

Capital and management stressed

# Farmers' efficiency noted

HERSHEY, Pa. — American farmers are as much as 75 times more efficient than farmers in other parts of the world, Dr. Hiram Drache told the annual convention of PennAg Industries Association last week. Their 96th annual convention was held here at the Hershey Convention Center.

Drache is a professor of history at Concordia College in Moorhead, Minn., as well as a farmer with a 1400-acre beef feeding operation

Although there are many who disagree with his views, Drache is widely recognized as an agriculture expert still operated by family units.

One reason the American farmer is so efficient is because he relies on outside professional help in making management decisions. The more the farmer relies on people like you," he told the PennAg members, "the better job he's able to do."

Farm populations have declined drastically since the country was founded,

Drache said. In 1790 it took the labor of 19 farm workers to provide enough food for themselves and one other person in town. By 1910 every farm worker was producing enough food for himself and seven other people.

By 1960, each farm worker was feeding 26 people. In 1970 the figure had risen to 34, and by the year 2000 Drache predicts that every farm worker will be feeding 200 people.

But if that prediction does

come true, it will mean a tremendous change in the way farmers operate. Where once labor was the most important requirement in food production, capital and management have become more important. That fact will become even more pronounced in the years ahead, Drache feels.

"I'd like to tell you the 5 Ms of farming," he said. "The five things a farmer needs to be successful today. They are, in increasing order of importance, mechanization, money, management, motivation and mother."

Mechanization cuts labor costs and increases the amount of work that can be done by an individual. I know of a college sophomore - a girl - who plows 320 acres a day with a four-wheel drive tractor.

"It takes money to buy that kind of equipment. It takes management to keep a highly capitalized farm operation going, and it takes an individual motivation to want to do the job."

"Most importantly, though, it takes 'mother', another way of saying farm wife. Without the help and encouragement of his wife, a farmer will have a tough time doing all the things that need to be done to make an operation successful."

"But if a husband-and-wife farming team make up their minds that they're going to do something, there's nothing in the world that can stop them."



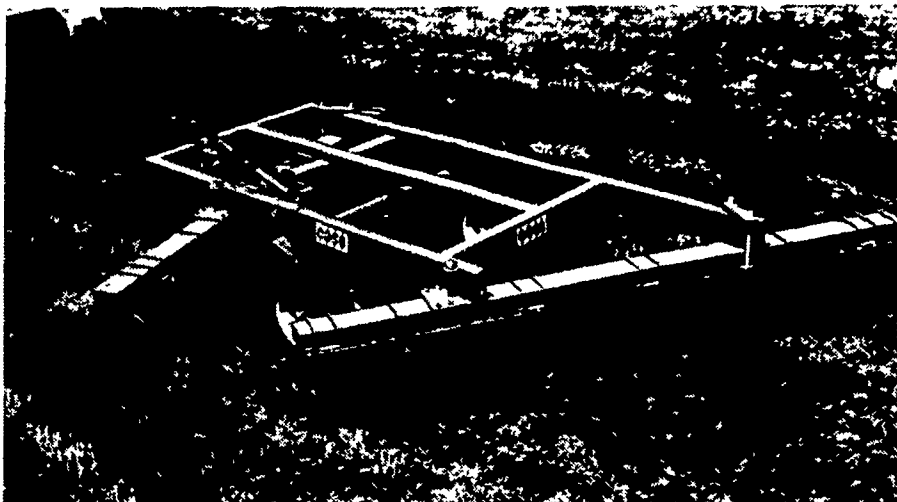
**CONTROL.** A modern farmer adjusts the climate inside the cab of his air conditioned, radio-equipped tractor in a California field. Equipment such as this can cost upwards of \$20,000.

## CASE TILLAGE EQUIPMENT

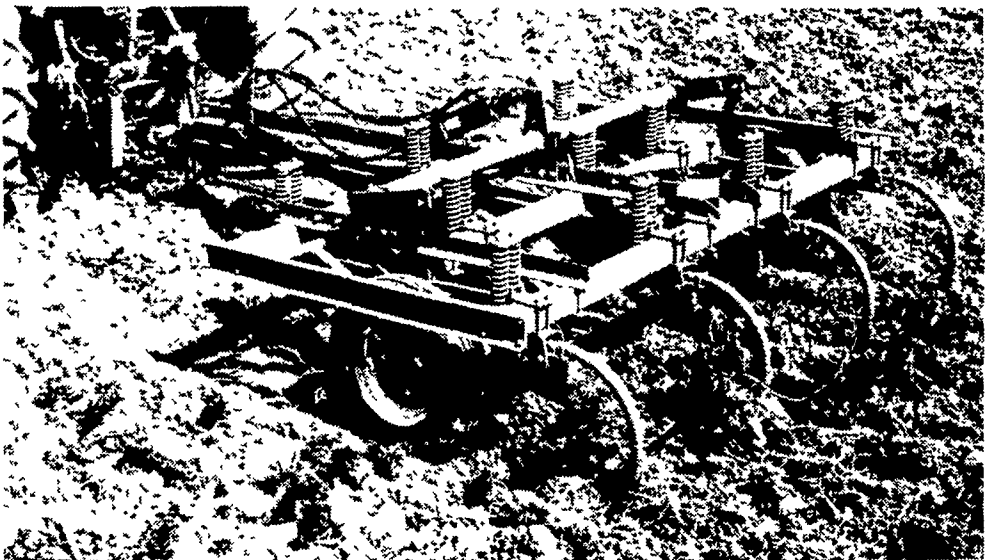
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### COURTHOUSE SQUARES



