



OPINION

Deal To Good To Be True

Beware of telephone sales persons who solicit you to buy products that you know nothing about. This warning comes from W. James Milliken and John E. Hall, Maryland extension agents. Often the caller will pretend you requested information on their product. "You must have signed up at a farm show," they say. "I'll send you a pair of gloves for your interest."

If you didn't sign up, tell them so.

Sometimes it involves herbicides that seem cheap but are very dilute, very expensive formulations. It has been plant foods, extracts, machinery, or fuel additives.

If you accept shipment for a little to try, you'll probably wind up with a lot of overpriced product. If you refuse to pay, you may be faced with legal problems or possibly credit problems, certainly harassment. There are many "broiler-room" telephone scams out there, and lots of new ones every day. Here's several good words of advice:

- Buy locally. Your local suppliers stand behind their products.
- Don't buy from someone you don't know especially over the telephone.
- Don't ever give credit card numbers over the phone except to known, legitimate companies.

Because there are so many good suppliers of goods and services to the farm community (many of them advertise in *Lancaster Farming*) there is no good reason to be taken by a con artist. Always remember: if the deal seems too good to be true, it likely is.

❖ FARM CALENDAR ❖

Saturday, December 10

Sunday, December 11

Monday, December 12

Tuesday, December 13

Food Safety Comes To The Farm, Broiler, Egg, and Turkey producers conference, Farm and Home Center, Lancaster, noon-3 p.m.

Meeting for Commercial Production of Goat Milk, Duffenbach Auction Barn, New Holland, 7:30 p.m.

Wednesday, December 14

Mid-Atlantic Conservation Tillage Conference, Embers Convention Center, Carlisle, 8 a.m.-3 p.m.

Heifer Management Barn Meeting, Benue King farm, 352 Gridley Road, 12:30 p.m., and Moses King, 1621 Robert Fulton Highway, 7:30 p.m.

Thursday, December 15

Pa. Holstein board of directors meeting, Holiday Inn, State College, 10:30 a.m.

Penn State Chemical Safety Compliance School, Farm Show Complex, Harrisburg, 8:45 a.m.-3 p.m.

Pa. Seedsmen's Association winter meeting, Eden Resort Inn, Lancaster, 9:30 a.m.

Mifflin County DHIA meeting, Camelot Restaurant, 7 p.m.

Heifer Management Barn Meeting, Nelson Wenger farm, 690 Earhart Road, Manheim, 7:30 p.m.

Friday, December 16

Indiana County DHIA meeting, Hoss', Indiana, 11 a.m.

Heifer Management Barn Meeting, Tom Barley's dairy, 439 Bossler Road, Elizabethtown,

12:30 p.m.

DairyMAP Information Meeting, Knights Court, New Stanton, 11:30 a.m.-12:30 p.m.

Saturday, December 17

Sunday, December 18

Monday, December 19

Stall Barns and Heifer Housing, Franklin County Human Services Building Conference Room, 10 a.m.-2:30 p.m.

Luzerne County Extension Open House, Luzerne County Courthouse, 11 a.m.-3 p.m.

Tuesday, December 20

Ephrata Area Young Farmers Family Christmas Program, Ephrata Middle School Auditorium and Cafeteria, 7:30 p.m.

Dairy Farmers' Breakfast Meeting, Willow Valley Resort, Lancaster, 7:30 a.m.-10 a.m.



Christmas Deadlines

The Lancaster Farming office will be closed Monday December 26 to observe Christmas day. Early deadlines for several departments will be needed the week of Christmas. These deadlines are as follows:

- Public Sale Ads — 5 p.m., Friday, 12/23.
- Mailbox Markets — 5 p.m., Friday, 12/23.
- Other departments will have a normal schedule as follows:
- General News — Noon, Thursday, 12/29.
- Classified Section C Ads — 5 p.m., Wednesday, 12/28.
- All Other Classifieds — 9 a.m. Thursday, 12/29.



Now Is The Time
By John Schwartz
Lancaster County Agricultural Agent

To Clean Equipment
With a lot of the fall activities completed, now comes the time to clean, service, and winterize equipment.

Proper cleaning and storage of equipment now will leave them in top shape and ready to use next year. Remove all soil and dirt. Make any necessary repairs. Oil and grease chains, wheels, pulleys etc. Clean battery terminals. Check antifreeze in engines. Replace worn spark plugs. Sharpen blades. Restock parts inventory. Service and winterize gasoline engines.

By taking time now to properly take of your equipment, you will increase useful life of your equipment and thus lower your production costs.

To Consider Off-Season Lambing

Of the approximately 160,000 Pennsylvania lambs marketed each year, 30 percent are sold as off-season and holiday lambs. These lambs are marketed using both conventional (auctions, slaughterhouses, and brokers) and nonconventional (niche markets, specialty stores, and direct marketing) methods.

The ideal market weight is 110 pounds for off-season lambs and 40-45 pounds for holiday lambs.

Wednesday, December 21
Winter Begins

LanChester Pork Producers First Annual Pork Production Forum, Yoders Restaurant, New Holland, 9:30 a.m.-3:30 p.m.

