

# York Co. gal describes life as professional farm wife

**Editors Note:** Mrs. Gail McPherson presented the following talk during the recent national peach convention.

Has anyone outlined for you the benefits of becoming a "Professional Farm Wife" or a farm woman as the case may be? Or don't you think of farming as being a profession worthy of professional considerations?

After less than four years of marriage to a farmer, I have arrived at the conclusion that I am indeed a "professional farm wife" and that this position is one of necessity rather than extravagance; one of understatement rather than exaggeration.

What is a professional anyway? According to Carl Stevens who teaches a course entitled "Blueprint for professional selling", a profession is any learned pursuit performed for the public good. You will probably agree that farming is something learned from hard work, sweat, tears, success, failure, and experience as well as from books. And if providing food for your countrymen and world isn't for the public good, then nothing is.

Of course, A professional

is one who pursues A profession or an occupation for gain. Gain is the key word here. Now usually you might consider lawyers, doctors, musicians as the primary professionals. You have been led to believe that professionals are those who have completed some required liberal, scientific or artistic education and sometimes needed to pass a mandatory examination for certification; those who use mental skills rather than manual skills to make their livings; those who are in some elite category of occupation.

Well, you are already in an elite category. Contrary to media figures which report there are 3½ million farms in this country, about 2½ million of those farms gross less than \$2500 a year. Those farmers are not making a living at farming. Those farmers are not pursuing their occupation for gain, are not very professional.

Then about half of the 1 million farms left have less than \$10,000 in gross sales - gross, not net.

There are maybe, 235,000 farmers in this country of 235 million people who sell over the \$40,000 mark which still includes some off the farm

income. But nonetheless, they are the serious farmers, the professionals. They are in the elite .1 per cent of the population. And they feed the 235 million others in America and export to another 150 million people abroad.

And you are their wives!

There are advantages to being a professional farm wife:

1. You will be gaining a working knowledge learning the skill of selling what you produce.

2. You will be directing your innate abilities whatever they may be toward an attainable goal - profit.

3. You will be making a profit while contributing to the common good - feeding the world.

4. And you will be getting out of debt, acquiring security and some luxuries for your family and home as well as for the farm.

It's no secret that farmers are not earning professional wages, although they work longer hours than most of this country's labor force. And it's no secret to you what investment is required before you can even begin to make a living farming. By 1973, farmers had invested a

total of 178 billion dollars in American farms.

And if you've ever tried to figure out your return on your investment as well as your yearly net, you know it's remarkable low. According to 1973 USDA statistics, the latest available to me, return on investment for agriculture before deducting the farmer's minimum \$2 per hour wage was about 1.1 per cent. After paying himself the minimum \$2 hourly wage, the roi was only ¾ of a per cent.

Part of the problem is that farmers everywhere are not receiving a fair share of the food industry profits. Although the American farmer has met almost every challenge to increase

production in the last several decades, weathered the variables of bugs, disease, hail, drought and labor problems; government regulations and market fluctuations have denied him any chance at guaranteed profit.

He doesn't work on cost plus contracts like power companies. He doesn't strike for better wages like teachers and labor union employees. He often must buy retail and sell wholesale like no other businessman does. And because he has been so busy producing and improving his operations, he has neglected all along the necessary promotion of himself and his products in the field of public relations

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## ABSOLUTE AUCTION

### BROADVIEW FARM

A GENTLEMAN'S FARM OF RARE QUALITY AND OUTSTANDING LOCATION

SATURDAY, MARCH 27, 1976

PERSONAL PROPERTY 10 A.M.  
REAL ESTATE 1 P.M.

Located 3 miles North of Coatesville on Route 82, to Monacy Rd. turn East on Monacy Rd three-tenth mile to Baker Rd, turn South on Baker Rd. ½ mile to farm. Just minutes from Route 30 By-Pass. West Brandywine Twp. Chester Co. Pa. Watch for sale signs.

REAL ESTATE consists of 51+ acres w-2½ story old stone house. Kitchen, dining rm., w-fireplace; living rm. w-fireplace & open beam ceiling; powder rm; 3 bed rms; bath rm; random width flooring; attic; basement; oil fired hot water heat; well water w-elec. pump.

