



**New Farmers,
New Generation**

Marion Bowlan

**Pennsylvania
Farm Link**

members and make decisions for your farm's future based on family needs and discussions.

Passing on your farm can trigger powerful emotions for both the older and the younger generation. Generally, the senior generation is concerned about the capability of the younger generation, letting go of a business they spent a lifetime building, what to do when they step down, and facing their own mortality. The junior generation is concerned about being able to handle the business well, taking on full responsibility, possibly without guidance from the senior generation, and how to change or expand the operation to become or remain profitable.

This process always involves change, a constant in life. While it is necessary for any business, it can be difficult. Many farmers are naturally tempted to resist these changes. Ultimately, the

way you view and act upon these changes will determine whether they are healthy and beneficial or damaging and chaotic. You can greatly influence the outcome and smooth the transition with careful planning.

With change comes a sense of loss. We're losing the way we did things, our patterns, and our ideas. This sense of loss is normal. It helps if we can talk with someone about our feelings of sadness, anxiety, or anger that come with loss. And we need to keep in mind that change opens the door for renewal and continued viability of the farm. If we approach the process with a sense of exploration and discovery, the transition to the next generation can be a positive experience.

Being reluctant to step down and turn your life's work over to someone else, even if it is your son or daughter, may be difficult,

but failing to make plans for your successor can have dire consequences on your farm and your family. Grooming your successor is a key step in a successful farm transfer. Your role in helping the successor achieve the degree of training and competence they need to run the business is critical. You then need the courage and trust to step aside and let the successor take over.

Want to learn more about passing on the farm? Come to our winter workshops scheduled for the following times and locations: Nov. 13 at the Penn State Fruit and Research Center in Biglerville, Nov. 20 at the Garden Gate Restaurant in Prospect, Dec. 17 at the Lycoming County extension office in Montoursville, and Jan. 22 at the Sunset West Restaurant in Pleasant Gap.

Call Pennsylvania Farm Link at (717) 664-7077 to register for these workshops or for more information.

**UNDERSTANDING WHAT
SUCCESSION IS**

Planning for your successor, or someone to take over your farm, is *the* most important task you need to complete if you want your farm to survive into the next generation. Yet, according to some recent statistics, many farm families have not identified a successor for their family business or even talked to family members about what will happen to the farm when they die.

Succession means choosing and grooming someone to take

over your farm, planning for the future, coping with the transition, communicating the change to family members and business associates, and letting go gracefully. It is a process that is about family, people and relationships, ownership and management, what is fair, and driven by your family's values, wants, and concerns. It is not an event, about one person's problem, minimizing taxes, equality, or driven by technical issues handled by lawyers or accountants. In other words, you need to talk to family

the  *system... - A Proven Success*

Our **Dry-Trak™** surface provides your livestock with optimum traction and movement, achieved through the proper balance of mat thickness and durometer (indentation or imprinting) as well as

- high grade input materials.
- exclusive interlock design.
- specialized Pro-Slider™ cleaning equipment.
- Slat-Lok™ non invasive anchors for slatted floors.

COMPONENTS OF A PROVEN SYSTEM

Gary Johnson
Box 154 Church St.
Springville Pa.
(570)965-2613



www.animatonline.com
folkema@sympatico.ca



Sortall THE EASY SORT SYSTEM

TIRED OF SORTING PIGS?



Sortall CAN HELP

- Automatically Sorts Pigs by Weight
- Large Pen Finishing Design
- Holds Integretors' Top Performance Records
- Make money on sort bonus

Backed By  AP Quality

SCHICK ENTERPRISES
800-527-7675 • www.schickenterprises.com

Let Your Crops Dine On Alpine

The Company That Offers You High Quality Plant Food At Competitive Prices Dealer Inquiries Welcome

Talk To Us About Seed Banded Plant Food And Foliar Feeding Place Phosphorus Where It Does Most Good (Seed Banded)

6-24-6 9-18-9 3-18-18 5-15-15
Check Early Order & Quantity Price

Zimmerman Lime & Fertilizer, Inc.
235 W. Burkholder Dr (717) 733-7674 Lititz, PA 17543

Dealer of Raven Liquid Storage Tanks

TeamAg Incorporated

Over 85 years cumulative agriculture experience serving the northeastern states

CONSIDERING EXPANDING YOUR FARM OPERATION?

Call TeamAg for Free Permit Consultation

TeamAg will answer your questions regarding Nutrient Management, CAFO, and local permits for your farm operation, when we survey your expansion site. Call us today for an estimate.

TeamAg, Inc.
901 Dawn Avenue
Ephrata, PA 17522
717-721-6795

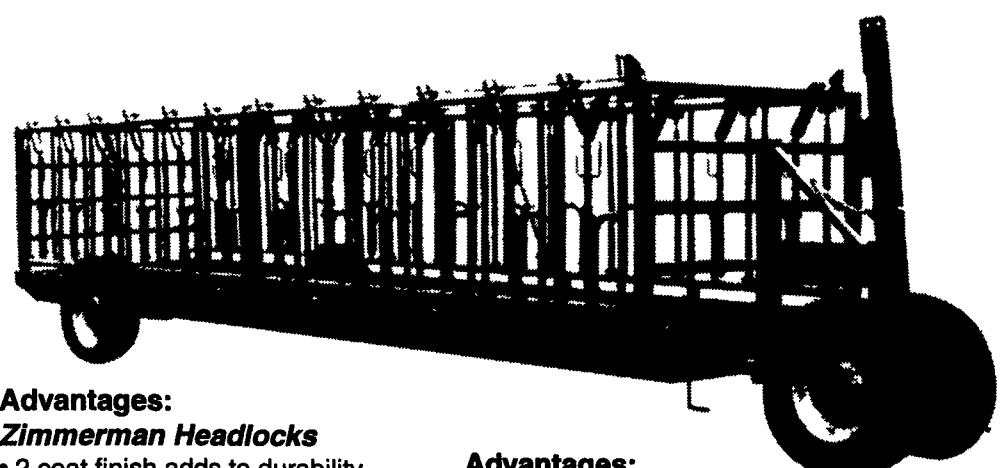
- Site Engineering and Manure Systems Design
- Nutrient Management Planning
- Precision Agriculture
- CAFO (Concentrated Animal Feeding Operation) Permits
- Natural Resources Management
- Crop Management/Scouting/Soil Testing

Email: TeamAg@TeamAgInc.com

Paul B. Zimmerman INC.

Feeder Wagon with Headlocks

Zimmerman adjustable headlocks for animals 10 months or older. Mounted on a 5' x 20' or 24' trough with an adjustable tongue. All headlocks finished with a zinc rich undercoat & TGIC polyester powder topcoat.



Advantages: Zimmerman Headlocks

- 2 coat finish adds to durability.
- Spring loaded neck bar for easy removal & adjustment.
- Individual lock on each yoke for retaining individual animals.

Advantages: Farmco Feeder Wagon

- 15" implement wheel (6 bolt).
- 2 jacks on front corners for added stability.

Two Coat Process!

- 1 Five step metal preparation, including iron phosphate conversion coating, to enhance adhesion & prevent undercoat corrosion.
- 2 Zinc rich epoxy powder undercoat
- 3 TGIC polyester powder top coat, baked at 400° to fuse coats forming a cross link molecular bond

Call or Write For Additional Information & the Name of Your Nearest Dealer

Paul B. Zimmerman, Inc.
295 Woodcorner Rd. • Lititz, PA 17543 • 1 mile West of Ephrata
717/738-7365
Hours: Mon. thru Fri.: 7-5; Sat. 7-11