

BUY, SELL, TRADE OR RENT THROUGH THE

CLASSIFIED ADS

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

7 LIVESTOCK EQUIPMENT



FACTORY SECONDS - Schuld/Bushnell galvanized smooth wall hopper feed tanks. Only 7 ton sizes left. Call or stop in and see them, Louck's Grain Equipment, Inc. 717-755-2868

FOR SALE - 10 ton feed bin with 2 ton compartment on 1 side, good condition. Lanc Co. 717-656-8052

Moorman Mfg. Co. Top-Kream Dairy Minerals to fit your forage. For Service, 717-597-3031

LOCAL CLASSIFIED ADVERTISING RATES

23c per word
3 00 minimum charge
Use This Handy Chart To Figure Your Cost

Words	1 Issue	3 Issues
13 or Less	3 00	7 20
14	3 22	7 73
15	3 45	8 28
16	3 68	8 83
17	3 91	9 38
18	4 14	9 94
19	4 37	10 49
20	4 60	11.04

KEYED ADS (ads with answer coming to a Box Number, c/o Lancaster Farming). 50 cents additional.

Ads running 3 or more consecutive times with no change billed at 20 percent discount.

This newspaper will not be responsible for more than one incorrect insertion of any advertisement.

Lancaster Farming
P.O. Box 366
Lititz, PA 17543
717-394-3047
or Lititz
717-626-1164
Mon., Tues., Wed.,
8 a.m. to 5 p.m.
Thurs. & Fri.
7 a.m. to 5 p.m.

The following categories are available for your classified advertising in Section C. Deadline: Thursday morning at 9 of each week's publication

- 1 - Farm Equipment
- 2 - Farm Equipment Wanted
- 3 - Silos and Unloaders
- 4 - Building and Supplies
- 5 - Grain Equipment
- 6 - Dairy Equipment

The following categories are available for your classified advertising, in Section B. Deadline: Wednesday afternoon at 5 of each week's publication.

- 7 - Livestock Equipment
- 8 - Cattle
- 9 - Horses & Mules
- 10 - Sheep & Goats
- 11 - Swine
- 12 - Artificial Breeding
- 13 - Hog Equipment & Supplies
- 14 - Poultry & Supplies
- 15 - Feed & Seed
- 16 - Fertilizer
- 17 - Plants
- 18 - Fruits & Vegetables
- 19 - Nursery
- 20 - Lawn & Garden
- 21 - Services Offered
- 22 - Custom Work
- 23 - Help Wanted
- 24 - Situations Wanted
- 25 - Business Opportunities
- 26 - Household
- 27 - Pets
- 28 - Lost
- 29 - Found
- 30 - Computers
- 31 - Notice
- 32 - Miscellaneous
- 33 - Recreational Vehicles
- 34 - Autos
- 35 - Trucks and Trailers
- 36 - Real Estate

HIGH-TENSILE FENCE SYSTEMS



Farm Show '85

See Us At The Palco Livestock Exhibit, Lower Level, Large Arena

★ Affordable ★
★ Durable, Strong ★
★ and Long Lasting ★

800-242-3240

Summit Fencing Systems
Route #1 Box 121B
Breezewood, PA 15533
FRANK
814-735-3293

Deer Creek Fencing
833 Priestford Rd.
Darlington, MD 21034
HAL
301-836-2773

WOOD SHAVINGS

* * KILN DRIED * *

Don't be caught short this winter! Call now for delivery of bagged, baled or bulk wood shavings & sawdust. A quality bedding material at an economical price.



PENN AG PRODUCTS INC.
403 S. Custer Ave.
New Holland, PA 17557
717-354-4174

FOR SALE..... SAWDUST

Dry - Fresh Cut - Cured SHAVINGS

Bulk Loads
SAWDUST AND SHAVINGS MIXED

Discount given for Quantity
TAN BARK
Fresh or Cured



ATTENTION We Will Now Install Bedding in Poultry Houses

R.B. TRUCKING
Ronald Bowersox
717-444-3572



Brockett's Ag Advice

By John E. Brockett
Farm Management Agent
Lewistown Extension Office

TAKING INVENTORIES

Inventories should be a necessary part of your management job. Inventories are not the waste of time that some of you think it is. Let's list some of the uses of inventory.

Credit - a good annual inventory would be very useful to anyone interested in having a sound credit program.

Analysis - a complete business analysis requires annual inventories.

