



# OPINION

## A Cash Cow

The farmer buys retail and sells wholesale. And because of this, many variations of this tongue-in-cheek story have been told. But here's our version of how a dairy farmer priced his high-producing milk cow based on common marketing methodology. For the sake of a good story we used an exceptional registered Holstein as a basis of this expanded price list.

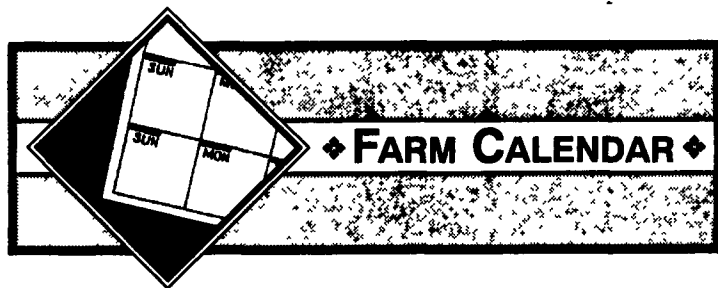
### BASIC COW: \$999.99

- Genuine cowhide exterior: \$655.00
- Black & White artistic motif: \$94.50
- Maximum-strength forage harvester attachment with pick-up modular: \$74.95.
- One set of large & small central rumen-ators: \$235.00.
- Automatic rear drainage system: \$195.00.
- Over-the-road fertilizer spreader: \$160.10.
- Calf-mate bag with four-faucet relief unit: \$555.99.
- High-kick power drive with four-foot traction ground assembly: \$339.95.
- Precision horn fly and bumble bee swatter: \$9.00.
- Flexible halter hooks: \$19.95.
- Dual horn buttons: \$12.50.
- Background title search: \$18.50.
- Frameable heritage certificate: \$25.00.
- HA USA rated (EX-95): \$25,000.
- DHI tested (1001p): \$6,500.
- Toe pruning: \$39.50.
- Professional haircut: \$8.25.

LIST PRICE F.O.B THE COW STABLE: \$34,943.14.

- Shipping & handling: \$75.00.

TOTAL CASH ON THE BARREL HEAD: \$35,018.14.



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.

Basic Soil Fertility Workshop, Lancaster Farm and Home Center, 9 a.m.-3:30 p.m.

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.

Workshop On Soil Loss, Conservation Practices, and Barnyard Runoff Control, Dauphin County Natural Resource Center, Dauphin, 9 a.m.-3:30 p.m.

Sunday, December 25

Merry Christmas!

1995

Sunday, January 1

Happy New Year!

Monday, January 2

North Eastern Weed Science Society Meeting, Boston, thru Jan. 5.

Tuesday, January 3

Bucks-Montgomery Dairy Day, Family Heritage Restaurant, Franconia.

Western Pa. Forage Schools, Northwest Rural Electric Co-Op, Cambridge Spring, also Jan. 10.

Wednesday, January 4

Farm Records Made Easy/Check Writing Workshop, Willowbank Building, Bellefonte, 10 a.m.-3 p.m., also Jan. 6.

Adams County Dairy Day, Extension Office, 10 a.m.-2:30 p.m.

Western Pa. Forage Schools, Brown's Country Kitchen, Portersville, also Jan. 11.

Thursday, January 5

Sprayer Meeting, Elder's Sales and Service, Stoneboro.

Northeast Regional Tomato Growers meeting, Thompson's Dairy Bar, Clark's Summit, 9:30 a.m.

Western Pa. Forage School, Sandy Kayes Restaurant, Shelocta, also Jan. 12.

Friday, January 6

Farm Records Made Easy/Check Writing Workshop, Willowbank Building, Bellefonte, 10 a.m.-3 p.m.

Penn Jersey Dairy Management Seminar, Holiday Inn, Bethlehem.

Potter County Holstein Annual Meeting, Ulysses Community Building, Ulysses, 8 p.m.



## Now Is The Time

By John Schwartz

Lancaster County  
Agricultural Agent

### To Check Tire Pressure

Proper inflation of tractor tires may save the operator money, according to research at Ohio State University.

According to Dr. Randall K. Wood at Ohio State, the revisions of the recommended pressures for radial ply tires made in 1992 are saving operators fuel and time in the field. Wood says that the new lower pressure will create a slight bulge in the tire that makes them look underinflated. He says farmers need to get over the perception that the new look is not good for the tire or for traction.

In general, research has shown that the correct radial tire pressure can save 10 to 20 percent of the cost of operating a tractor. In one study, the new lower pressure saved 36 gallons of fuel and 3.6 hours in a field on a 280-acre trail in Ohio.

In the study, 18.4R46 dual radial tires were inflated to the new pressure recommendation of 8 psi compared to 14 psi recommended earlier.

For the correct inflation of any tire, check with the tire manufacturer. The correct pressure is determined by the tractor's load. In addition to saving fuel and time, the lower pressure will extend the useful life of the tire and reduce the amount of soil compaction.

### To Prepare For Regulations

According to Dr. Gerald Cole, University of Delaware resource economist, increasing government regulation will have profound impact on American agriculture through the rest of the decade.

According to Cole, small family farms will have the hardest time surviving these regulations. New and expanded regulations including the Coastal Zone Act, nutrient management, food safety, pesticide application records, and labor regulations are examples of increased record keeping requirements being placed on farmers.

