

*Third in a series of interviews with Glenn Shirk*

## Lancaster dairy agent talks to young dairymen

**BY PAT KAUFFMAN**  
LANCASTER — In this third in a series of interviews with Glenn Shirk, Lancaster

Because of the complexity of family and partnership arrangements, I think we're basically talking about the

realistic goals. For instance, to shoot for the top herd or the top cow in the county may not be realistic when you consider there are over 2000 dairymen in Lancaster County.

Young dairymen must constantly ask themselves why they want something. It is an ego trip? To strive for a herd with outstanding production is sensible. To strive for the top herd may put too much strain on family life.

Too, these young dairymen frequently fail to recognize the long-term financial pitfalls in what they do. It's common for these dairymen to overcommit themselves finan-

into huge financial obligations in land, buildings, expansion and improvements to facilities, buildings, expansion and improvements to facilities, and machinery and equipment expenses without an

The financial and other burdens of a large operation are difficult enough for someone with experience to handle.

Young dairymen frequently fail to anticipate the effect their actions may have on personal and family life. They make themselves through their financial

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### *“Young dairymen should plan flexibility into their goals...”*

dairy agent, the young farmer and the problems particular to him are discussed.

Glenn, what are the common problems many young dairymen face?

Pat, there are basically two categories of young dairymen. The first category is the young man whose family owns a farm and is brought into the family business. In this instance, his problems are setting up some sort of partnership agreement equitable to all parties, and assuring himself that the operation is large enough to support two families. Additionally, it's necessary to be sure the partners' goals complement one another.

The second category of young dairyman is the young man who has no family farm to remain on and must start basically from scratch.

Generally, each individual case in the first category is somewhat different.

second category, the young dairyman who starts out on his own.

The most common errors these younger dairymen make are in a failure to set goals, a failure to budget out time and money, a failure to anticipate, and a failure to stick with proven practices.

*...if inflation continues, can he tolerate a 20 percent increase in production costs...*

When it comes to goals, it's wise for the young dairyman to decide what it is he's striving for. Every successful person must have a dream. Perhaps his interest is the challenge of breeding cattle. This challenge can be both satisfying and financially rewarding.

However, frequently young dairymen fail to set

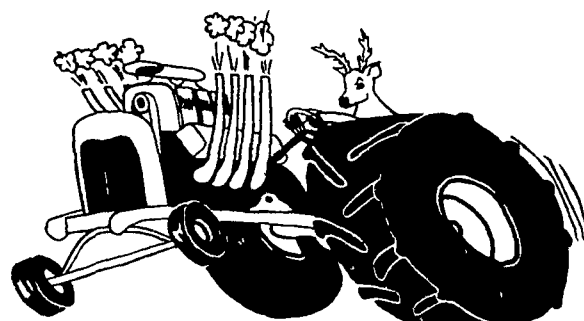
cially. As a result, they overwork to attempt to meet these financial obligations. The end result is mismanagement and a drop in production rather than a gain. Due to time pressures, certain necessary jobs go undone or are delayed.

