

# Fair share

(Continued from Page C28)

This aggravates the long-standing problem for beginning farmers of surviving lean early years. Partnerships, part-time farming, renting and leasing, and off-farm jobs are being used by new farmers to stay afloat.

While the general financial factors discussed dominate farm finances, income problems tend to vary by commodity mix, geographic region, size of business, tenure, and operator age. Obviously, variation in financial situations occur within each of these categories.

Commodity mix is a key income factor. Some commodities, such as fruits, are grown under production contracts that set prices in advance, thus limiting but

assuring a return. Others are protected by Government price supports to stabilize prices.

Some farms seek stability by diversifying. But many producers opt for economics of scale by concentrating on one commodity, even while recognizing its cyclical pattern offers feast or famine years.

Regional variations are considerable, due to farm size, soils, commodities produced, and weather patterns.

Farm net income in 1978 ranged for \$56,706 in Arizona to only \$811 in West Virginia. Arizona's high per capita income figure comes from the dominance of the relatively few large irrigated farms that dominate that State's agriculture. West Virginia,

on the other hand, is characterized by relatively small, part-time farming operations.

This geographic variation also relates to still another important element: variation by size or volume of business. Many farms, especially large farms, can do well without price and income support programs. But on the other hand small farms often cannot benefit much from programs that tie benefits to the quantity of a given commodity produced.

In between the large-small extremes, operators of medium-sized farms may face the worst squeeze of all. They are often less free than small farm owners to supplement their incomes with off-farm work. Yet they don't have the economic muscle to bargain for discounts on major inputs or

price premiums for their produce. Some experts contend that these are the farms most in need of price and income support programs.

Farm owners aren't the only ones in need of help. Tenants and part owners still hold a significant number of farms, despite a decline in tenant farms from 42 percent of all farms in 1935, to about 11 percent in 1974. During that period, the percentage of farms operated by full owners rose from 47 to 63 percent, while those operated by part owners increased from 10 to 26 percent.

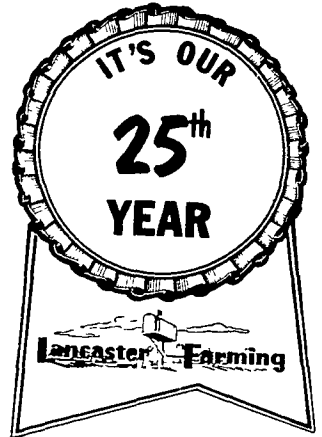
Part owners, who both own and rent land, control most U.S. farmland and produce the highest value in products sold. The part ownership increase in the 1970's reflected a painful dilemma for some farmers: While

unable to justify buying land from a cash flow standpoint, ownership offered considerable benefits in current and potential capital gains.

A final factor is operator age. Young farmers tend to have a higher debt-asset ratio than older, more established farmers. Thus younger farmers, who still face large debts they incurred in getting started and a lower accumulation of assets in such capital items as land and equipment - are more likely to face cash flow problems. In other words, farmers nearing retirement are far better able to expand than young neighbors who have the energy and ambition to do so - but who lack the means to come up with the necessary money.

In devising future programs and policies, Government officials must balance these and other

factors if they are to succeed in strengthening the position of the types of farmers who most need help—the young and new entrants, the medium-sized full-time operators, and the small farms.



Two great offers on new Case agricultural tractors  
**CASH REBATES UP TO**

**\$5000** OR **14% A.P.R. FINANCING PLUS CASH REBATES UP TO \$2500**

For a limited time only take your choice of two special incentive plans for buying a new Case tractor **now**.

**Cash rebates up to \$5000.00** or **14% A.P.R. financing plus cash rebates up to \$2500.00**

**14% A.P.R. financing plus rebate:** You will be offered 14% Annual Percentage Rate (A.P.R.) financing on your new tractor purchase, plus the generous rebate indicated at right for each eligible model, if your tractor is financed with J.I. Case Credit Corporation. NOTE: This special rate does not apply in Montana, Arkansas, Washington and West Virginia.

Offers available at participating Case dealers

Eligible Models (new units)	14% A.P.R. plus rebate	Rebate only
885 990 995 1210 1410	\$1000	\$2000
2090 2290	\$1500	\$3000
2390 2590	\$2000	\$4000
4490 4690 4890	\$2500	\$5000

Your rebate check will be sent direct to you from the Case Company or, you can apply the rebate towards your down payment. NOTE: Government Agencies/Departments do not qualify for rebate.

Models 885, 990, 995, 1210 and 1410 14% A.P.R. up to 36 months  
Models 2090, 2290, 2390, 2590, 4490, 4690 and 4890 14% A.P.R. up to 48 months

both new tractor offers valid

**May 1, through June 30, 1980**

**Example of special 14% A.P.R. financing on purchase of new selected Case tractor:**

Cash price of tractor	\$47,500
Down payment - cash and/or trade-in	9,500
Amount to be financed	\$38,000
Annual Percentage Rate	14%
Number of payments	four
Due dates/periods payments	Ends of 12, 24, 36 and 48 months
Amount of each payment	\$13,041.78
Finance Charge	\$14,167.12
Total of payments	\$52,167.12

**Special waiver of finance charges on all used agricultural tractors.**

If you buy a used agricultural tractor of any make from a participating Case dealer and finance it through J.I. Case Credit Corporation we'll waive finance charges for six (6) months from date of purchase. Offer valid on tractors purchased during the period of April 1, 1980 through June 30, 1980.