These record keeping requirements are likely to make it harder for small farm operations to survive.

Cole states we often hear politicians speak with great fondness about preserving smaller family farms. However, many times new laws that are passed with the intent to help agriculture actually do not because many small producers cannot keep up with the additional cost of meeting regulations.

These regulations are likely to hasten the demise of small family farms. To survive, farmers need to monitor proposed laws, regulations, and local ordinances for cost/benefit relationships.

They need to look at using computers to increase efficiencies in

record keeping and managing the farm. Farmers will need to evaluate work assignments and priorities. To survive, family farmers will need to adopt best management practices and document their implementation.

Use of consultants will become another way small farms will deal with regulations. Now is the time to start exploring ways to adopt procedures to handle additional record keeping requirements.

### To Use Wood Ashes Correctly

With the increase in the use of wood stoves for home heating, questions have arisen concerning the feasibility of applying wood ashes to the home garden.

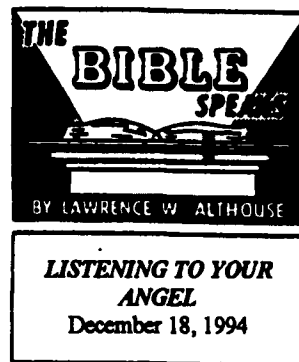
The nutrient content of wood ashes is variable, but in general they contain approximately 2 percent phosphate, 5 percent potash and 0 percent nitrogen, according

to Dr. Stephen Donohue, Virginia Tech.

Wood ashes maybe applied to the home garden only if the soil pH is less than 7.0. Suggested rates are 10 to 20 pounds of wood ashes per 1,000 square feet per year. A 10-quart bucket, filled within two inches of the top, will contain about five pounds of wood ashes.

The soil should be tested every two years to check for changes in pH, phosphorus, and potassium levels to determine if additional wood ash applications should be made. Coal ashes are not recommended for use in the garden because of high sulfur content that maybe present in the residue. This sulfur breaks down in the soil and may rapidly lower pH below plant tolerance levels.

*Feather Prof's Footnote: "Some succeed because they are destined to, most succeed because they are determined to."*



LISTENING TO YOUR ANGEL  
December 18, 1994

### Background Scripture:

Matthew 1

Devotional Reading:

Isaiah 9:2-7

Joseph is one of the also-rans of the Bible. He is remembered simply as "the husband of Mary" the mother of Jesus. Joseph was in familial effect, but not in fact, the father of Jesus.

I would not quarrel with the attention that Mary gets as the mother of Jesus. Still, it seems to me that Joseph's role and contribution are too frequently overlooked by Christians. Joseph played a part in this drama out of proportion to the number of verses with which he is mentioned in the gospels.

First, of all, consider what might have happened if Joseph had reacted to Mary's pregnancy the way most of us would today. They were betrothed, a relationship so formal and binding that the betrothal could be dissolved only by divorce. He could have done that quietly by handing her a writ in the presence of two witnesses—actually, that was what he initially had decided—or he could have taken her to court publicly. The facts were clear, it seemed: Mary was pregnant without the benefit of marriage and therefore it was a matter of extreme humiliation to Joseph.

### JUST & COMPASSIONATE

But Matthew tells us that Joseph was "a just man and unwilling to put her to shame..." (1:19). He was a fair man and a compassionate man. Maybe that doesn't seem like such a big deal, but I think it is. When I was a boy it seemed that most of the people I knew were basically fair and compassionate. They did not intend to cause harm or pain to other people.

I'm not sure that is the popular mood any longer. There is a tide of anger and punitive vindictiveness that seems to be sweeping our country. When people perceive that someone or something is wrong, there is a rush to identify who is responsible and make

someone pay for it, legally or otherwise. People are no longer so reluctant to cause pain or suffering if they feel it is their right or privilege to do so. In his excellent book, *The Crime of Punishment*, Dr. Karl Menninger quotes Nietzsche: "Distrust all in whom the impulse to punish is strong." He also quotes our Lord, "Let him who is without sin among you be the first to throw a stone at her" (John 8:7).

By all rights, Joseph could have decided to make Mary pay for this seeming indignity. But Joseph was not that kind of person. No matter how badly it seemed Mary had stained his honor, he did not feel impelled to hurt her in retaliation.

### ONLY A DREAM?

Secondly, think how the story might have turned out if Joseph had refused to listen to his angel. After all, it was "only a dream,"—why should he pay any attention to it? And, even if the messenger in the dream was really "an angel of the Lord," where is it written that a person must listen to an angel? It is one thing for an angel to say, "...do not fear to take Mary your wife, for that which is conceived in her is of the Holy Spirit" (1:20). One would possibly expect that of an angel. But Joseph was a man, living in an actual human society that believed dishonor must be avoided at all costs.

So, Joseph was not only a just man and compassionate, he was also a man willing to listen to an angel and hear in the angel's admonition the voice of God.

You are probably thinking that the story doesn't apply to you, since you never hear anything from God's angels. Joseph could also have assumed that, too: *It was only a dream!*

Maybe the problem is not that God doesn't send us angels (messengers), but that He does and we don't listen for them or to them.

### 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. Newmanger Managing Editor

Copyright 1994 by Lancaster Farming