

# 'Passing On Farm' Topic Of Williamsport Workshop

HARRISBURG (Dauphin Co.) — Pennsylvania is at a crossroads in agriculture that will affect future generations and the status of the commonwealth's number one industry.

Currently, 45 percent of Pennsylvania's farm operators are age 55 or older. There are two times as many operators over the age of 65 as under the age of 35.

In the next 10 years, nearly one quarter of the state's 44,800 farms will change hands. How we address this problem will affect agriculture in Pennsylvania for generations to come.

Working to assist in the successful transfer of family farms 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 Hoss's Steak House in Williamsport on Monday, Nov. 10. The regional workshop will address "Passing on the Farm" issues, including business planning, farm loan resources, marketing ideas, start-up strategies, goal setting, legal aspects of farm transfers, farm management, and communication skills. It will be held from 9 a.m. to 3 p.m. Participants will be required to purchase lunch at Hoss's.

Participants will be required to purchase lunch at Hoss's.

Participating agencies and individuals include Pennsylvania Farm Link, Penn State Cooperative Extension, Pennsylvania Farm Bureau, Farm Credit, Farm Service Agency, and a panel of local farmers.

According to Executive Director Marion Bowlan, "In spite of the decline in family farms and the obstacles that deter all but the most devoted, many Pennsylvanians are looking for ways to enter farming." Beginning farmers are finding it increasingly difficult to acquire the capital needed to enter farming.

At the same time, Pennsylvania's current farm operators are graying. The average age of a farmer in Pennsylvania is now over 52. Many farmers reaching retirement age are having difficulty phasing out of farming while maintaining adequate resources for retirement. Farm Link is working on innovative ways for retiring farmers to gradually transfer their farms to the next generation.

Individuals who want to enter farming or farmers considering retirement are invited to attend this workshop on Monday, Nov. 10, from 9 a.m. to 3 p.m.

# Farmers Meet To Develop Independent Trade

PEACH BOTTOM (Lancaster Co.) — A meeting for dairymen who are seeking to take control of their own markets was held recently in the Hoffman Building at the Solanco Fairgrounds in Quarryville, according to Allen Weicksel, of Peach Bottom.

Weicksel has been a leader among an independent group of dairy producers and farmers seeking to take control of their businesses by developing their own markets.

The marketing efforts thus far depend on investments by members of the organization. According to Weicksel, the group has thus far marketed more than \$6 million worth of product in Russia, such as branded canned sweet corn produced for the market taste, and dairy product.

It is seeking to do more.

Weicksel said he has a number of "critical points and their missions" in a plan to secure markets that were discussed during the meeting.

He said that while the marketing effort has grown out of the southern Lancaster County region to include a number of others in the farmer-controlled Overseas Trade Group, there is much to be done, and much opportunity to take, instead of waiting for those without a vested interest in success to get around to deciding when and where and how international markets can be developed.

Weicksel said that the group is seeking only those farmers "who want control of their milk markets, who want to be businessmen and develop markets and accept the responsibility for their milk production."

Prior to the meeting, he said, "There's no reason to come if your not willing to accept control and responsibility for the dairy product."

Some of the discussion was to focus on strategies for developing markets.

Weicksel said it is important to note that the group of farmers with whom he is associated is not seeking government support programs, only help in establishing markets.

"The group I work with is against the floor price and want government off their back and to be totally independent."

The floor price to which he referred would be a government-decreed, across-the-board minimum price to the farmer of \$14 per hundredweight of milk, that has been promoted by some groups as a way to relieve financial stresses on dairy farmers, especially family farmers who have been going out of business because prices received haven't been covering costs of production.

Some of the strategies Weicksel said were to be discussed during the meeting included setting goals

and timetables.

• A farmer controlled overseas trade group is critical to the strategy. The Pa. Producers Research and Development Commission Inc. (PPRDC), is to continue that effort, with a goal of, over the next two years, to continue to develop an overseas dry whole milk market with the capability of handling 100,000 metric tons of dry whole milk by 2000.

