

Chadwick; Heather Omer; Dan Atkins; Scott Nolt; Matt Sensenig; Jamie Risser.  
**PARLIAMENTARY PROCEDURE**  
**PLAQUES - 2ND STATE**  
 Dan Atkins; Matt Sensenig; Scott Nolt; Andrew Martin; Jon Harnish; Jamie Risser; Stacy Krall; Jeff Zimmerman.  
**CHAPTER TROPHIES**  
 Beef Production - Jamie Risser.

Com Production - Scott Nolt.  
 Dairy Production - Scott Nolt.  
 Agricultural Mechanics - Matt Sensenig.  
 Poultry Award - Matt Sensenig.  
 Outstanding Stockman - Jon Harnish.  
 Small Grain Award - Jon Harnish.  
**LISA M. HOUSER MEMORIAL AWARD-**  
 Scott Nolt.

**DEKALB AWARD-** Dan Atkins.  
**STAR GREENHAND-** Wendy Atkins.  
**STAR AGRIBUSINESSMAN-** Dan Atkins.  
**STAR CHAPTER FARMER-** Scott Nolt.  
**HONORARY MEMBERS-** Mr. Allen Nolt; Mr. Harold Berkhiser.  
**CERTIFICATES OF APPRECIATION-** Jill Risser; M/M Tom Krall; M/M James Sensenig.

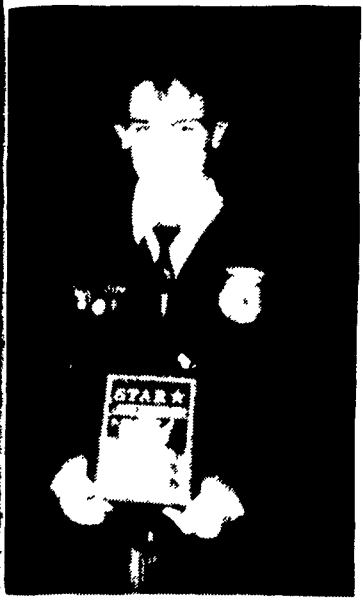
Poultry Science Capital Region Veterinary Science

Penn State

**Poultry Pointers**

Entomology Food Science

Agricultural & Biological Engineering Agricultural Economics



**Dan Atkins, Cedar Crest FFA Star Agribusinessman.**



**Scott Nolt, Cedar Crest FFA Star farmer.**



**Wendy Atkins, Cedar Crest FFA Star Greenhand.**

**CONTRACTS ARE BUSINESS AGREEMENTS**

**John H. Schwartz, Ph.D.**  
**Lancaster County Extension Director**

Many times I have heard the statement "farmers growing birds on contract are not business people anymore, but a form of hired labor."

This should be very far from the truth. The farmer growing birds on contract and feels like he is only hired labor is in trouble. To achieve maximum income from a contract, a farmer must be first and always a business person and an outstanding farmer.

A contract is a written business agreement between two parties. It is the ideal method of doing business. Non-farm businesses have known the advantages of contracts for years and is a mainstay in their business arrangements.

Contracts take the price uncertainty out of business. This now allows the business person to concentrate his or her energies on managing those items they have control over — the production process. By using contracts, the business person is reducing his or her risk and insuring the possibility of staying in business for the long haul.

This is no different for the poultry farmer. The farmer needs to see himself as a business person responsible for upholding his end of the deal. When working with a company, you are producing poultry according to that company's program.

You are also managing your budgeted costs. Now you can focus all your energies on controlling costs and producing birds according to the company's program. You are responsible to manage the birds to achieve uniform production. This involves many skills and management decisions. These include ordering the correct feed, operating the ventilation system properly, maintaining the equipment and building, and identifying and correcting problems.

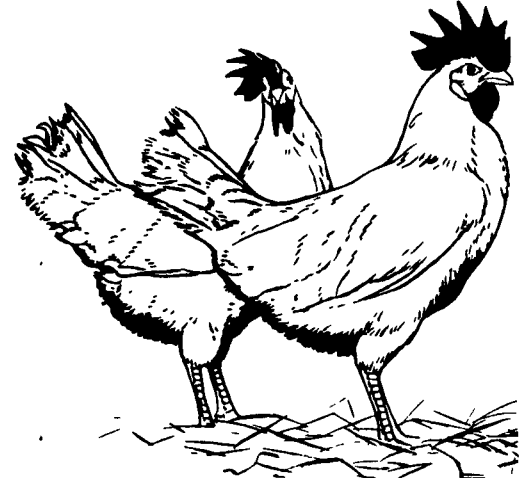
By working together with your poultry company representative, you should discuss problems and possible solutions. Know what type of product the company wants and work on producing that type of product. Do not be satisfied with average. Constantly be looking for better ways to do things and challenge your service person in helping you achieve better results.