Young dairymen are frequently impatient. They're tempted to jump

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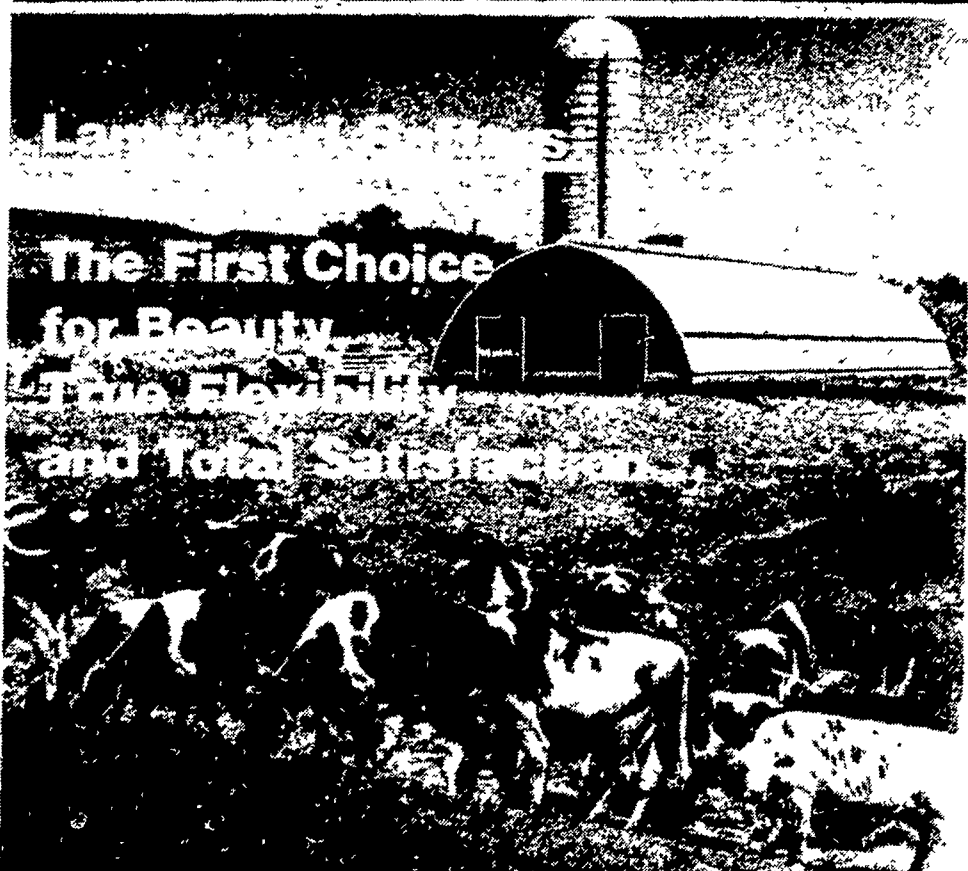
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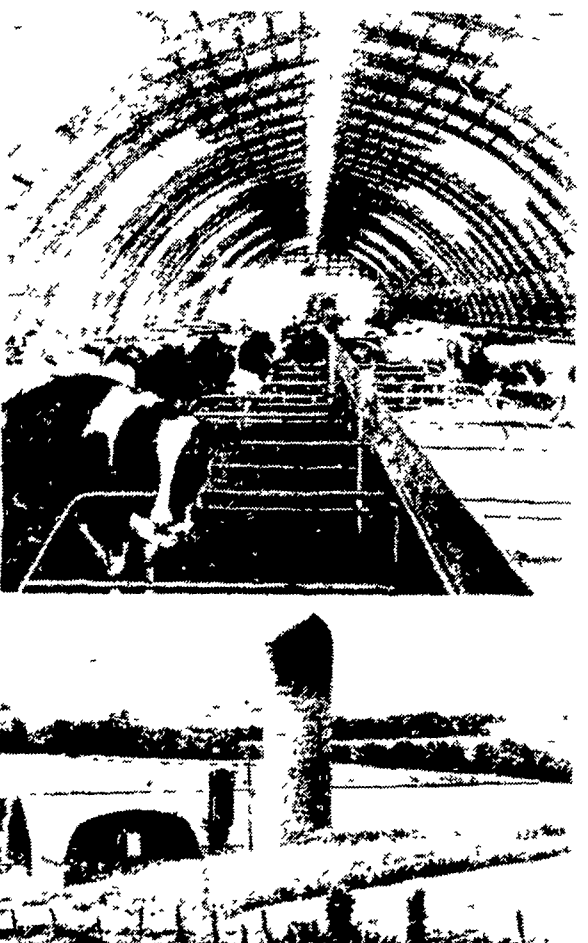
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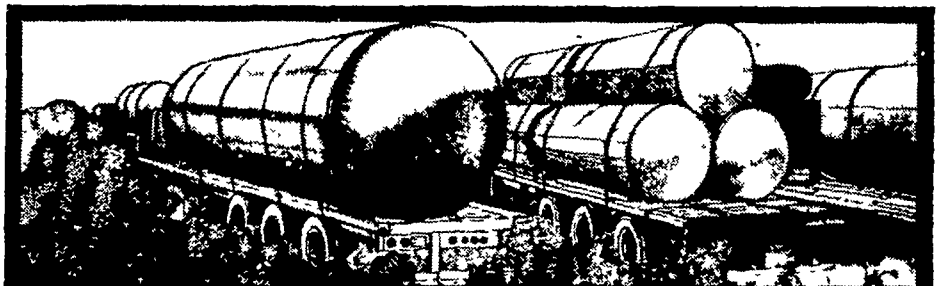
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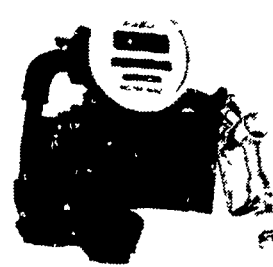
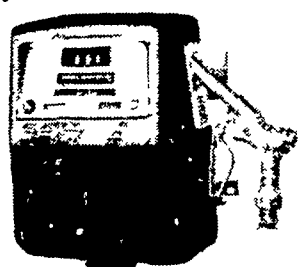




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