- CONVENIENT FINANCING
- LEASING
- RENTALS
- PARTS SERVICE
- RECONDITIONED TRACTORS

See or call us **now**



**DEPENDABLE MOTOR CO.**

East Main Street  
Honey Brook, PA  
(215) 273-3131

**STOUFFER BROS., INC.**

1066 Lincoln Way West  
Chambersburg, PA  
(717) 263-8424

**A. L. HERR & BRO.**

312 Park Ave  
Quarryville, PA  
(717) 786-3524

**ZIMMERMAN'S FARM SERVICE**

Bethel, PA  
(717) 933-4114

**C. & P. FULTZ EQUIP.**

RD 1  
Spring Mills, PA  
(814) 422-8805

**CLAIR J. MYERS**

Lake Road R1  
Thomasville, PA  
(717) 259-0453

**T & T SUPPLY, INC.**

RD5 Danville PA  
(717) 275-0927  
2 mi S off Rte 54

**EDWARDS FARM EQUIP.**

291 West Moorestown Road  
(Rt 512 Clearfield)  
Nazareth, PA  
(215) 759-0240

**PEOPLES SALES & SERVICE**

Oakland Mills, PA  
(717) 463-2735

**E. W. BILEWICZ EQUIP., INC.**

Elmer Rd., Richwood NJ  
(609) 881-2692

**BINKLEY & HURST BROS.**

133 Rothsville Station Rd  
Lititz, PA  
(717) 626-4705

**C. H. WALTZ SONS, INC.**

RD1 Cogan Station PA  
(717) 435-2921

**PAUL SHOVER'S, INC.**

35 East Willow St  
Carlisle, PA  
(717) 243-2686

## GRASSHOPPER THE MOWER THAT MAKES OTHER MOWERS OBSOLETE



Independent dual lever directional control of drive wheels instantly positions the fully visible mower deck exactly where you want it

1. ELIMINATES HAND TRIMMING (Because your mower deck is out front)
2. HAS ZERO TURNING RADIUS
3. ALL HYDROSTATIC DRIVEN
4. MOWER P.T.O. SHAFT DRIVEN

**12 or 16 H.P. Engine in 44", 52" & 61" Mower Deck Widths**

OPTIONAL ATTACHMENTS AVAILABLE

- Snowthrower or Snow Plow
- Vacuum grass catcher

AVAILABLE AT ANY OF THE FOLLOWING DEALERS:

**PENNSYLVANIA**

**A.F.M. EQUIPMENT CO.**  
Plainsville, Pa Luzerne Co  
717-824-7918

**BLUE MOUNTAIN ENTERPRIZE**  
Jonestown, Pa., Lebanon Co  
717-865-2994

**CHARLIE'S SALES & SERVICE**  
Brogue, Pa., York Co  
717-927-6500

**NEIMAN EQUIPMENT**  
Dover, Pa., York Co.  
717-292-2101

**DEMYAN WELDING**  
Kimberton, Pa., Chester Co  
215-933-2136

**ROGLEN EQUIPMENT**  
Elverson, Pa., Chester Co  
215-286-9648

**STOLTZFUS FARM SERVICE**  
Cochranville, Pa., Chester Co  
215-593-2407

**THOMAS POWER EQUIPMENT**  
Avondale, Pa., Chester Co  
215-268-2181

**JIMS LAWN MOWER SERVICE**  
Harrisburg, Pa., Dauphin Co  
717-545-5114

**KOCHS NURSERY & EQUIPMENT CO.**  
Sinking Spring, Pa., Berks Co  
215-777-2021

**LAWN CARE OF PA.**  
Martindale, Pa., Lancaster Co  
215-445-4541

**JOHN MCCLURE JR.**  
Warriors Mark, Pa.,  
Huntingdon, Co.  
814-632-5955

**STAUBS MOWER SERVICE**  
Arendtsville, Pa., Adams Co.  
717-677-8444

**DELAWARE**

**KEENER & SENSENIG CO.**  
Wilmington, Del.  
302-655-2790

**CROMPTON BROS.**  
St. George, Del  
302-834-4602

**MARYLAND**

**KINGSTOWN TRACTOR CO.**  
Chestertown, MD  
301-778-1640

**FOR ADDITIONAL INFORMATION ON THE GRASSHOPPER MOWER**

(Unique In A Class Of It's Own)

Call or Write

**LAWN CARE DISTRIBUTORS**

Box 25, Martindale, Pa 17549  
Phone 215-445-4541

Dealer Inquiries Invited