Farm Consultant is just beginning to be recognized on the same level. The questions asked of a Professional farm Consultant are generally of a nature that requires study, thought and research, as well as training and experience. Like any other professional he must be paid for his time and knowledge. The cost is minimal, and the returns on your investment in good advice and council can be very high.

My friend Sam don't need advice from nobody. Even the free advice he could get from his cautious neighbors is spurned. In another day he might have made it, but poor Sam is facing bankruptcy. Which he might have avoided if he had asked the right questions and heeded the sound advice.

# COAL

## Why GREENWOOD Anthracite?

- The best names in coal stoves recommend it.
- People who use it recommend it.
- The best retailers of coal stoves recommend it.

Packaged coal available at:

Bomberger's Store in Elm, Rohrer's True Value Hardware, Mountville, Nagles Grocery in Lancaster, Buck Home and Garden Center at the Buck, Bowman's Stove Shop in Ephrata, Stoltzfus Surdiac Stoves in Leola, Fisher's Furniture in Bart.

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