

Agri-Finance Seminar Addresses Dimensions That Affect Agriculture

(Continued from Page A18)
rates results in 12 to 16 percent decline of income.

"Only 40 to 45 percent of American farms have the potential for a positive bottom-line and this will decline to one-third at the turn of the century," Kohl said.

He predicted that 60 percent will operate the farm for a life-style rather than a profit, which means frequently more than one person will be working off the farm. Eighty percent will need off the farm income to continue.

While farmers often attempt to work harder to increase profits, Kohl said that low profits from overwork will result in loss of farm or family.

Kohl said that he has seen some fantastic profit and balance sheets by very unhappy individuals.

"Relationship is everything. Family business wants trust and if you violate that you negate relationships."

On the positive side, a recent survey showed that 78 percent of ag-college students want to return to the family farm compared to only 12 percent in the '80s.

Environmental, energy, and water issues will increase farmers'

expenses, but one consolation, Kohl said, is that the homeowner is going to be hit for violating environmental laws.

William Perry, director of member relations and government affairs for Milk Marketing, Inc., lightheartedly remarked on farmers' annoyance with government's interference in agriculture by saying, "The government ain't ever going to get out of your life because you and me are the government."

To give the audience perspective on the elements that impact the complexity of the farm bill, Perry said that the Constitution was written on four pages, this year's budget took 1,985 pages, and the last farm bill was compiled of 4,000 pages.

In a fiery orator style, Perry spouted off facts and figures that explains why and how government decisions are made and the frustration of trying to educate Congressmen on agricultural issues. He said, 63 percent of Congressmen have been in Washington two years or less. Consequently those working on the new farm bill that will be drawn up have no idea "on what we are talking about."

Because Congress reflects us (society), he said, of the 121 new House members, 40 are black; 19, Hispanic; and 54 are women. Twenty-five percent of the elected body come from three states: California, Texas, and Florida and these 25 percent influence the decisions that face the nation. "What are people's hot button? In California, its environmental issues, Florida, retirement concerns, and in Texas, cowboy issues, he said.

"Because the world is changing, we are becoming a nation of haves and have nots. You are the haves because you are the element of society that has resources, industry, and wealth," Perry told the farmers.

Poverty-driving attitudes will change the way the world does business. Perry said that when milk price increases are discussed and Congress finds out it will increase the price of milk for WIC, Congress dictates that it can't be done because it would prevent low-income persons from being able to afford milk.

You may complain about the increase in the price of a car, Perry said, but that is a one-time purch-

ase and you soon stop complaining. Food purchases are constant and a daily reminder to take care of the have nots.

"Learn to work in the new world. Always keep perspective in mind when reacting to the world," Perry said.

The biotechnological dimension was addressed by G. Terry Sharrer, curator of Agriculture at Smithsonian Institute. He told of tremendous breakthroughs in technology that hold the potential to reinvent agriculture altogether. "Your sons and daughters will probably raise animals and plants that don't exist now," he said.

Current research on a chicken that is resistant to respiratory infections will result in growing a 5 pound broiler within 21 days.

While gene therapy is controversial, it results in saving lives and has the potential to wipe out cancer in future generations. Transgenic sheep and pigs that produce antibodies in milk from an inserted gene to treat human illnesses is possible to make human, animal, and plant life healthier.

Currently scientists are trying to make a healthier mosquito. While that sounds ridiculous in actuality

it would make a mosquito so healthy that it could not contract malaria and transmit it to humans.

"When people see how biotechnology can treat humans, the controversy in using it agriculture will reside," he said.

Larry Webber, president of a management consultant firm, focused on the human dimension of agriculture. He concentrated on seven habits of effective people. To put first things first, Webber encouraged the audience to write down the things they want to be remembered for in their personal and work life at their funerals. Each should also decide the one thing they could do superbly in their personal and work life that would produce wonderful results. This shows where individuals place values. Then compare where time and effort is spent compared to what is important. This simple exercise can change your habits, he said.

H. Louis Moore, professor of ag economics at Penn State, addressed the economic dimension, which has been reported in several issues of Lancaster Farming recently.

See Your White-New Idea Dealer Listed Below.

NEW JERSEY

Bridgeton

Leslie G. Fogg Inc

Columbus

Reed Brothers Equipment

Shiloh

Farm Rite Inc.

PENNSYLVANIA

Airville

Farmers Equip & Supply

Bechtelsville

Miller Equipment

Belleville

Ivan J Zook & Sons

Bethel

Zimmerman Farm Service

Bloomsburg

William F. Welliver

Chambersburg

Chambersbrg Farm Service

Cochranville

Stoltzfus Farm Service

Dover

George N Gross Inc

Everett

Sollenbergers Equipment

Gettysburg

Yingling's Implement

Honesdale

Marshall Machinery

Klingerstown

Stanleys Farm Service

Lebanon

Umbergers Of Fontana

Mahaffey

Hutton Farm Equipment

Mercer

Ralph W Kyle Inc.