• The creation and maintenance of a farmer financial pool is to be handled by the American Raw Milk Producers Pricing Association Inc. (ARMPPA), a group already established. It is to have the goal of, over the next four years, continuing to develop a national membership of 35,000 dairy farmers who are willing through an assessment program to develop an overseas dry whole milk market. The proposed assessment would be .0164 percent of the gross monthly milk check and would be paid into a trust fund.

• The movement of fluid milk over the next four years would be controlled by the ARMPPA. It has developed a system of moving milk from the Lancaster region east into New York. The goal is to expand that system to export fluid milk.

• A goal is to establish a dry whole milk cooperative by 1998. The ideal would be a dairy farmer cooperative with the capability to produce 1.8 billion pounds of raw whole milk for shipment overseas as dry whole milk. Discussion at the meeting was to further some of the possibilities for the cooperative, such as production contracts, location, a base price, etc.

• The finalization of the program is to occur when the two groups — PPRDC and ARMPPA — decide and announce four months prior to shut down, to allow non-participating dairy farmers to evaluate the program and determine if they want to join.

For more information, contact Weicksel at 1718 Slate Hill Rd., Peach Bottom, Pa., or call (717) 548-3559, or fax (717) 548-3642.



## Lancaster Poured Walls

- Agriculture
- Commercial • Residential



Call for Prices On:

- SCS approved Manure Storage Pits
- Basements
- Footers
- Retaining Walls
- Floors

Customer Satisfaction is Our Goal

### Lancaster Poured Walls

2008 Horseshoe Rd. • Lancaster, PA • (717) 299-3974

## Weaver Insurance Agency

"We're Here To Serve"

### FARMERS



Tired of Paying High Insurance Rates On Trucks You Seldom Use?

We Offer Competitive Prices On Trucks From Pickups to Tractor Trailers

We Offer All Types Of Farm and Agribusiness Insurance

Please Call For Quotations or Information.

**Carol - Roger Slusher - Cindy**  
248B Maple Ave., Quarryville, PA 17566  
(717) 786-1711 (800) 882-1415

## MILLER DIESEL, INC.

FUEL INJECTION & TURBO SPECIALIST

6030 JONESTOWN ROAD, HARRISBURG, PA 17112  
(717) 545-5931 • 1 (800) 296-5931  
Since 1957

MEMBER **ADS** ASSOCIATION OF DIESEL SPECIALISTS

Specializing in:  
**FARMING & AGRICULTURAL**  
Factory Authorized Diesel Fuel Injection Sales, Service & Parts

Miller Diesel, Inc. offers:

- \* Diesel Fuel Injection Pumps, Injectors, Turbochargers
- \* Factory Trained & Authorized for complete services on: Stanadyne (Roosa Master), Lucas CAV, Simms, Robert Bosch, Ambac (American Bosch), etc.
- \* Instant Exchange or Rebuild (Fast Turn Around Time)
- \* Feed Pumps (John Deere & Most All Applications)
- \* Quality Workmanship, Experience, Troubleshooting.
- \* Free Pick Up & Delivery (100 mile radius of Hbg.) Daily UPS Shipping

### MILLER DIESEL, INC.

WE WANT TO BE YOUR FUEL INJECTION SPECIALIST

## Hot Air Circulator (Needs NO Electricity)



- Special top-vents create a natural draft
- Burns wood or coal
- Cast Iron Doors & Grate
- Exterior handle for clean shake-down

Optional Electric Fan for the maximum heat circulation.

- All DS Stoves have hot air (or hot water) regulators
- All DS Stoves have cast iron doors and grates
- All DS Stoves have exterior shaker handle for dust-free shake down

**D.S. Machine Shop**  
Stoves & Chimneys  
238B Old Leacock Rd., Gordonville, PA 17529  
717-768-3853

**Nippenose Stove & Chimney**  
Rt. 3, Box 367  
Williamsport, PA 17701  
717-745-3253

