

# AMERICAN Small Farm

Volume 12, Number 7

July 2003

## C O N T E N T S

### Features

#### Diversify your farm - don't put all your eggs in one basket 6

The old country saying "don't put all eggs in one basket" captures the simple essence of diversification. It is extremely important for farm families. Sadly, it has almost been forgotten in recent years, as many farmers have become single-source commodity crop or livestock producers. Rather than an asset, this approach has been a liability for the livelihood of most farm families.

#### Top ten tips for improving profits in small dairy herds 10

The most important thing is to have realistic goals. Just because you work long hours and are committed to your cows doesn't mean that the world owes you a living," says Donald E. Sanders, a veterinarian and author of Milk Them for All Their Worth.

#### Use budgets to improve your decision making 11

An important part of diversifying and managing your farm is to develop enterprise budgets. These budgets can be used to estimate profitability, project your cash flows, provide a basis for credit and assist in your total farm planning.

#### Networking your way to Web popularity 12

Probably one of the most powerful ways to raise the profile of your farm site on the Web is to network with as many noncompetitive sites as possible - to trade links with these sites so that their Web traffic potentially becomes your Web traffic as well.

#### Dealing with a "quicked" nail 18

Occasionally a horse will be sore and tender-footed after being newly shod. Sometimes this is just a temporary soreness. However, if the horse is sore on only one foot and the soreness becomes more acute, this is cause for concern. The hoof will need treatment and the shoe may need to be removed.

#### What is going on with mad cow disease? 19

When a single cow tested positive in May for Bovine Spongiform Encephalopathy (BSE) or "mad cow disease" in northern Alberta, Canada, the U.S. Department of

Agriculture temporarily closed U.S. borders to Canadian beef and related products, including animal feed. BSE is spread by feeding byproducts from infected cattle to other cattle and can take two to eight years to show up.

#### Greenhouse Farmer/Grower 14

#### Essentials Of Greenhouse Sanitation Greenhouse Film Improves Plant Performance

### Columns and Departments

#### Small Farm Talk 3

This month Andy ponders diversification's role on small farms.

#### Homestead Treasures 16

The third of 12 "America - The Wild" crewel embroidered quilt blocks is featured this month.

#### On the bookshelf

Books that can help you do a better job on your farm.

#### Over the fence 22

A place to learn and share what is happening on family farms.

#### Calendar 24

#### New Products 30



## AMERICAN Small Farm

Editor: Andrew Stevens

Associate Editor: Michelle Callahan

Creative Director: Ryan Mumm

Circulation: Amy Kingsborough

Londa Anklam, George DeVault, Joe Dysart, Steve Edwards, Denise Faris, Cynthia L. Kirk, Cat Holmes, Dave Pollard, Rich Schell, Heather Smith Thomas and Peter Tulupman


Advertising: Marti Smith, Director;  
Leon Kincaid, Account Manager  
Michael Krystofik, Account Manager  
Norm Fisher, Account Manager  
Amy Kingsborough, Sales Associate

Publisher: Farm & Ranch Publishing, LLC  
Andy Stevens: Vice-President, Editor  
Marti Smith: Vice-President, Advertising

Publishing Office: 267 Broad Street  
Westerville, OH 43081  
Phone: (614) 895-3755  
FAX: (614) 895-3757

E-mail: [info@smallfarm.com](mailto:info@smallfarm.com)  
Web site: <http://www.smallfarm.com>

Editorial Office:  
P.O. Box 1059, Delaware, OH 43015  
Phone: (614) 895-3755  
FAX: (614) 895-3757

 American Small Farm Magazine is proud to support FFA

### Next issue

Small equipment at farm shows  
Aquatic Farmer Special Section  
Brassicas for forage  
How to safely preserve food at home

### About the cover

This month's cover features Sunbury Garden Center. Julie Schantz (left) and her daughter Christina DeMoss' business is located in Delaware County, Ohio. The county is the fastest growing county in Ohio and one of the fastest nationally. The county's growing population provides this family business with an excellent demand for the plant materials grown in their greenhouses. The business includes retail sales of vegetable and bedding plants, perennials, hanging baskets, yard and garden decorations, water gardens and a multitude of other items for the yard and garden.