2 story stone & frame barn; w-10' x 40' silo; block & frame story shed 30' x 40' and outer buildings. The beautiful 51 + acres are most all tillable & pasture land, w-never failing spring, and 3,263' + or - road frontage on Baker Rd. Choice building site zoned R-1 & R-2 to be offered at absolute auction as an entirety.

15 percent Deposit time of sale cash or approved check.

30 day settlement on or before. INSPECTION ON THIS REAL ESTATE BY APPOINTMENT ONLY. (215) 286-5744.

FARM MACHINERY AND TOOLS: Int. Farmall 200 tractor fully equipped; 7' Int. mower, Int. 21 manure spreader; 2 wheel trailer, Int. Cadet 95 elec. Riding mower like new; Int. rotary self-propelled w-elec. start; ½ hp. portable air compressor; old seed soer wheel barrow; Jamesway water bowls; 3 iron troughs; platform scales; rabbit pens; forks; shovels; log chains; and various hand tools; and other misc. items.

HOUSEHOLD GOODS AND ANTIQUES: Cherry drop leaf table w-drawer; 2 beautiful Empire bureaus; night stand w-drawer; very old high chair; 3 sets of old andirons, screen, and tools; East Lake chairs; cane chairs & others; very old step table copper lined; trunk; old school house clock; single pineapple bed; sewing machine; 9 pc. hard rock maple dinette set; Frigidaire refrigerator; G.E. elec. stove; metal cabinet; Frigidaire auto. washer; 2 pc. living rm. suite; 2 bookcases; books; typewriter; adding machine; rugs; bedding; linens; sm. elec. appliances; 2 youth chairs; 1900 layette baby clothes; Various piece of china and glassware Nippon; set of dishes from Belgium; moose head creamer; GDA Limoge France; pitcher & goblets; blue pitcher, depression glass and many others; candle molds, oil lamp; flat irons; old jars, bottles; milk cans; pictures; mirrors, pots and pans, and various items not listed throughout the sale

AUCTIONEER'S NOTE: This real estate has been in the Baker family for many years. To be offered at absolute auction Sat., March 27, 1976. 1 P.M. SHARP. Personal Property is in very good condition and extra clean. Starting at 10 A.M. SHARP w-Household Goods.

PERSONAL PROPERTY TERMS CASH

By Order Of

GEORGE M. AND ANNA B. BAKER

William R. Keen, Jr. Attorney

William March, Jr. Auctioneer  
Elverson, Pa.  
(215) 286-5744

Lunch by Martins Corner Fire Co.  
Ladies Auxiliary

## PUBLIC SALE

### FARM EQUIPMENT

SATURDAY, MARCH 20, 1976

11:00 A.M.

Located on the farm at route 4, South Annville Twp., Lebanon County, Penna. Turn north off route 322 onto route 934 and continue to Fontana Ave. and turn left to first farm on right or turn north at Fontana Chapel on 322 and continue to first farm on left along road.

#### 4 TRACTORS 4

John Deere 2510 real nice condition

John Deere 530

John Deere A

John Deere 40

2 Lamco self unloading wagons - both with roofs, 3rd beaters and reversers - 1 left and 1 right unloading; 2 high side wagons; Gehl 50 MX Mixall grinder mixer; New Idea 217 manure spreader; New Idea 310 corn picker; John Deere 246 corn planter with band spray; 1 - 3 and 1 - 4 section spring tooth harrow; New Idea 402 5 bar side rake; JD KBA 28 transport disc harrow; Brillion chisel plow; NH 30' bale elevator; Chattanooga 10' cultipacker; J.D. No. 8 harvester with corn head; J.D. No. 8 harvester with pick-up; J.D. fluffer; Ontario 7 x 14 grain drill on steel; PTO dump wagon; J.D. 3-16 bottom trip plow; J.D. F115 2-16 bottom trip plow; International 10' culti-hoe; New Idea 256 3 pt. mower; N.H. 33 field chopper; Kool KB20 7' trough blower and 20' 4" auger.

