

# Binkley & Hurst Bros. Host Tillage Day Event

ROTHSVILLE (Lancaster Co.) — More than 200 farmers attended a day-long tillage event held Thursday at Binkley and Hurst Brothers, in Rothsville.

Field demonstrations of attachments for managing such things as crop residue, compaction and techniques and equipment for deep tillage, were among some of the items on display.

There were 25 pieces of equipment on display ranging from equipment for small gardner to 250 horsepower tractors, but according to staff, the main reason for the day was to communicate with customers.

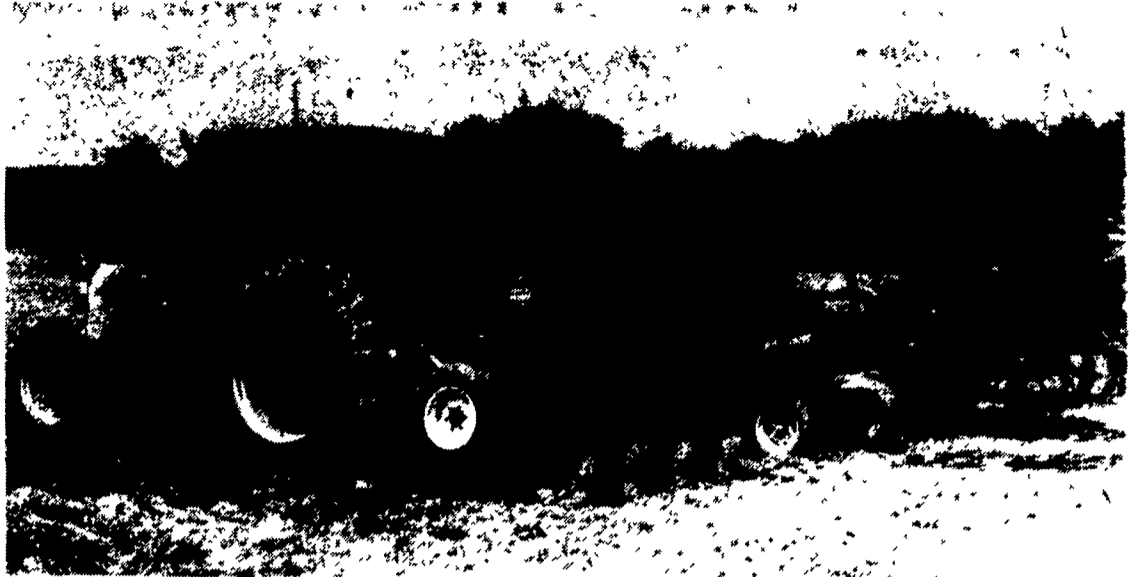
Representatives from Gehl, Richardton, Alo, and staff of Binkley & Hurst Bros. gave presentations during the day, but mostly met with people to discuss topics

and issues of customer concern. According the spokesmen for Binkley & Hurst, the goal of the event was to communicate with the customer.

They said that previously, clients would come in an have a tractor in mind, or a piece of equipment. Today, the discussion is about farming concepts, techniques and programs and what kinds of equipment needed to do the job.

Customized equipment is possible today for special needs and on display was a tool designed by Binkley & Hurst staff, made from components from various manufacturers.

The communications today is from the end user to the manufacturer.



Walter Martin, an employee of Binkley & Hurst Bros., prepares to board a tractor to demonstrate tillage techniques during a special tillage day event.



Visitors to a special tillage day event at Binkley & Hurst Bros. enjoy lunch and a chance to discuss their tillage and equipment needs.

## Meadville Workshop

MEADVILLE (Crawford Co.) — Working to reverse the decline in family farming in Pennsylvania and in turn contribute to the revitalization of our rural communities, the Pennsylvania Farm Link program is sponsoring a Beginning and Retiring Farmer Workshop at the Crawford County Extension Office, Dunham Road, Meadville, on Thursday, Sept. 7.

The regional workshop will address "passing on the farm" issues, business planning, farm loan resources, marketing ideas, start-up strategies, goal setting, and communication skills. It will be held from 9 a.m. to 3 p.m. with lunch on your own.

Participating agencies and individuals include Pennsylvania Farm Link, Penn State Cooperative Extension, Pennwest Farm Credit, Crawford County Rural Economic and Community Development Service (formerly Farmers Home Administration), Integra Bank, and a panel of local farmers. The extension office is located on Dunham Road off of Route 102.

According to Farm Link Coordinator Marion Bowlan, in spite of the decline in family farms in Pennsylvania and the obstacles that deter all but the most devoted, many Pennsylvanians are looking for ways to get into farming and continue with our state's major industry. She cites as evidence the overwhelming response received

by the Farm Link program and its beginning and retiring farmer workshops. More than 530 inquiries from beginning and retiring farmers were received since the program's mid-July 1994 start-up, and workshops have been filled to overflowing capacity.

In Pennsylvania and the nation, people are finding it increasingly difficult to acquire the capital needed to enter farming. USDA attributes at least 25 percent of the recent decline in farm numbers to new people not being able to get into farming. At the same time, Pennsylvania's current farm operators are graying.

The average age of a farmer in Pennsylvania is now over 52 and commonwealth farms are disappearing at a rate of 1,000 per year. Many farmers reaching retirement age are having difficulty phasing out of farming while maintaining adequate resources for retirement. Farm Link is looking for innovative ways for retiring farmers to gradually transfer their farms to the next generation while keeping more of the money in their pockets.

Individuals who want to enter farming or farmers considering retirement are invited to attend this workshop. There is no cost to attend; however, pre-registration is necessary. Please call the Farm Link program at 800-9PA-FARM by Tuesday, Sept. 5 to make your reservations.

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