



## Off the Sounding Board

By Sheila Miller, Editor

### Going out of business?

Listen to the radio, pick up the local newspaper, stay tuned for the 60-second television commercial and what do you hear and read? Businesses, some long established in the community, are closing their doors and "going out of business."

Are farmers going out of business along with the rest of these floundering enterprises?

When you think about an established business, farming ranks close to the top of the list in Pennsylvania's history. With our Commonwealth marking its 300th year, it is apparent that, ever since the early days of pioneers and Indians, farmers have been a vital, economic resource in the Keystone state.

But, after three centuries, economists and the general public are beginning to wonder how much longer farmers can hang on. What are the chances of survival for a group of hard-working, land-loving country folks who, down through the years, have taken their fruits and vegetables, meat and chicken, from door to door — accepting what people would offer them and feeling lucky with their pocket full of coins?

Things have changed in agriculture over the years. Farming has become a big business, with greater costs and even greater risks than in the days of our farming ancestors. But one thing has remained constant — farmers still continue to take what folks will give them for their products.

Having to settle for meager financial rewards from the fruits of their labor was offset in the past by research providing higher yielding hybrids, better producing cows, more efficient equipment and farming practices. All these things helped to cut down on costs so that the margin for profit was still there despite the low returns on grain, milk, meat and other commodities. As a result, Americans were able to afford the luxuries life readily made available since life-sustaining food was cheap.

The 1980s, however, are bringing farmers and their city cousins face to face with a grim reality — food is going up in price, along with fertilizer, equipment, and seed stock needed to produce it.

The question of whether farmers are going to be the next to advertise "final clearance" sales depends on marketing. Can farmers organize to insure a market for their goods? Will they be willing to learn the business strategies their city cousins mastered and played in the profit-making game for decades?

American Farm Bureau Vice President Cecil Miller stated during this week's Pennsylvania Farmers' Association Annual Meeting that "a really good marketer, a really informed person capitalizing on current market situations, using all the trading tools like hedging, for-

ward selling, better handling of money, can stay in business and make some money."

Miller pointed out that, under present circumstances, the farmer's "best bet for income improvement lies with strong consumer demand" in the U.S. and abroad. AFBF and PFA have taken the initiative to explore foreign market potentials in places like China, Japan, Mexico, and South America.

But sound marketing means staying abreast of what consumers are buying. Farmers need to change with the market demand to assure themselves of buyers — not trying to push over-fattened cattle on a diet conscious society.

PFA President Keith Eckel offered this warning. "Farmers need to make decisions and manage their own marketing efforts — or someone else will do it for them." Leaving marketing in the hands of government or large corporations would rob the farmers of their trump card for securing financial control in the market place.

"The farmer who continues to ignore marketing is going out of business," predicted Eckel. "A farmer's net income is influenced by too many things that don't happen on the farm."

This influence, created by legislation enacted by a majority of nonfarm government representatives, is often 'influenced' by city cousins who may respect the farmer and the rural way of life but who are well aware of the need for self-preservation.

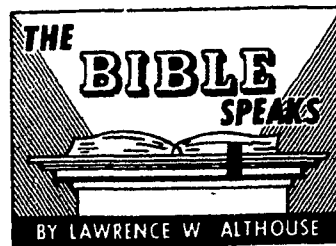
As commodity adviser David Sauder describes the situation, "The city becomes a parasite living off the rural country. When the economic system gets out of balance and there is no longer parity, that's when the city has devoured its country host. This has happened at the end of every civilization.

"If time lasts, we are now in the end of a 510-year cycle for western civilization. We have some very critical choices which must be made. It's either radical change or revolution and poverty. It will be one or the other, and it will come within the next 20 years. You as a farmer will have something to say about that."

Sauder pointed out that the country is the "lifeline" to the city, but it's being exploited. City business people are cashing in on commodity markets, "trading paper commodities which represent real commodities produced in the country. Meanwhile the real producers of commodities in the country go broke working with their hands. Country folks are forced to buy everything they need at retail, while selling all they produce at wholesale."

Will organized marketing be the salvation of the family farm?

There are a lot of people involved in agriculture who are staking their futures on it.



### ARE YOU CHARISMATIC? November 15, 1981

**Background Scripture:**  
1 Corinthians 12 through 13:  
**Devotional Reading:**  
Romans 12:1-13.

Knowing of my interest and involvement in the ministry of spiritual healing, the newspaper reporter said, "Are you a charismatic?"

My first impulse was to reply in the negative. I realized that he assumed that only members of the "charismatic movement" are interested in the healing ministry of the church—a wrong but understandable assumption. But I decided the time had come for someone to try to put the controversy over the "gifts of the Spirit" in a different perspective. Except by the Holy Spirit

"The answer to your question is both 'yes' and 'no,'" I replied. "I am charismatic and, if you're a Christian so are you, but that doesn't mean that we are necessarily part of what is known today as the charismatic movement." I went on to say that, while I have no quarrel with that movement, I have not been attracted to become part of it.

My quarrel, I said, is with those who use the issue of the gifts of the Holy Spirit to divide and antagonize Christians. The Holy

Spirit is not the special or unique possession of one particular group of Christians, nor are the gifts of the Spirit limited to people following one Christian lifestyle. All of us have the Holy Spirit within us and all of us are granted gifts by the Spirit, although we may not be aware of them or make use of them.