Since a contract is a business agreement between two parties, try to be present when the service person makes his weekly visit. This helps to improve communication and increases the chances of small problems being taken care of before they become major ones. Also, the better both business people know each other, the easier it is to work as a team.

Teamwork is very important if the contract arrangement is to work. It is very important to the survival of agriculture for all contract farmers to view themselves as farmers and business people. They need to do all the things good farmers and business people do. They need to be responsible citizens contributing to their communities and profession.

They also need to be good, honest, and respected business people. This means honoring all the agreements in the contract, practice the best husbandry skills, and manage the production process. A contract is a business agreement that tests your management skills and your ability as a poultry farmer.

Are you the best you can be?  
*Feather Prof's Footnote: "Team: Together Everyone Achieves More."*



**Call For Nature Crafters**

**POTTSVILLE (Schuylkill Co.)**  
 — Nature Faire is a new family-oriented event that focuses on programs, walks and special activities pertaining to the environment. A sampling of what will happen at Nature Faire includes talks about butterflies, wildlife rehabilitation,

and snakes. In addition activities include a youth archery shoot, youth fishing experience, and a host of other fun activities.

Nature Faire will be held on Sunday, July 17 from 10 a.m. to 5 p.m. at the Schuylkill County Fairgrounds and Environmental

Education Center in Summit Station. Craftspeople and fine artists who have an interest in exhibiting at this event may call "Porcupine Pat" at (717) 429-1529. A freewill donation is all that is requested from exhibitors should they sell something.

**PARTS COUNTER**

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Save time and money with longer oil change intervals. John Deere Torq-Gard Supreme® Plus 50 oil can add 50 hours between oil changes when used with a John Deere filter in a John Deere engine. Check our "bottom-line" prices.

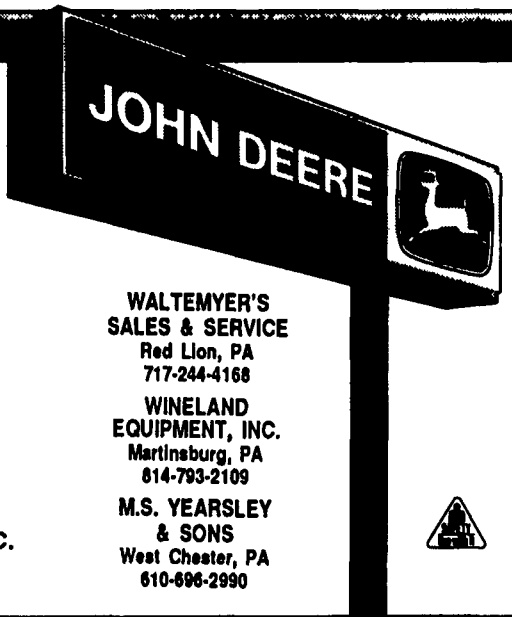
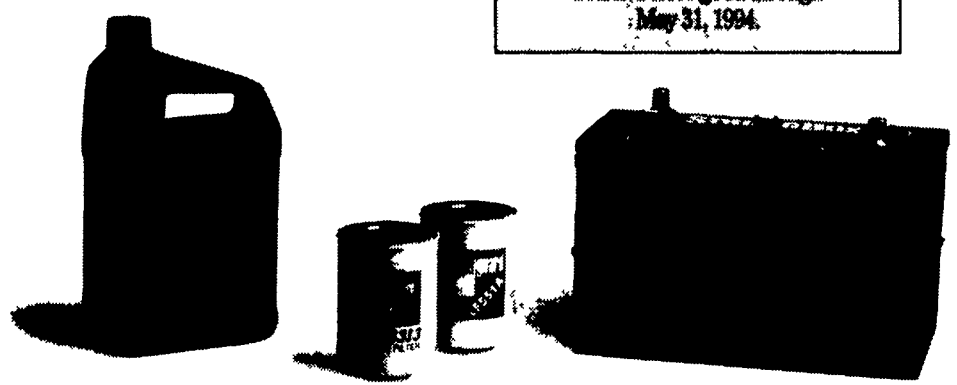
Power up for big workloads with this 850-CCA battery. Holds a 280-amp reserve for starting row-crop and 4-wheel-drive tractor engines. 36-month warranty. Group 5D. Reg. \$84.61. **Now \$74.45\*** with exchange. (TY21735)

Protect your blue engines with this quality filter for Ford tractors. Replaces Ford No. C1AZ-6731-A. **Only \$3.49\*** (PMLF3313)

\*John Deere dealers are independent retailers who determine their own prices, so actual selling prices may vary from the prices shown. Offer good through May 31, 1994.

Trap dirt and other contaminants in red engines, too, with this oil filter for Case IH tractors. Replaces Case No. G-45306. **Just \$4.01\*** (PMLF551A)

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