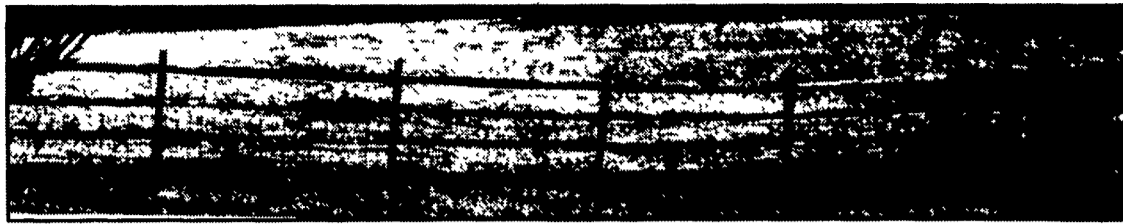


Like 'Fence Posts Talking To Each Other'



Unfortunately, many family members interact similar to fence posts when it comes to communication — they neither talk nor listen.

Understanding each other is often as confusing as this statement: "I know you think that you heard what I said, but what you heard is not what I said."

(Continued from Page B2)

vents farm couples from sharing stress and personal feelings.

"Knowing that you do not face these problems alone can begin the healing process of a stressful situation. Everyone needs to know that someone else cares about them."

Worry is like a rocking horse, because it gives you something to do but gets you nowhere. It is important to identify the source of worry and than take into consideration a research study that revealed the following:

- 44 percent of the things that people worried about had already happened and nothing could be done to change what had happened in the past.

- 26 percent of the things people worried about would never happen to begin with.

- 22 percent of the things that people worried about cannot be changed. If it happens, it happens and nothing can be done to change it.

- 8 percent of the things that people worried about could actually be changed by some control the person has to do something about the situation.

Sense of Humor

Keep a sense of humor in a stressful situation. Hanson said

that his wife has three television programs that she likes to watch and does not want to be interrupted while watching them. Whenever Hanson attempts to ask a question during these episodes, she waves him aside or nods yes.

Her response is often inconvenient for Hanson, and he jokes that sometime he is going to tell his wife he is leaving her to marry the neighbor woman, and his wife will nod OK.

Making a joke of the situation

relieves the frustration Hanson feels.

Follow Through

While couples often believe that settling an argument solves the problem Hanson advises more steps to take.

- Achieve a personal balance between farm work and a time to relax with family members.

- Express appreciation for your spouse and other family members. Too often, individuals involved in a farming operation have a definite feeling of being

taken for granted. It is not always the words spoken, but the words left unspoken that can cause a rift in relationships.

Learn to say, "I love you. I appreciate you. I need you."

Hanson said, "Those words are often left unsaid until it is too late to salvage a relationship."

A farm wife once told Hanson, "If my husband just told me that he loved me and cared about me as much as his new tractor, I would have stayed on the farm, and found a way to save my

marriage."

Another wife told Hanson, "The only thing that my husband and I share together is our mailing address, and now I am going to change that."

It is extremely easy to get so wrapped up in the working demands of the farming operation itself that we often forget or even ignore the needs and personal feelings of those we love the most in our lives.

Hanson jokes that the best way to test the strength of a farm marriage is to let a husband and wife sort livestock together on a hot summer day. Or watch the reaction of a spouse when his wife brings home the wrong combine repair part.

Too many family members assume that they'll have more time to spend and share together next year. Or they intend to share their personal feelings for their spouse later, but never find the time.

Determine to take positive steps now to share your feelings and build closer family ties.

"Family strengths are important to everyone," Hanson said. "The family is a personal refuge and caretaker of its members. Families sustain us in difficult times, share our dreams, and become a part of our pleasures and memories throughout life."

Kohl Outlines Ways To Navigate In Changing Global Marketplace

LOU ANN GOOD

Lancaster Farming Staff

LANCASTER (Lancaster Co.) — World trade ushers in both hope and fear for farmers.

Hope that they can export surpluses and command higher prices for products for which they labor so intensely, but fear of other countries producing food cheaper and forcing the U.S. out of world trade markets.

Dr. David Kohl, economist and professor of agriculture finance at Virginia Tech, allayed some of these fears during last week's First Union agri-educational seminar at the Farm and Home Center.

"North America is a strong, dominant player in the world agricultural marketplace, and should continue to be so in the future," Kohl said.

Although South America

shows enormous potential for food imports and has the benefit of fertile soil, a long growing season, low labor costs, and close proximity to many markets, the country is at potential risk.

"Both political and financial stability threatens South America," Kohl said. "The jury is still out," Kohl said on South America's impact on world trade.

Ag terrorism is rampant and will continue to be so.

In a recent visit to South Africa, Kohl noticed machine guns mounted on tractors as standard equipment.

"If a neighbor decides he wants to take over the farm, he does," Kohl said of the daily peril farm owners face from political instability that enables rampant crime.

