

IBM Says 10,000 Farmers Using Data Processing

Ten thousand American farmers are using modern data processing methods to help their farms yield a profit.

This is what Dr. Joseph Ackerman, managing director of the Farm Foundation reported at a four-day agricultural symposium here sponsored by International Business Machines Corporation.

The symposium which ended yesterday was attended by 48 agricultural specialists from universities, banks, government private industry and major land-holding companies. They came from the United States, Australia and Canada.

According to Dr. Ackerman, today's farmer must have a great deal of scientific knowledge and must know many more details about the enterprises on his particular farm. He said that the recent availability of electronic data processing for farm record-keeping has opened great opportunities for the farmer-businessman as a means of planning for the future.

In California about 350 crop and livestock enterprises are cooperating in the IBM computer program. A research project in Farm Machinery Management is examining about 250,000 items of information on farm equipment to determine the best investment in this equipment for various sizes and types of California farms.

In Vermont, some 711 individual farmers, mostly located in New York, Vermont, Maine, New Hampshire and Massachusetts, are enrolled in the electronic program. It provides its clients — dairymen, poultrymen, potato farmers, orchardists and other livestock and crop producers — with an accounting service and also serves as a centralized source of information and coordinates the various states' computer agricultural activities.

It was reported that with commercial farms as large as they are today, over-all financial information has proved just as critical as production efficiency information. He said that the electronic data processing programs have helped some marginal farm operations improve their profits greatly. Some actual case histories involving the use of electronic data processing were outlined at the symposium.

—A Nebraska farmer using his detailed records for computer linear programming learned that neither more money nor more land would allow him to improve his income as much as adding more hours of labor during the month of October.

—At the end of his first eight months on the North Carolina dairy farm records program, a farmer realized that he was not making any profit. A simple analysis of the computer records showed that his labor costs were excessive, machine costs were high and a haymaking enterprise was unprofitable. The dairyman reorganized his farm business to correct the weakness and his income improved.

—Arizona's dairy farmers now can determine accurately by analyzing computer records when a cow has become

Farm Bureau Co-Op Fieldmen Honored At Awards Program Here

"The continuing education of Man is one of the ways to assure progress and success." This comment was made by A. F. Kish, Feed Consultant for Lancaster County Farm Bureau at the awards program for the Lancaster County Farm Bureau Fieldmen.

The program featured the presentation of certificates for completion of the Pennsylvania State University Correspondence Course in Agriculture by the field force.

Each of the participants completed a series of courses totalling 75 study points. The courses included Farm Management, Stock Feeding, Dairy Cattle Feeding, Beef Production, Commercial Swine Production, and Farm Fallout Protection.

The enrollees were Victor J. Denlinger, 100 West Stan-

unprofitable and should be culled from the herd.

Whether youngsters are mechanically or artistically inclined . . . from the country or city . . . 4-H has something for them. More than 30 different programs are geared to boys and girls between 9 and 19 years old.

ton Road, Quarryville; Harold S. Geib, Manheim R4; Harold S. Kinsey, 1645 Clearview Avenue, Lancaster; J. Melvin Koser, Narvon R2; Donald L. Rutt, 23 West Willow Road, Willow Street; Arthur Shen- enberger, 187 Fruitville Pike, Manheim; Roy S. Spangler, Box 104, Washington Boro.,

and James M. Weaver, Con- estoga R1.

A special award of a \$25.00 Government Savings Bond was presented to Harold S. Geib for outstanding performance in completing the course of study.

Also attending the meeting were Charles C. Purkins,

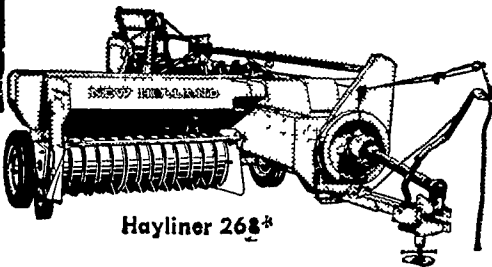
General Manager; Heber B. Shelly, Assistant General Manager and Sales Manager, and Richard C. Hann, Manager of Feed Sales and Service.

Kish and Hann were in charge of these correspondence courses for the Fieldmen.

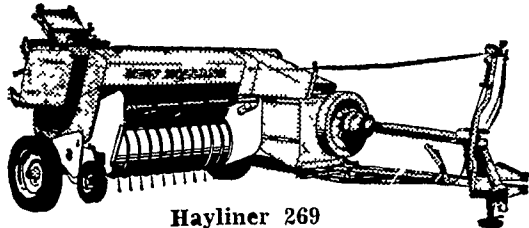


EIGHT FIELDMEN FOR LANCASTER COUNTY FARM BUREAU CO-OPERATIVE recently completed a series of Penn State University correspondence courses, and were presented with plaques at a special awards program at the Farm Bureau Bldg. The fieldmen and Co-Op officials shown above are: (seated, left to right) Arthur Shen- enberger, Harold Kinsey, Donald Rutt and Roy Spangler, (standing), Richard Hann, Heber Shelly, Charles Burkins, Aladar Kish, Harold Geib, James Weaver, Victor Denlinger, and Melvin Koser. L. F. Photo

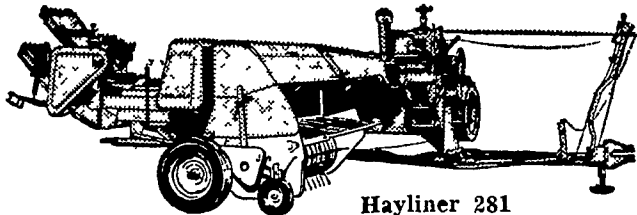
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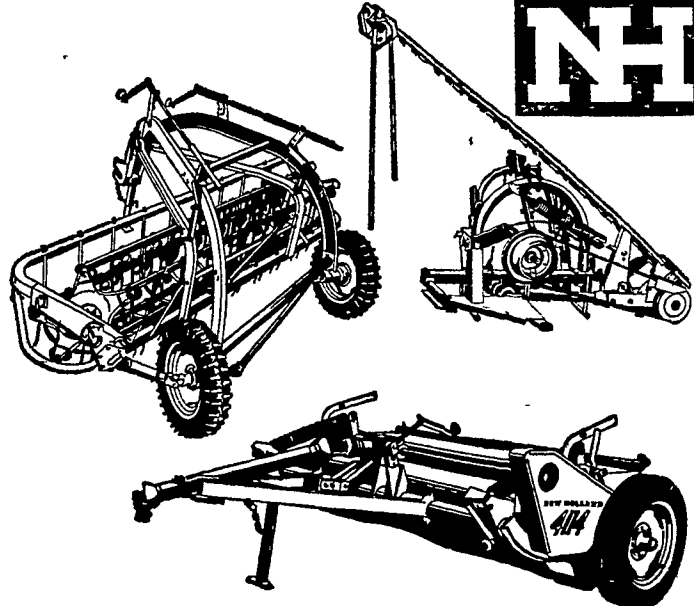
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