Thursday, December 22

Friday, December 23

Saturday, December 24

Sunday, December 25
Merry Christmas!

Off-season and holiday lamb production is easily adapted to small-scale or part-time farming operations.

This type of production has a slightly higher investment cost than spring lambs because of increased housing costs.

The most significant advantages are:

- Market prices are higher during the off-season.
- Premium prices are paid for the smaller holiday lambs.
- Holiday lambs are marketed after weaning to reduce feed costs.

Before deciding to produce off-season or holiday lambs, you should consider these important management concerns:

- Breeding is more difficult than with spring lambs.
- Lambing rates are approximately 25 percent lower than spring lambs.
- Lambing may interfere with the harvesting of some crops.

To Review Safety Around Farm

Do not let an accident spoil this holiday season. Take a few minutes and make

THE BIBLE SPEAKS
BY LAWRENCE W. ALTHOUSE
SHALL WE LOOK ELSEWHERE?
December 11, 1994

Background Scripture:
Matthew 11:2-15
Devotional Reading:
John 1:1-14

Some people always wonder why John the Baptist sent his disciples to Jesus and asked, "Are you He who is to come, or shall we look for another?" Didn't he remember baptizing Jesus at the Jordan and saying, "I need to be baptized by you, and do you come to me?" Did he not hear the heavenly voice say, "This is my beloved Son, with whom I am well pleased?"

I'm sure that John did remember, but now he is in prison, his life is in danger, and I can appreciate that in these perilous circumstances he may have had some doubts. Don't you ever have the same kind of doubts about something that you already "know"? A person of faith is not someone who never has doubts, but who examines those doubts and opts to keep the faith. If doubt disqualified us from Christian discipleship, who would remain to follow the Christ?

ARE YOU THE ONE?

In fact, I believe a faith that has survived its doubts is going to be stronger and more enduring than a faith that has never been disturbed by doubt. Jesus was a man of faith, but there are times in the gospel records when we can see he was momentarily beset by doubts. John the Baptist wanted to be sure that Jesus was the one for whom he had prepared the way: "Are you He who is to come, or shall we look for another?" None of us can judge John for this question, for we too at times wonder, "...or shall we look for another?"

Nor did Jesus get upset with the question by John's disciples. He understood why John might be having some doubts. So, instead of answering with a scriptural quotation or a doctrinal argument, Jesus lays his claim on what he is doing: "Go and tell John what you hear

sure your farm is safe. In the milk house, sanitizer, detergent and teat dip are all potential poisons, especially for children. Keep these items up on a shelf or in a locked cabinet. Handle them with care and avoid splashing them into the eyes. When spilled on clothing, these chemicals can soak through fabrics and burn the skin.

Disposable plastic gloves should be worn when treating sick animals to prevent the spread of disease from animals to humans. In the shop, good housekeeping and proper maintenance of tools and equipment will go a long way in reducing injuries such as tripping and falling, electrical shock, and fire.

Keep all shields on grinders and table saws. A charged fire extinguisher, mounted on a wall, is visible and saves time in an emergency. Check stairways and make any necessary repairs. Finally, make sure all your pesticides are properly locked in storage.

Feather Prof's Footnote: "You become successful the moment you start moving toward a worthwhile goal."

and see: the blind receive their sight and the lame walk, lepers are cleansed and the deaf hear, and the dead are raised up, and the poor have good news preached to them" (11:4,5) Jesus' claim is based, not upon whom he says he is, but upon what he is doing: healing the sick and bringing hope to the poor.

If Jesus had lived his earthly life in our own time, we would probably want him to appear before a committee or board, to be examined for the content of his teachings and the validity of his credentials. In that we are probably like his contemporaries for that is what they wanted, too.

MAKING PEOPLE WHOLE

If you look closely in Matthew, Mark and Luke, you will see that Jesus pretty much avoided claiming titles. Most frequently he referred to himself as the Son of Man, a title that could simply mean "a man." I think he knew he was God's "anointed" (Messiah/Christ), but he was also aware that the title meant things to others that it did not mean to him. Jesus came, not to debate with people or win an election, but to heal them of their brokenness. So, questioned by John's disciples, he refers, not to any of his pronouncements he has made, but to the works of healing (the Greek word for "healing" and "saving" is the same, and can mean "to make whole").

Jesus gives a ringing tribute to John the Baptist: "Truly... among those born of women there has risen no one greater than John the Baptist." But then he goes on to say something that probably shook up those who listened: "Yet he who is least in the kingdom of heaven is greater than he" (11:11). The word "greater" is a stumbling-block until we realize that it means in this case, "privilege," not "worth." Anyone who follows Jesus has the "greater" privilege of experiencing what John only prophesied.

Lancaster Farming
Established 1955
Published Every Saturday
Ephrata Review Building
1 E. Main St.
Ephrata, PA 17522
— by —
Lancaster Farming, Inc.
A Stehman Enterprise
Robert G. Campbell General Manager
Everett R. Newsinger Managing Editor
Copyright 1994 by Lancaster Farming