



# OPINION

## Sales Persons For Agriculture

Farmers certainly have a right to know that the manufacturer of their farm truck has produced a safe vehicle for the family farm. And by the same logic, consumers have a right to know they are getting wholesome, nutritious, and safe food for their families, too.

Unfortunately, many consumers and their representatives, such as urban news reporters and consumer advocates, know very little about good farming methods and about the contribution that agriculture makes to their high standard of living. So farmers need to be ready to tell their urban neighbors about their business whenever they have the opportunity.

Most farmers know the technical aspects of growing crops and breeding top producing cows. But they have never considered public relations as part of their job description. That is, informing the public about agriculture and what it provides. You need to become an ambassador for agriculture.

Public relations firms and advertising agencies hired by the checkoff dollars from the farmer's income help sell agriculture and food products. But as an individual farmer, you can talk to your neighbors. Or you can talk to the reporter from the town paper. We believe farmers are the best salespersons for agriculture.



**NOW IS THE TIME**

By Jay Irwin  
Lancaster County  
Agricultural Agent

### To Bid Farewell-- A Time For A Change

Time has a way of creeping up on us, and I have passed my 65th birthday, so I'm taking that next step in life .... retirement. Effective May 1, I will be retiring as County Extension Director of Lancaster County Cooperative Extension. I have truly enjoyed my relationship with you through this column and have appreciated the many letters and comments that I've received. The column "Now Is The Time" will be continued under the able leadership of John H. Schwartz, the new County Extension Director.

If you are wondering what I will be doing, I guess I am not totally retiring because I have accepted a temporary duty assignment with U.S.D.A. Extension Service and Penn State's International Program to serve as an agriculture advisor on a team going to Poland from June 2 to November 29, 1991.

I have seen a lot of progress in Lancaster County Agriculture over the 24 years I've been here. Dairy cows have increased from 65,000 in 1967 to 97,000 in 1989 with production per cow going from 10,000 lbs/cow to 15,500 lbs/cow. Laying hens from 3,000,000 in 1967 to 9,000,000 in 1989 with production of 230 eggs/hen/year to 268 eggs/hen/year. Hogs have risen from 90,000 to 358,000. On the other hand, the number of farms has decreased from 6,000 to 5,000 and crop acreage from 330,000 acres to 300,000 acres in the same time period. These changes have taken place because of the efficient use of newer pesticides, better feeding programs, nutrient management of our soils and overall better farm management practices. Our farmers have steadily become much more efficient.

mers have steadily become much more efficient.

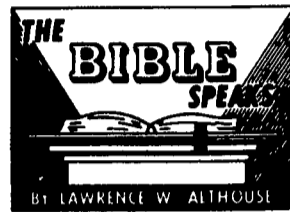
The consumer has greatly benefited in these efficiencies because the percent of disposable income spent on food has been declining since 1950. In 1950 the people in the U.S. spent 22.2% of their disposable income on food; in 1960 they spent 20%; in 1975 they spent 17% and in 1990 they only spent 10% of their disposable income on food. This is a tremendous achievement for all of agriculture.

I also want to commend the supportive industries that are an integral part of this progress. The advanced technology in feed manufacturing and formulation have been a contributing factor in the increases in milk and egg production; the supportive banking industry has allowed farmers to purchase new technologies for their operations. And yes, I feel

that our Penn State Cooperative Extension has been a contributing part of this progress through dedicated research and the commitment of Extension Agents to take that information to the farmers and general public.

Extension has changed and will continue to change in the future. Computers are a valuable tool in Extension and will be used more in the future to speed-up the decision making process. More emphasis will be placed on IPM (integrated pest management) in the future as we strive to reduce the need for pesticides. Land use and farmland preservation, along with environmental issues, will be major issues as we proceed into the next decade.

We must all approach the future with a good positive attitude because each one of us can make a difference. I truly wish each one of you the very best in your future.



**LEARNING TO MEND**  
May 5, 1991

Background Scripture: 2 Corinthians 1:12-2:17.

Devotional Reading: Philippians 4:4-13.

Back in the 19th century, a denomination (which shall remain nameless) was torn asunder by a conflict that was fought under the banner of the theological disagreement on the doctrine of "entire sanctification." Today church historians acknowledge that essentially this split was the result of a personal conflict between two bishops, Smith and Jones (not their real names) who refused to acknowledge their antipathy and elevated the conflict to the level of doctrinal dispute. Members divided into "Smithites" or "Jonesites" and a small denomination became two even smaller ones. In 1962, when I became pastor of a church in a small town in Pennsylvania, I found that that conflict had split not only the community, but also whole families. And some of the wounds still had not healed.

### LIVING SKIM MILK

Although church conflicts usually appear as matters of principle, all too often they are really clashes of personalities and they have done the cause of Christ a great deal of harm over the centuries. As someone had put it, "we preach whipped cream and live skim milk." Our professions of love and reconciliation are often negated by our examples of strife and alienation, for people expect a higher level of behavior from Christians.