Today, however, it is customary for some Christians to insist that they alone "possess" the Holy Spirit and are endowed with the gifts of the Spirit. Even more arrogantly, some of these further hold that when the rest of us preach, teach or heal in Christ's name, we are endowed not by the Holy Spirit, but the devil. Remember that the same charge was made against Jesus (Matthew 12:24).

#### By the Same Spirit

Thus in 1 Corinthians 12, 13 and 14, Paul deals with the same problem. Some people in Corinth are claiming that they alone have the gifts of God's Spirit while others are empowered by the power of Satan. Paul says it plainly: "I want you to understand that no one speaking by the Spirit of God ever says 'Jesus be cursed!' and no one can say 'Jesus is Lord' except by the Holy Spirit. Now there are varieties of gifts, but the same Spirit; and there are varieties of service, but the same Lord" (1 Cor. 13:3,4).

Paul goes on to say that the gifts of the Spirit without love — love that is not jealous or boastful, love that does not insist on its own way — are worthless. Thus, if we have the Holy Spirit in us, we will be humble, not proud, loving of others, not contentious, and willing to acknowledge that all of God's children are gifted with the charisma of the one Spirit.

## Farm Calendar

**Today, Nov. 14**  
Central Pa. Ayrshire Club annual meeting, 1 p.m., home of Carl Sweinhart, Rt. 1, New Enterprise.

**Monday, Nov. 16**  
Research for Small Farms Symposium, Beltsville, Md., through Wednesday.  
Lebanon Farm-City legislative meeting, 8 a.m., Treadway Inn.  
York energy meeting, 6:30 p.m., York County 4-H Center.

**Tuesday, Nov. 17**  
Penn Hort ornamental meeting, 9 a.m.-4 p.m., Wicomico Civic Center, Salisbury, Md.  
Dover Young Farmer class, 7:30 p.m., Dover High School ag room.  
Ephrata Area Young Farmers monthly meeting, 7:45 p.m., Ephrata ag dept., topic: Rural

**Clean Water Program.**  
**Wednesday, Nov. 18**  
Delmarva poultry short course, 7:30 p.m., Georgetown Sub-station, Del.  
HB 1483 Water Bill panel discussion, 8 p.m., New Garden Twp. Bldg., Rt. 41, Avondale, Chester County.  
Lancaster Ag-Industry banquet, 7 p.m., Good 'n Plenty Restaurant.

**Thursday, Nov. 19**  
Inter-State Milk Co-op annual meeting, Host Farm, continues Friday.  
Lebanon Farm-City banquet, 6:30 p.m., Prescott Fire Hall.  
Somerset County DHIA banquet, Berlin Community Bldg.

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## NOW IS THE TIME

By Jay Irwin

Lancaster County Agriculture Agent  
Phone 717-394-6851



**To Exercise Dairy Cows**  
I know that many of our dairy farmers keep their milking cows confined to the stall barns much of the time. This is easy to do when you are short of labor during the winter months.

In order to have a healthy herd, the cows should be allowed outside to exercise daily unless severe weather conditions exist. The exercise will not only keep their feet and legs in better condition, but will permit the cows in heat to

be detected. This is often a problem when cows are kept confined too much of the time.

If the herd is turned out for 15 to 30 minutes each day, the time involved will be very worthwhile. You'll find very few days when the weather will interfere.

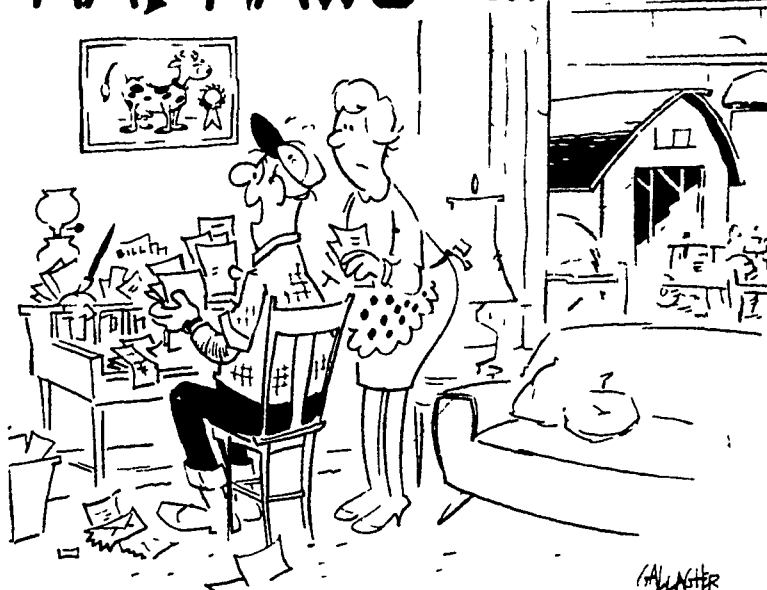
**To Check Fire Extinguishers**  
This is the time of year that our barns and other buildings are filled to capacity with hay, straw, grain, and machinery. Make certain that fire extinguishers are mounted in

each building, including your home.

The first step is to have the extinguishers; the second step is to be sure they are in good working condition; the third step is to be sure that all members of the work force and family know where they are located and how to operate them. In many cases a good fire extinguisher can help control a fire until the fire company arrives. And finally, be sure they are checked

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## HAY HAWS



"Good news! Our increase in profit has raised us to a new poverty level."