



## Brockett's Ag Advice

By John E. Brockett  
Farm Management Agent  
Lewistown Extension Office

management errors. A farm management specialist may be able to read and interpret a farm analysis and show you weak spots in your business. They all may be able to give you ideas on changes that should be made. The key person in this is YOU. Only you can actually decide what to do, when to do it, and how it is to be done.

The next two years are going to be shake out years. By 1986 agriculture should be on the mend, but only the successful will be able to take advantage of this mend.

### Budget

Budget is a bad word. It also means several things. Budget is a way you can estimate the effect of a change in the business. Budget also means setting an amount you will spend on something. You will have to do both if you want to come up with a long range solution to your financial problems.

situation and possibly come up with suggested solutions. Your Extension Service has access to some of them. Another banker or lender can sometimes see a fresh approach. Sometimes it may take a number of people to solve the problem. A financial expert may be able to see how to increase cash flow net by manipulating figures. A production expert such as a successful farmer may be able to spot obvious production

1. To stay within your budget:
  - a. Watch what you spend money on and make it economically justified. Know how much you have to spend.
  - b. Cut out the frills - the extras - do you really need zinc in the feed? How do you know? Did you get a forage test that told you so? What is the least expensive feed - a prepared mix or straight goods?
  - c. Use DHIA to get the best return not the best record from each cow.
  - d. Stay on top of price changes. Buy a little ahead of need but don't buy too far ahead. Remember every \$100 of borrowed money costs \$1 per month in interest.
  - e. Don't borrow if you can help it. Even at 8 percent it has to be paid back. When you do need credit, borrow enough to do the job then budget in the payments as if they were operating expenses

2. Capital Goods - this is no year to go overboard on capital purchases. Remember it is a survival thing. Take care of your old equipment - but don't get into the bind of needing to replace several major items at once. Do a little more thinking when you make an investment. A hay stacker or large round baler is nice as a time saver. What will your storage loss be, can you handle them, are there alternatives, and are you sure you can handle the payments. Too often farmers purchase capital items without considering alternatives.

### Records

My final word is to keep, analyze, and use financial records as well as production records. If you want to be a farmer in the future, records will be the vehicle you will have to ride to get there.

**POSSIBLE SOLUTIONS PART II**  
Sometimes solutions to financial problems can get very complex. Both the borrower and the lender may give up. Is there anything further that may be done? The answer is a qualified yes if you are willing to accept help, listen to new ideas, probably make changes, maybe even go into a managed money program, and spend time constructing good records. There are people who can look at the


## Harvesting sweet potatoes

Home gardeners growing sweet potatoes for the first time may wonder when to harvest this vegetable. "Once the leaves start to turn yellow, the tubers won't get any larger and are ready to dig," says Willie G. Adams, extension garden specialist for Delaware State College.


The first frost is also a warning not to delay digging, he says. This crop readily deteriorates under cold conditions. To harvest, remove most of the vines with a weed cutter or garden rake. Then use a potato fork to penetrate the

soil about 6 to 8 inches from the center of the row or hill. If you happen to bruise or break any of the tubers, set them aside to use first.

Dig potatoes when the soil is fairly dry, Adams says. Spread them out to cure, unwashed, in a dry place for about a week. Then store. Sweet potatoes require warm dry conditions. At a temperature of 55 to 60 degrees F and 80 to 85 percent relative humidity they should keep for approximately four to six months. Do not refrigerate.