The problem is not just that churches are prone to the same personal conflicts as other human institutions — after all, churches are composed of acknowledged sinners — but that after almost 2,000 years they still are woefully

deficient in healing their human conflicts. Church people, I have found, are much more likely to "fight for their convictions" than to "reconcile for the sake of Christ."

Church disputes have been with us since the beginning and 2 Corinthians give evidence of a serious one between the Apostle Paul and some members of the church in Corinth. Unfortunately— for the sake of our curiosity, at least— Paul doesn't tell us what was the cause of that dispute. He knew what it was about and he knew the Corinthians knew, so we can only infer some of the issues from his letters. Apparently some of his critics had accused him of vacillating because he first planned to visit Corinth and then later called it off. Some of the Corinthians may have interpreted this as a slight. At any rate, although we can only guess at what happened, the conflict was very serious.

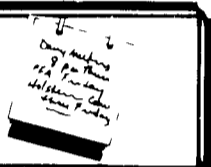
### REAFFIRM LOVE

But, although one of Paul's purposes is to defend himself against some of these charges, his greater purpose is to effect reconciliation. It appears that someone in the Corinth church was punished in some way as a result of this conflict: "For such a one this punishment by the majority is enough; so you should rather turn to forgive and comfort him...So I beg you to reaffirm your love for him...Anyone whom you forgive I also forgive" (2:6- 10).

I have rarely seen congregational conflicts end in reconciliation. Expulsion or walk-out is the usual result. Seldom, in the midst of these conflicts, have I even heard the word "love," let alone seen it in action. (I hope my experience is the exception rather than the rule.) It is understandable that in our churches we should sometimes disagree and even that sometimes these disagreements might cause personal and congregational disruption. But in the midst of these conflicts we need to hear Paul saying to us: "I beg you to reaffirm your love for him" (her, them).

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## Farm Calendar



### Saturday, May 4

Maryland Sheep and Wool Festival, Howard Co. Fairgrounds, West Friendship, Md., thru May 5.

Sheep Field Day, Delaware Valley College, Doylestown, 9:30 a.m.-3 p.m.

Huntingdon Co. 4-H Food Booth Sportsman Show, Huntingdon Co. Fairgrounds, thru May 5.

### Sunday, May 5

Maryland Sheep and Wool Festival, Howard Co. Fairgrounds, West Friendship, Md.

Huntingdon Co. 4-H Food Booth Sportsman Show, Huntingdon Co. Fairgrounds.

### Monday, May 6

### Tuesday, May 7

Bradford Co. Tractor Certification Program, extension office, 7 p.m.

S.E. Pa. Fruit Growers twilight meeting, Shanesville Fruit Farm, 6:30 p.m.

Snyder Co. farm preservation meeting, West Snyder High School, 8 p.m.

### Wednesday, May 8

Northumberland Co. spring fruit twilight meeting, Dries Orchards, Augustville, 6:30 p.m.

### Thursday, May 9

Jay Irwin retirement party, Farm and Home Center, Lancaster, 7:30 p.m.

Bradford Co. Tractor Certification Program, extension office, 7 p.m.

### Friday, May 10

### Saturday, May 11

Western Pa. Sheep and Club Lamb Sale, Mercer Co. 4-H Park, Mercer, 6 p.m.

Bradford Co. Tractor Certification Program, extension office, 9 a.m.

Blair/Cambria/Clearfield Co. Beekeepers hive platform demo and picnic, Duman Park, 1 p.m. (rain date May 18).

### Sunday, May 12

Mother's Day!

### Monday, May 13

Poultry Management and Health Seminar, Holiday Inn, Shamokin Dam, 6 p.m.

Lancaster Co. Beekeepers meeting, Rainbow Apiaries, East Earl, 6:30 p.m.

### Tuesday, May 14

### Wednesday, May 15

Dairy barn ventilation principles, Rutters Family Restaurant, York, 7:30 a.m.-9:30 a.m. (Turn to Page A35)

## Farm Forum

### Editor:

Thank you for your good editorial in 4/20 Lancaster Farming. I hope it makes Penn State people think twice.

More about cows of color: Will Penn State exclude RED and White Holsteins?

Sam Williams, Jr.  
Middletown

(Turn to Page A34)

### Editor:

The page 1 article by Andy Andrews (4-20-91) in regards to the "Schulze Bill" on a new federal estate tax bill for family farm inheritance, was very heart warming to me- I think this bill should be vigorously supported by all



### Lancaster Farming

Established 1955

Published Every Saturday

Ephrata Review Building

1 E Main St

Ephrata, PA 17522

— by —

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A Steinman Enterprise

Robert G Campbell General Manager

Everett R Newswanger Managing Editor

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