South Africa and many other third world countries face an ad-

ditional crisis. They have low labor costs, but the labor force is not trained and doesn't want to be, according to Kohl.

The slowing economy in the U.S., Kohl believes, cannot be salvaged by lowering interest rates. He attributes the sluggish economy to gearing up for a Y2K that never came and U.S. technology leveling out. With no revolutionary technical advances in the last two years, technical markets have caused NASDAQ, Dow, and the S&P to fall.

Kohl also believes that a sliding economy is a result of consumers already utilizing home equity loans and credit cards and no longer having any options to continue buying.

A slowing economy has a bright side for farmers, according to Kohl. "People will eat before they buy gadgets," he said of the reason that farmers will experi-

ence a softer landing during a recession.

A slowing economy may result in declining land values because urban dwellers will be less likely to buy land for recreational and investment purposes.

Kohl challenged farmers to focus on things they can manage and develop labor management skills. "Think global, but act local," Kohl said of the increasing need for farmers to wrestle with local zoning laws to protect their right to farm.

Kohl foresees future wars over water.

"No magic silver bullet exists," Kohl said of guaranteeing financial success in farming. "It's doing thousands of little things," he said, of the need for farmers to be good marketers and adopt technology selectively in order to adapt to a changing marketplace.



"People will eat before they buy gadgets," said Dr. David Kohl, Virginia Tech.

Trade Embargoes, Sanctions Hurt Farmers, Children

LOU ANN GOOD

Lancaster Farming Staff

LANCASTER (Lancaster Co.) — "Whether we like it or not, we are a global marketplace," said Orion Samuelson.

In his 50 years as broadcaster for the U.S. Farm Report, Samuelson said globalization is the biggest change in agriculture. No longer are farmers only concerned about local weather, but they realize that "world weather" will affect grain industry prices.

Samuelson believes that embargoes and sanctions placed on other countries hurts U.S. farmers and the children in that country more than the government that is being disciplined.

Cuba, he said, is an example. It's been 50 years since the U.S. cut off diplomatic relationships with Cuba in hopes of deterring Castro's control.

"It didn't work. Castro is still there. He isn't going away," Samuelson said.

Instead, Cuba is buying grain and other commodities elsewhere, although they would pre-

fer to buy from the U.S. to save transport costs.

Cuban children are suffering medically because embargoes prevent shipment of medicine.

"People get hurt. American producers lose," Samuelson said of trade embargoes.

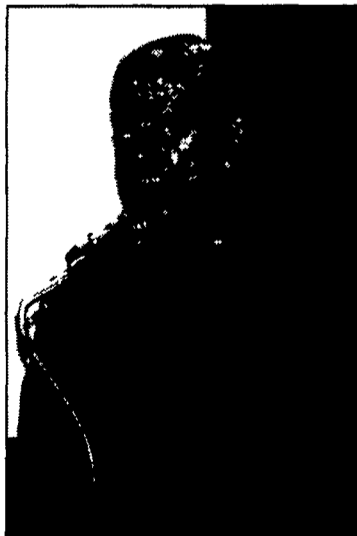
"We need to open and expand markets," Samuelson of his belief in a global marketplace.

Samuelson also addressed biotechnology concerns. "Science must be the benchmark, not emotion," he said of dissidents to biotechnology advances.

"It's impossible to put on anyone's dinner plate without disturbing someone's environment," he said. "With all the technology, we lose sight of common sense."

In his address at First Union's 20th annual agri-educational seminar Feb. 22 at the Farm and Home Center, Samuelson also predicted that change will continue to impact agriculture.

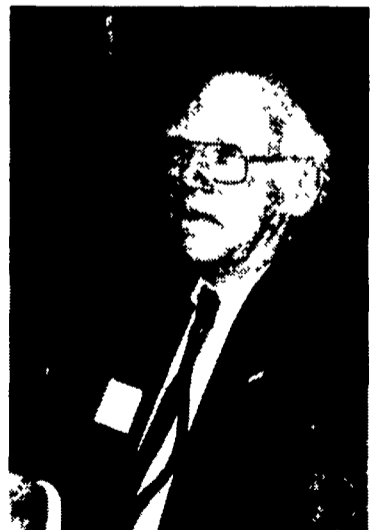
"One half of our young people will end up in jobs not even invented yet," he said.



Orion Samuelson is the voice behind the U.S. Farm Report heard on 370 radio and 190 television stations.



Also at the seminar, Barry Flinchbaugh, left, Kansas State University professor, and H. Louis Moore, Penn State economist, conducted a spirited debate on the state of the economy for 2001. Both economists do not foresee a recession but a low growth rate. "If we keep talking recession, we will talk ourselves into it," Flinchbaugh said of the media's doom and gloom reporting.



A New Global
Agricultural Economy