**READ  
LANCASTER FARMING  
FOR COMPLETE  
AND UP-TO-DATE  
MARKET REPORTS**

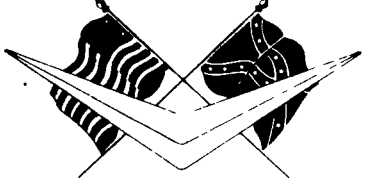


# AUTO AUCTION

**EVERY TUESDAY 6:30 PM**

● CARS ● TRUCKS ● MOTORCYCLES ● RV'S

**MASON - DIXON**



**AUTO AUCTION**

Notary  
& Temporary Tags  
Available

Only \$10 Registration  
Snack Bar - Free Parking

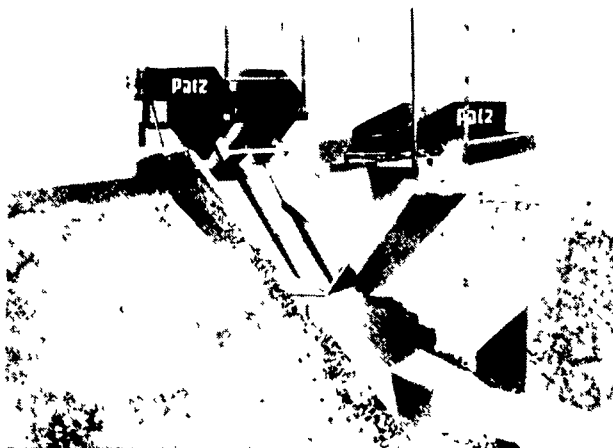
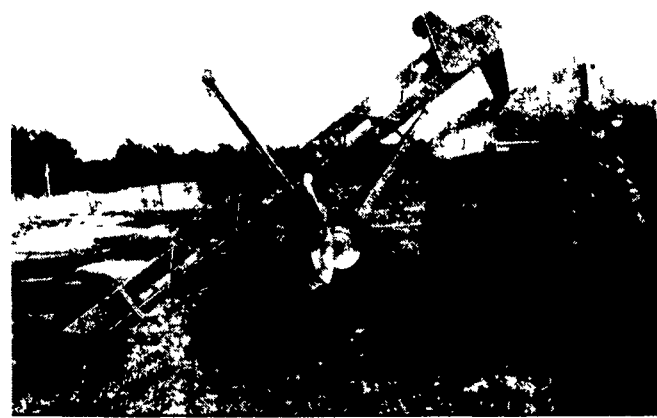
Drive The Car  
You Purchase  
The Same Evening

**Let Us Offer Your Vehicle For Sale! (717) 597-3121**

## DEALERS & PUBLIC WELCOME

Easy Exit Off Interstate 81, Exit 2 Greensville, Pa.

## Patz MANURE HANDLING SPECIALISTS



### Patz Liquid-Vator Load slurry manure fast

- Loads 3,200-gallon tank spreader in 3 to 5 minutes.
- Electric motor frees tractor.
- Low operating costs.
- Large reinforced flites and rugged double-hook chain moves manure.
- 15', 20', 25', 30' and 35' lengths.
- Optional wheeled transport kit and road towing kit.

### For slurry manure: Patz Model 100 Slurry Pump

- Handle high volumes of free-flowing manure or slurry with fine-cut bedding.
- Moves manure underground through 15" or 12" PVC pipe to storage area.
- Large-capacity 7" by 15" plunger and one-way valve for constant manure removal mean less cleaning time.
- Stroke length offers three adjustments to match manure consistency.
- All moving parts removable for easy inspection.
- Big 84" hopper.
- Ends daily hauling. Time savings and fertilizer savings pay for investment.

### CONTACT YOUR LOCAL PATZ DEALER

## CUSTOM MADE FEED BINS FOR FARMS — FEED MILLS



- Made of 13 gauge Steel
- All welded seams
- Gravity Flow or Auger

**Free Estimates**

Also - Steel Roof Trusses for  
Buildings - Portable Hog Buildings  
- Bucket Elevators - Grain Augers  
Distributors - Flow Pipes &  
Accessories

**We Sell, Service & Install  
Ph: 215-944-7808**

## STOLTZFUS WELDING SHOP

Owner - Samuel P. Stoltzfus  
RD 1011, Dryville Rd.  
Fleetwood, PA 19522

<b>ALEXANDRIA</b> MAX ISENBERG 814-669-4027	<b>BALLY</b> LONGACRE ELECTRIC 215-845-2261	<b>BERRYSBURG</b> HOCH'S REPAIR CENTER 717-362-8252	<b>CAMP HILL</b> LLOYD SULTZBAUGH 717-737-4554	<b>FORKSVILLE</b> DURWOOD J. WHITELEY 717-924-3460	<b>HAMBURG</b> SHARTLESVILLE FARM SERVICE 215-488-1025
<b>LEBANON</b> AUTOMATIC FARM SYSTEMS 717-274-5333	<b>PIPERVILLE</b> MOYER FARM SERVICE 215-766-8675	<b>QUARRYVILLE</b> UNICORN FARM SERVICE JAMES E. LANDIS 717-786-4158	<b>STONEBORO</b> ELDER SALES & SERVICE 412-376-3390 376-3740	<b>KENNEDYVILLE, MD</b> PINDER SERVICE CO 301-348-5263	<b>DISTRICT SUPERVISOR</b> Roy W. Thillberg 216-549-5492