#### MASSEY-FERGUSON SELF PROPELLED COMBINE MODEL 300

with 10' head with pick-up reel

Dumore loader; 7' blade for loader; McDade 5 H.P. 36" drying fan; drag elevator; tractor mounted seeder; cultivators for A or 530; cultivators for J.D. 40; J.D. weights and cylinders; 1 - 10' and 1 - 12' wooden drag; Sears corn sheller; Heat housers for J.D.'s; 10' iron water trough; Zimmerman unloading units; false fronts; 1 pr. 12-38 and 11-36 tractor chains; fogmaster (like new); estate heatrola; walking plow; fanning mill; wheelbarrow; platform scale; 3 feed carts; 4 hog feeders; J.D. A18 high pressure washer; 2 Sunbeam clippers; chains; forks; shovels; a few tools and other misc. items.

Note: Not many small items, so be prompt.

Conditions by:

J. HAROLD HEAGY  
RICHARD ELLIOTT

Harry H. Bachman - Auctioneer

Lunch by Fontana Union Sunday School

## PUBLIC SALE

OF REAL ESTATE, ANTIQUES,  
HOUSEHOLD GOODS, TOOLS, GUNS,  
GARDEN TRACTOR

SAT. APRIL 3, 1976

At 11:00

Located 15 Kendig Road, Willow Street, RD2, West Lampeter Twp., Lanc. Co., PA. (Loc. 4 mi. south of Lancaster on Kendig Road between Rt. 272 north & Rt. 272 south).

2½ story, 10 room & 1½ bath, frame house w-white asbestos siding. Oil hot water heat, elec. hot water heater, well & cistern water w-city water piped into house, city sewage, slate roof, alum. storm windows & doors, front & side porches. Other buildings: 1 car cement block garage & 1 story frame workshop w-cold cellar. Lg. lawn w-old trees & shrubs, 2 nice gardens. Lot size: 125' frontage by 186' depth more or less. Property open for inspection: Saturdays March 20 & 27 from 1 till 3. Real Estate to be sold at 2:00.

Planet Jr. garden tractor w-plow, cult. & disc. Hand & garden tools, antique furniture, glassware & china, household goods, guns, other misc. articles not listed. Food served.

SALE BY

MRS. C. MYLIN SHENK

Carl G. Herr, Atty.

Howard Shaub, Auctioneer

and Roy C. Probst

## PUBLIC SALE

### FARM MACHINERY,

HOUSEHOLD GOODS & ANTIQUES

SAT. MARCH 20, 1976

At 10:30 A.M.

Located approx. ½ mile off Rt. 74 at the Jack (Kyleville) along McCalls Ferry Rd. in Lower Chanceford Twp., York Co., Pa.

#### FARM MACHINERY

A.C. No. 160 tractor, fully equipped only 1400 hrs.; J.D. 3 pt. 3 - 14 in. plow; J.D. disc harrow; Int. disc harrow; Int. 18 disc grain drill, like new; N.I. single row corn picker; Int. No. 46 baler w- No. 10 thrower; 4 row J.D. corn planter; Ford 3 pt. 4 row cultivator; new Brillion 12 ft. wheel harrow; 10 ft. cultipacker; land roller; meadow harrow; side delivery rake; new J.D. 30 ft. elevator; Woods 5 ft. rotary mower; 12 ft. weeder; 3 bale wagons; 2 grain wagons w- gravity bins; 1 flat bed wagon; A.C. 7 ft. side mounted mower; rollover dirt scoop; air compressor; corn sheller; potato grader; hyd. cylinders & other items not mentioned.

#### HOUSEHOLD GOODS & ANTIQUES

12 cu. ft. refrigerator; gas stove; filing cabinet; 2 beds & springs; typewriter; iron crib; table; chairs; army cot; aquarium & stand; ice scraper; dishes; pots & pans.

Antiques: 2 pc. chest or high boy; bookcase; empire chest; buffet; R.C.A. victrola; library table; oak mantle clock; Thomas Civil War vet clock; picture frames; 4 cane seated chairs; old tin boxes; trunk; old books; old bottles; mirrors; calendar plates; document box; etc.

Terms: cash or approved check.

DALE & ROBERT L. KILGORE owners  
Airville, PA

Robert L. Sechrist, auctioneer

Phone 382-4379

Anderson & Warner, clerks

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