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Good Morning

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house would be used to plug in communications to a third generation computer. Nor is it likely that today's farmer, even five years ago, suspected the very nature of his occupation would be radically changed by the introduction of sophisticated computer systems. But it was.

U.S. farming has changed. Since the end of World War II, the number of farms has declined from 5.9 million to 3.3 million—well over 40 percent—while output soared.

Today, U.S. farms with sales over \$40,000—the so called big farms—produce about 40 percent of all agricultural output. And those big farms represent only 1 out of every 25 registered farms.

Farming is big business—and sophisticated. For example, a recent IBM Agricultural Symposium in San Jose, Calif., covered such diverse subjects as automated sensing, computer control of farm machinery of the future, decision making and simulation applied to a California range-feedlot operation; as well as, linear programming, mathematical models, budgeting, and EDP management

Farm Management

"Applications of computers in solving farm management problems may prove to be the most significant technological development in agriculture during the next 15 years," says L. S. Fife, International Harvester economist.

Many of these innovations have already been designed to give the farmer a working management information system. With these contemporary management controls and procedures farmers can manage their farms as the big businesses they are, and as a result, increase crop and livestock production.

Accurate farm records are essential in meeting federal income tax regulations. With accurate records the farmer can analyze sound and weak points in his business and adjust his efforts accordingly. Universities have played a significant role in developing farm record systems using computers. The Michigan State TEL-FARM project was one of the pioneers in this area. Farmers using the TEL-FARM system choose up to eight confidential summaries from data they feed the computer. The summaries include such things as quarterly and annual financial data on all farm income and expenses, reports on loans and credit ratings, a net worth statement and many more valuable management data. Local banks all over the country are beginning to offer similar management systems to farmers—RECCHEK and PAM (Personal Accounting Management) for example.

Wendell A. Clithero of IBM told the 14th National Agricultural credit conference of the American Bankers Assn that there are over 10,000 farmers now using electronic data processing in the processing of their farm records and farm analysis.

In addition to citing the Greeley National Bank's work in feed inventory Mr. Clithero pointed to Wachovia Bank and Trust Company of North Carolina as an example of computerized farm record keeping and analysis.

Wachovia B & T manages farm property accounts totaling about 60,000 acres of land. They also manage one feeder pig operation with 200 sows and one trust account that has approximately 50 commercial brood

cows. These accounts are handled on computers just as any other bank operation—however bookkeeping-coding has been redefined to take into account special farm needs.

Harvesting the Crops

Even Newton would be amazed to see how the apples are being shaken from the trees these days. At Rutgers University's Department of Agricultural Engineering, a computer is being used to find out how much force is needed to shake ripe fruit from trees while leaving the unripe ones on the branches. Present automated fruit harvesting methods, such as ultrasonic and mechanical tree shaking and air blasting, do not accurately control the amount of force necessary. The Rutgers' researchers are employing a small analog computer, to simulate fruit trees and to learn their reactions to varying forces.

The computer amplifies signals from gauges placed on an actual fruit tree and then records the signals on tape. Next, it analyzes the data from which

CALVES 298 - Vealers \$1-2 lower.

VEALERS - Good 39.50-42.50, few Choice 42.50-44; Standard 38.50-41; Utility 36-39; Cull 90-115 lbs. 29-35.50, few 70-90 lbs. 26-31.

HOGS 353—Barrows and gilts steady to 50c lower.

BARROWS & GILTS - US 1-2 200-230 lbs. 20.75-21; US 1, 215-235 lbs. 21.10-21.50; US 1-3 190-240 lbs. 20.25-20.75.

SHEEP 46 - Slaughter lambs and slaughter ewes steady.

SPRING LAMBS - Choice 60-100 lbs., 31.50-34.50, few head 35-35.50; Good 28-31.

SLAUGHTER EWES - Utility and Good \$8-10.

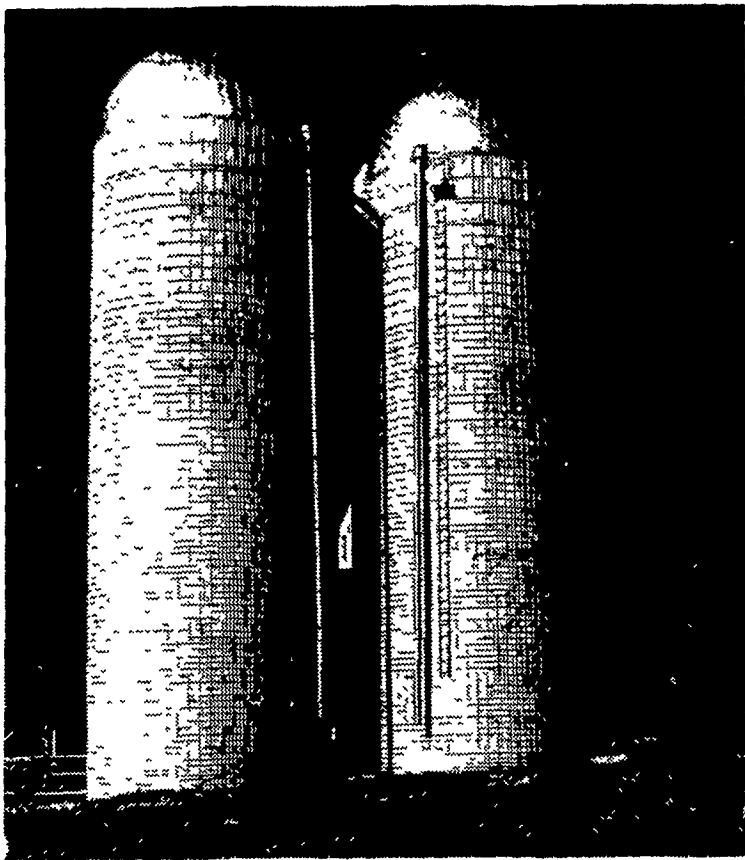
In the Hog sale last Saturday, May 18, 523 head were sold. 180-200 lbs., 19-21.25; 200-220 lbs., 20.25-21.85; 220-240 lbs., 19.75-21; 240 lbs. up, 17.75-20.75; Sows 12 25-15 75.

equations are derived' profiling the tree. These are placed in the computer for mathematical computation of the varying amounts of force necessary to apply to the tree.

(Continued Next Week)

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