

Farmers Association Explains Program

The following run-down on the activities of the Farmers Association was submitted by local members this week on the eve of the organization's annual membership drive:

What farmer hasn't at some time or other said, when thinking of some distasteful piece of government legislation, "as soon as I can I'm going to sit down and write my senator a letter and tell him what I think?"

Most of us know what happens—it is usually forgotten, or put off.

The Lancaster County Farmers Association is the county's largest farm organization, working for the farmer both in farm legislation and in most other fields that concern the farmer.

While the Association would still recommend that any farmer that so desires should still individually write his congressman, it is an organization that is doing for the farmer, by group action and power, what he can't do individually.

The Lancaster County Farmers Association is the farmers voice at the county level, which in turn makes him a part of the State and National Farmers Association.

This organization is composed of progressive thinking farmers who are not only interested in the success of agriculture for themselves now, but are concerned about the future of agriculture, and what promise farming has for their children.

This farm group is interested both in a higher net income now, and in a guaranteed future through legislative action at the local, state and national level.

Just a few of the many services they provide their members include farm management (professional bookkeeping service), a full line of insurances for farmers, a farm supply program, and a farm commodity marketing service.

When a farmer joins the Lancaster County Farmers Association, it means that he, plus the Farmers Association, equals "Power for Agriculture." It also means that he joins hands with the other 12,416 families in Pennsylvania, and 1,870,000 others across the nation to help achieve more net income and improve the farmer's way of life in the business of farming. Each member helps create this "Power for Agriculture" through the united effort of each individual.

In legislation the Farmers Association has full time representation in both the Pennsylvania General Assembly and in the United States Congress. This is the only state organization with a legislative department devoting 100 per cent of its time and energy to carrying out the wishes of farmers.

These policies are determined and made by the members. Farmers adopt, change or delete any policy governing this organization. Every effort is made to seek the individual member's opinions and ideas, and from the total membership through the "policy development system."

The farmer also has the opportunity to discuss important issues on a monthly basis through the "Advisory Council" program. This is called "grass roots" control.

Just a few of the recent accomplishments in legislature are: Law preventing buyers of farm products from discriminating against members of coop marketing groups, law keeping sales tax off farm production items, state meat inspection, rather than federal, false labeling of products, dumping solid wastes in mines, law giving farm owners more protection in the

law of eminent domain, defeated legislation giving the Highways Department unlimited powers in taking farm property; halted legislation curbing all use of farm chemicals; killed bill eliminating milk marketing law, and had part in many others to aid the farmers.

The Pennsylvania Farmers Association is the only State farm organization with a full-time information department, dedicated to informing the public and other farmers about today's agriculture. This department also issues information pertinent to state and national issues through member and leadership publications.

PFA, being a family organization, recognizes the importance of the wife as a business partner. Special activities are conducted and sponsored by the various Womens Committees at county, state and national levels.

At present, on the county level, the women's groups are working on a farm safety campaign, both by tabulating farm accidents as to type and age level, and by striving to make recommendations to lower the accident level.

In marketing, the Farmers Association is a cooperative marketing affiliate of PFA. It offers marketing and bargaining programs for different commodities consisting of apples, grapes, tomatoes, vegetables, cherries and spent hens. The latter will enable farmers to market several million birds at a higher price to the poultryman. And, of course, with the marketing program, they keep the members up to date in marketing trends.

One of the large, and direct, services to its members is the farm supply program. The Association has formed a supply purchasing company—The PFA Supply Company—to group purchase tires and batteries, marketed under the name "Safemark" with large savings passed on directly to the member. Only members have this service available. The items can be purchased through various local

service agents in each county. Any farmer with a good-sized operation is able to save much more than his membership fee each year by buying these "Safemark" tires and batteries.

Now, in these days of more complex bookkeeping, due both to larger farm operations and to the many government demands, the Farmers Association has provided the Farm Management and Business Analysis Service (FMBA Service). This is a complete record keeping, tax service, and business analysis service program for farmer-members. This service can save a farmer hard cash through good business practices. The information on what can or cannot be deducted at Income Tax time alone may save a farmer hundreds of dollars.

Another service that could be worth more to an individual farmer, or his family is the complete insurance service offered by the Pennsylvania Farmers Association through its farmer-owned affiliate—The Farm Family Insurance Companies. This is a top quality insurance service tailored to the individual's needs, and the profits of the companies are returned to the policy holders through dividends.

Just a few of the other accomplishments of the Farmers Association are: the continued publication of marketing news of interest for fruit and vegetable growers, increased public relations campaign to explain cost of foods to consumers, by utilizing radio, TV and newspapers; additional discounts to all members on fire, auto, and life insurance holders, and better Advisory Councils to take part in policy development.

The Lancaster County Farmers Association is now making a drive for membership, the slogan being "See Everyone in '71."

In this age of dwindling farm population and increased urban government representation, it would be foolish to turn down the opportunity to join this "Power for the Farmer" organization.

Plans are being made to operate the Lititz branch store of L. H. Brubaker, Inc. under the separate name and ownership of Mr. & Mrs. Roy A. Brubaker who have been managing the Lititz store since it has begun serving farmers of this area 24 years ago. In this change we hope to continue uninterrupted service of farm equipment to farmers in this area.

MANPOWER: Our Lititz staff will continue to support our efforts to furnish and service your equipment needs as in the past. One of the deciding factors in our decision to take over the business was that we not only have a staff of men with farm background but also with as much as 20 years or more training and experience in tractor and New Holland baler service procedures.

MERCHANDISE: We plan to continue representing and servicing most of the lines of equipment we formerly carried including New Holland new machinery and parts.

FACILITIES: We now have the footings poured to add a 30' x 40' addition to our rear ground level service shop. This will enable us to get inside at one time more and larger pieces of equipment to work more efficiently in winter or rainy weather.

Howard Erb who most of you know as a farmer, a sales clerk, or former parts man or as our present sales representative will continue to call on you as requested or as his limited time permits.

Your part: We need and sincerely appreciate and will try to deserve your patronage and friendship.

Please call us or talk to Howard Erb about any present or future interest in farm, lawn or barn chore equipment you may be needing this Spring or Summer. We have free financing terms and Early-Buyers Dividend refunds for many items.

Please call us or talk to Frank Ortlieb, service foreman or Lloyd Lefever, George Knight or Clair Becker about equipment overhaul or service. We will make special terms or hauling allowances for some jobs during slack work seasons.

- Check over your equipment now for needed parts, attachments or service to make sure your equipment is ready to work next Summer

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