

Del. Seminars To Focus On Farm Records

NEWARK, Del. — What's old and musty, but can turn a loss situation into gains? Farm records, say two extension specialists who'll be giving a workshop on the subject Wednesday, Feb. 11 (snow date Feb. 12), at the University of Delaware research and demonstration farm (the Kohl farm) near Middletown.

Farm records — both field and financial — can offer clues as to how costs can be cut and the chances for profit improved, say extension farm management specialist Dr. Don Tilmon and extension agronomist Dr. Richard Taylor.

"After they've filed their tax forms, many farmers put their

financial records into a drawer and never look at them again," says Tilmon. "Soil test reports suffer a similar fate after fertilizer orders have been placed for the year. But both these sets of records hold valuable information that can help you manage your farming operation better. The key is to learn how to extract and interpret that information."

The Feb. 11 workshop will be the first of three on "Farm Business Management and Recordkeeping for Tomorrow" being planned for area farmers by University of Delaware extension professionals. The other two workshops have been scheduled for Feb. 25 (snow date Feb. 26) and Mar. 11 (snow

date Mar. 12). Each session will be held twice — from 10 a.m. to noon, and from 7:30 to 9:30 p.m. The Kohl farm is located on route 301 just west of Middletown.

According to extension agricultural agent Dean Belt, who helped plan the series, presentations will be "brief, practical, with plenty of time for you to pick the brains of the specialists. We're encouraging everyone in the family who's involved in the farm business to attend. Sessions are free, but for planning purposes we are asking that people preregister for the series by February 9."

At the Feb. 11 session participants will learn how to evaluate their production options, use records in the decision-making

process, and evaluate the economic consequences of production changes. Agronomist Taylor will show how changing hybrids, fertility rates or plant populations, for example, might affect cost of production. Tilmon will show how farm records can be used to make business decisions. And extension home economist Debbie Amsden will discuss techniques for establishing family and farm financial goals.

At the Feb. 25 workshop, extension weed specialist Frank Webb will show participants how to establish and use field records to select profitable herbicide packages, and agricultural engineer Tom Williams will show how using production records and

field history as guides in modifying and calibrating equipment can significantly reduce production costs.

The final workshop in the series will focus on the use of integrated pest management (IPM) techniques and marketing aids to build business profits. At this session extension IPM specialist Joanne Whalen will show how to use field scouting to make pest control decisions, and marketing specialist Carl German will show how to use production costs and other farm business records in making marketing decisions.

For further information or to register, call extension agricultural agent Dean Belt at (302) 451-2506.

Northeast Fruit Growers To Meet

SCRANTON — The Northeast Regional Fruit Growers meeting will be held Tuesday, Feb. 10, from 9:30 a.m. to 3:30 p.m. at the Ramada Inn on Routes 6 and 11 at Chinchilla.

Arranged by the Lackawanna County Horticultural Association and the Cooperative Extension Service of Penn State University, the meeting is open to all fruit growers.

James Travis, Extension plant pathologist, will speak on the new fruit disease management recommendations for 1987. Other speakers on the program include Robert Crassweller, Extension pomologist; Ed Rajotte, Extension entomologist; Steve Crawford, Pennsylvania Farmers Association and James Garrahan, Pennsylvania Department of Agriculture.

Program topics include right-to-know regulations; integrated pest management and certification of private pesticide applicators. The meeting will provide qualification points for current holders of private pesticide applicator permits.

Lunch will be served at the Ramada Inn but no reservations are necessary. Further information is available at the Lackawanna County Cooperative Extension Service at 717-963-6842.





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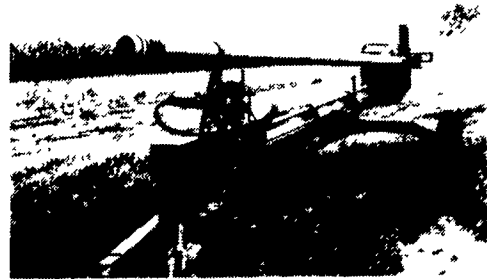
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