**SAT. SEPT. 25 - 9 A.M.** Sharp Public Sale of Farm Implements, Household Goods and Antiques on the premises in Jackson Township, Lebanon County, midway between Myerstown and Frystown. Take Route No. 645, turn west at Williams' Gas Station towards Jacksonville Grange Hall, First Farm. Watch for Sale Signs. Terms by Charles Holub; Copenhagen and Risser, Auctioneers.

**SAT. SEPT. 25 - 2:00 P.M.** Public Sale of 30-Acre Farm. Located between Lancaster and Ephrata, along Route 272 - 1/4 mile south of route 222 and route 772 interchange (near Brownstown), West Earl Township, Lancaster County, Pennsylvania. Terms by Reid E. Wissler & A. Margaret

**Wissler T Glenn Horst, Auctioneer**

**SAT SEPT 25 - 10 A.M.** Public Sale of Household Goods and Antiques of the Late Mrs Eva Sentz located 153 Myrtle St., Opposite Rolling Acres School, Littlestown, Pa. Sale by Harold O Sentz, and Robert E Sentz, Executors for the Estate of Eva Sentz; Ralph L Schuchart, Auctioneer.

**SAT, SEPT 25 - Public Sale of Valuable Real Estate and Dairy Herd, approx. 50 acre farm, located 2 miles North of Lititz along Bornberger Road Sale by B. Landis Huber and Anna W. Huber, owners; E. M. Murry, Auctioneer.**

**SAT. SEPT. 25 - 10 A.M.** Public Sale of Real Estate, Household Goods, Antiques located east of Elizabethtown along Ridge Road, 3rd house west of Greentree Church Road, Mt. Joy Twp. Sale by John H. Gantz; Raymond Miller and Rufus Geib, Auctioneers.

**FRI. SEPT. 25 - 12 Noon** Horse Sale at the Keister's Middleburg Auction Sales, Inc. Rt. 522 3 miles East of Middleburg, 5 miles West of Selinsgrove, Pa. Don and Walt Keister, Owners; Art Kling and Larry Long, Auctioneers.

**SAT. SEPT. 25 - 10:00 A.M.** - Public sale of real estate, antiques, household goods, and automobile. Located at 347 Pleasant View Drive, West Hempfield Twp., Lancaster Co., PA. Sale by: Elizabeth M. Sauder Estate. Aucts: Howard Shaub and Roy C. Probst.

**SAT. SEPT. 25 - 1 P.M.** Public Auction of Real Estate located along Charming Forge Road, about 2 mi. North of Rt. No. 422, Robesonia, Heidelberg Twp, Berks Co., Pa. Sale for Estate of John W. Eisenhauer; Executor, Bank of Pa. Horning Farm Agency, Morgantown, Pa. Auctioneers Alvin and Elton Horning

**SAT. SEPT. 25 - Rush, Pa.** Susq. Co. Annual Heifer Sale. M. L. Bunnell, Auct Springville, Pa. Al Smith, Pedigrees.

**SAT. SEPT. 25 - 10 A.M.** Public Sale of Farm Equipment, Van, Feed, Lumber, Tools, Household, Antiques, Etc. located in York County, Pa. 2 1/2 miles East of East Berlin on Route 234 then turn North at Admire Road about 4 1/2 miles next to the Village of Admire. Sale by Mervin S. Livingston, RD 3600 Admire Road, Dover, Pa; Clair R. Slaybaugh, Auctioneer.

**SAT. SEPT. 25 - 10: A.M.** Public Auction of 25 Farm Tractors & 75 Pieces of Farm Equipment. Consignments Welcome. York Co. Farm & Industrial Equipment Co. Inc.

**SAT. SEPT. 25 - 9 A.M.** Public Sale of Valuable Antiques, Collector's Items, Household Goods, etc. at the home of the late Wilbert "Bud" Zarr at 47 So. Main

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