

NEW UNDERGROUND STEEL FUEL STORAGE TANKS

Capacity (Gallons)	Diameter	Length	Gauge (Thickness)	Weight (Pounds)	Price FOB Quarryville
285	3'0"	5'6"	12	278	130.00
550	4'0"	6'0"	10	549	225.00
550	4'0"	6'0"	7	751	280.00
1,000	4'0"	10'8"	10	827	332.00
1,000	4'0"	10'8"	7	1,129	417.00
1,000	5'4"	6'0"	7	1,028	388.00
1,500	5'4"	9'0"	7	1,388	522.00
2,000	5'4"	12'0"	7	1,735	635.00
3,000	5'4"	17'11"	7	2,432	858.00
4,000	5'4"	23'10"	7	3,130	1082.00
4,000	8'0"	10'6"	1/4"	4,195	1504.00
5,000	8'0"	13'7"	1/4"	4,484	1744.00
6,000	8'0"	16'2"	1/4"	5,123	1934.00
8,000	8'0"	21'6"	1/4"	6,475	2424.00
8,000	10'0"	14'0"	1/4"	6,712	2368.00
10,000	8'0"	26'10"	1/4"	7,825	2859.00
10,000	10'0"	17'0"	1/4"	6,956	2622.00
12,000	8'0"	32'0"	1/4"	9,135	3324.00
12,000	10'0"	20'6"	1/4"	8,074	2982.00
15,000	8'0"	40'0"	5/16"	14,023	5025.00
15,000	10'0"	25'6"	5/16"	12,858	4647.00
20,000	10'6"	31'0"	5/16"	15,105	5888.00
25,000	10'6"	38'9"	3/8"	23,883	7638.00
30,000	10'6"	46'6"	3/8"	27,923	8845.00

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 3 locations: Manheim, Quarryville, PA; and Clarksville, VA. 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 400
6,000	8'0"	16'0"	1/4"	5,588	360 to 420
8,000	8'0"	21'4"	1/4"	6,981	480 to 560
10,000	8'0"	26'8"	1/4"	8,375	600 to 700
12,000	10'0"	20'4"	1/4"	8,000	700
13,000	10'6"	20'4"	1/4"		800
14,000	10'0"	24'8"	1/4"		900

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

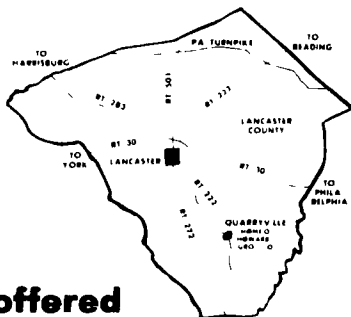
NEW FILL-RITE FUEL PUMPS

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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Brockett's Ag Advice

By John E. Brockett
 Farm Management Agent
 Lewistown Extension Office

Thru the years I have occasionally used members of my family to illustrate a point. My children and my wife have usually suffered in silence. Now I would like to use my Dad in an illustration. Dad was a county agent in New Jersey for 43 years.

He was an innovator and as such developed marketing programs for county farmers back in the 30's before it was a popular topic. Another thing that is important to my story is that physically Dad was a big man (185 lb of muscle and bone and 6'1" in his prime).

Due to his build and manner he gave the appearance of being a lot bigger than he really was. He also had a pretty good temper and woe unto the person (including we boys) who crossed him. Fortunately this didn't happen too often.

Furthermore he was well liked by nearly everyone because he had an infectious laugh, met people easily, was vitally interested in everyone and everything that happened in his county, would fight for his farmers even when he thought they were wrong, and people knew where he stood on an issue. One of his main frustrations, though, was farm marketing. Let's look at a few illustrations.

THE FRUIT MARKET

Dad and a small group of fruit producers started one of the early farm markets. The fruit farmers were tired of shipping their produce to New York or Philly and getting pennies and sometimes nothing for it.

Dad told them if you all get together and stick together we can bring the buyers to us and command a better price.

Thus was born the Hammonton weekly market. Anyone could buy there, from the homeowner who wanted a flat of berries to the chain store buyer who wanted a thousand.

The only rules were you had to handle only what you grew, you had to put out a quality pack, and all sales were made as a group. The market started at 5 in the morning.

By the time the last of the berries were sold, it would be noon.

Farmers came in horse or mule drawn wagons, Model T's and A's, and even a few cars with flats of berries in the trunk.

They did get the buyers. They saved transportation costs. They did get a much better price. What happened?

Despite Dad's arguments (and he could be mighty persuasive) and despite the fact that it would make him mad (and no one wanted that) the market was broken (it took nearly 20 years) because (1) farmers cheated on quality (the people in the city won't know any better anyway) and (2) the buyers went to a few of the larger growers and made private deals (a nickel more - until the market was kaput then—).

The end result - when farmers were able to set their own price and run their own market, they soon acted like the OPEC oil ministers.

THE LETTUCE WAR

In the late '40's and early '50's, Atlantic County lettuce growers found a spot in the market between North Carolina lettuce and Long Island lettuce. Again as with the fruit market above, Dad told them if you stick together and provide a quality pack, you'll make money.

They formed an association and held three auctions a week (Monday, Wednesday, and Friday). Quality standards were set and Dad told the buyers that any collusion among them would result in a shut down of supplies.

The first year it worked. Prices averaged over \$4 a box with 1.50 to 1.75 as a breakeven price.

The second year the market was soft because North Carolina's lettuce was late so supply exceeded demand.

There was still a profit because the farmers discarded lettuce once when it appeared as though the buyers were ganging up on them.

The third year prices were again good, but some farmers snuck in some junk - this hurt the entire market.

The fourth year the buyers went out to the farmers who consistently put up a good pack and made a contract with them.

Once again the farmers had defeated themselves.



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