Oakland Mills

Peoples Sales And Service

Quakertown

C. J. Wonsidler Bros

Quarryville

A L Herr & Brother

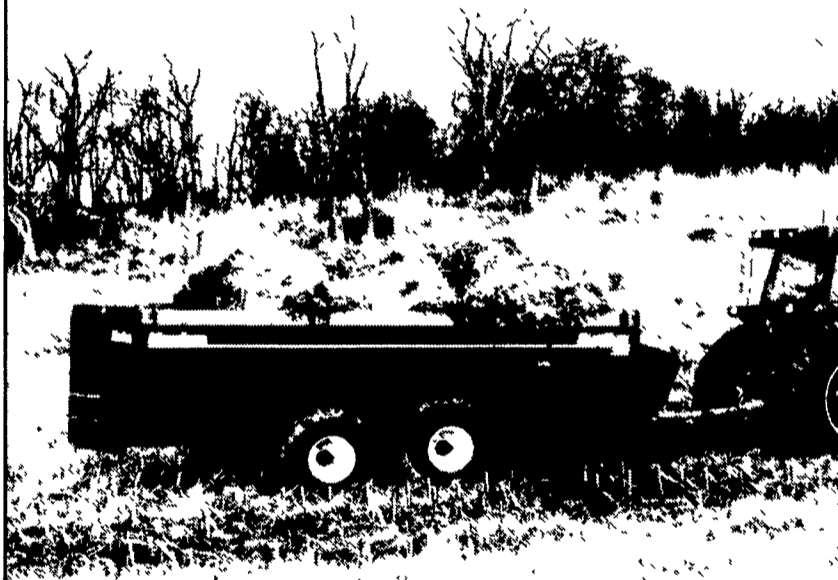
Somerset

Lincoln Supply & Equipment

Tunkhannock

Ace Jurista

Tough Shredder



SideKick spreaders power through even the toughest manure.

With a new SideKick 3200 series side-delivery spreader, you'll power through tough manure when others shudder

The planetary drive system and twin augers power through all types of manure from slurry to heavy pen pack to dry feedlot to gritty poultry litter

The unique vertical expellers shred manure for a fine application. And the hydraulic expeller door

makes the rate easy to control, too

New Idea 3600 series box spreaders have earned a reputation for a long life and an exceptional spread pattern



See your dealer or call 1-800-767-3221 for information

NEW IDEA® SPREADERS

Brown Swiss Sale

FREDERICK, Md. — This year's Mid-Atlantic Brown Swiss Calf Sale will be held at 10:30 a.m. on Saturday, April 30, at the Frederick Fairgrounds, Frederick, Maryland.

This annual sale has gained quite a track record for calves sold. Many have developed into National Show quality animals, State and National Bell Ringers, All-Americans, and profitable additions to many herds.

Now is your chance to consign a calf to this sale — check those calf pens and pedigrees and see what you can offer. This sale has been a great place to buy a 4-H project and has also provided some top-pedigreed calves for the merchandising and investment buyer. We are looking for a strong group of calves that combine a unique blend of production and sound type.

If you are interested in consigning a calf, or wish additional information about the sale, please contact: Howard Fleming (301) 475-3440; Harold Long (301) 271-7577; or Cindy Warner (301) 371-5206.

The sale committee would like to have the pedigrees by Friday, March 25, to get the catalog completed in plenty of time for interested buyers to review. Also pedigree information is requested as early as possible in order to promote and advertise your consignment properly.

Free Estimate

"OUTSIDE FURNACES"

24 Hour Service

Easily Connects To Forced Air/Hot Water Systems

MAHONING:

- Wood - Coal
- Wood - Coal - Oil/Gas
- *Only outside furnace made with catalytic combustor

HARDY:

- Wood
- All Stainless Steel

BENEFITS OF BOTH UNITS:

- **Saves Money** - Heats your home and domestic hot water, no need of chimney or building
- **Safe** - Furnace sits outside, eliminates fire danger and flue fire forever
- **Clean** - No smoke, wood, ashes, dust in the home
- **Convenient** - Thermostat controlled heat, load furnace every 10-12 hours, burns logs up to 16" in diameter, 30" in length

Many Sizes To Fit Your Needs

STANLEY M. WENSEL

Box 24 Barree
Alexandria, PA 16611
814-669-4558
Fax 814-669-9416