Planning - an inventory can help you plan feed purchases, fertilizer purchases, etc. It can also give you a good idea of what you would have available to sell in the way of excess crops or livestock.

Sales - yes, you can often sell excess inventory. It may help pay some of those bills. Without annual inventories it may be hard to determine the amount of excess you have.

What Should Be Inventoried?

You should inventory assets and liabilities. Some of the primary inventory items are:

1. Livestock - how many animals of each age bracket do you have?

2. Harvested Crops - grain, hay, other forage - how many bushels or tons do you have on hand?

3. Supplies On Hand - items purchased in prior years that still have some use.

4. Pre-purchased items - items you bought in 1984 for the 1985 season.

5. Accounts Receivable - how much have you sold that you have not received payment for.

Don't forget the negative items - particularly:

6. Accounts Payable - unpaid bills, especially those over 30 days old.

There are some secondary items that can be inventoried, such as machinery, standing crops, buildings, and land. These are usually not as critical as the ones above.

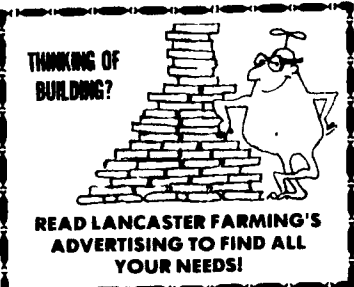
How To Inventory

There is nothing easy or glamorous about taking inventory. Perhaps we should develop an inventory contest. Prizes could go to (a) most accurate account, (b) fastest inventory where everything was accounted for, (c) highest inventory, (d) most improved inventory, etc.

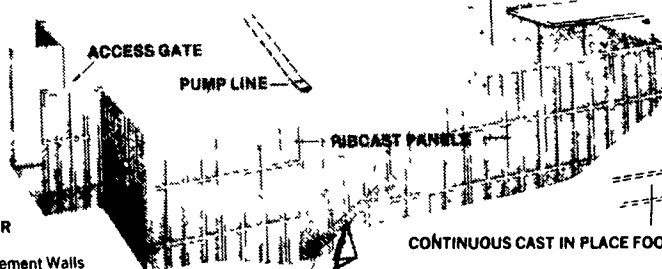
One suggestion on taking inventory - get someone to help so one person can count and the other can be a note-taker. Measure bins, cribs, silos, hay storages. You can often save time if you have an idea of the amount a storage will contain if it is full.

Measures

How to measure and guidelines on capacities are often considered as problems by those who make an attempt to inventory crops. I have a mimeograph with inventory guidelines. If you want a copy, just ask for it.



Manure Storage



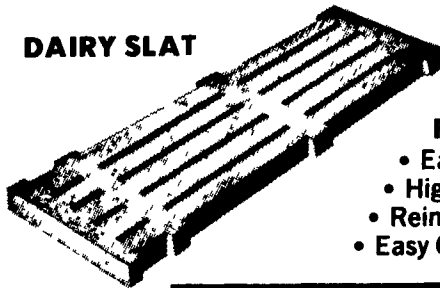
- OTHER USES**
- Basement Walls
 - Earthen Homes
 - Manure Pits with Slated Floors
 - Building Walls
 - Floor Panels
 - Retaining Walls
 - Grain & Fertilizer Storage Sheds

MANURE LOADING AUGER

Available in 8, 10' and 12' deep rectangular and round structures

CONCRETE GANG SLATS for Dairy and Hogs

DAIRY SLAT



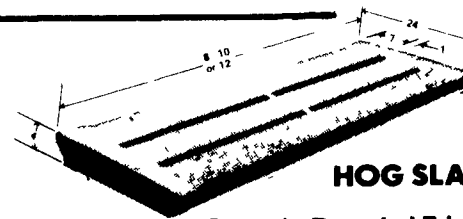
Slats available in gangs of 8, 10, 12 ft. lengths.

Features:

- Easy Installation
- High Strength
- Reinforced Construction
- Easy Cleaning

Features:

- Easy Cleaning
- Center Beam
- Slight Crown.
- Uniform Spacing.
- Easy Installation
- Slats Stay Drier.
- Low Cost-Long Life
- Smooth, Rounded Edges.
- Prevents Movement From Side Loads
- High Strength Reinforced Construction.



HOG SLAT

GESTATION TROUGHS AVAILABLE



RD 2, Box 147
Middleburg, PA 17842
Plant (717) 837-3885