

Changing farm finance structure affects local bank

By SALLY BAIR
Staff Writer
LANCASTER — In six Southern Pennsylvania counties there are 15,700 farms, 22 per cent of the total in Pennsylvania. Five of the six counties rank in the top ten in the state for gross cash farm income from crops and livestock production, and,

combined, they provide over fifty percent of the total value of production in the Keystone state in some agricultural commodities.

For National Central Bank, these figures mean potential — potential to serve a prosperous, thriving agriculture community.

Because of the lush production of their service

area, National Central Bank jumped from the 69th to the 44th largest bank in agricultural lending in 1978.

According to Darvin Boyd, director of the agri-finance department at National Central, the loan growth in 1977 showed 51 per cent jump over the previous year, and 38.5 per cent growth in 1978. The total level of current

loans is about \$37 million. Boyd noted that there were only three other banks in the United States that exceeded National Central in gain in ranking in 1978.

Of course, part of National Central's spectacular growth can be attributed to the changing structure of financing for farms. Boyd said, "Ten to fifteen years ago the average financial need of a farm was nominal compared to what they are asking for today. It is not unusual for agriculture credit to go well over a half million dollars in some cases."

Boyd says inflation is probably the largest contributor to the fact that farm loans are significantly

larger now than even a decade ago. However, such items as the need for specialization, mechanization and the present precarious oil situation also contribute to the skyrocketing need for larger sums.

Boyd also pointed out that the average family farm in Lancaster County is 80 acres. With land going for between \$4500 and \$6500 per acre, he said, it is important that the farm family look at other options and not just plan to buy additional land. He said farmers must consider getting into other productive enterprises to complement their present operation; in many cases, this may mean adding a layer or broiler facility, or some other means of adding to the income. In many cases a farm family may need additional income to support more than one family as children grow up and choose to join in the farm operation.

As far as young people going into agriculture, Darvin states, "There's no

question that it's very difficult to get into farming if there is no assistance from families." He said most young people they work with do have help from families.

"We live in a very unusual area with respect to the character of the people, and we see a lot of enthusiasm about going into farming and making it a career. Agriculture is big business and we need managers today, not just workers," he stated.

Boyd notes that National Central believes firmly that agriculture, and the family farm, is the backbone of America. He says it is particularly true of the productive agricultural area of south central and southeastern Pennsylvania. He said, "One of our primary objectives is to serve and help preserve the family farm. We see it as the cornerstone of agriculture in our service area."

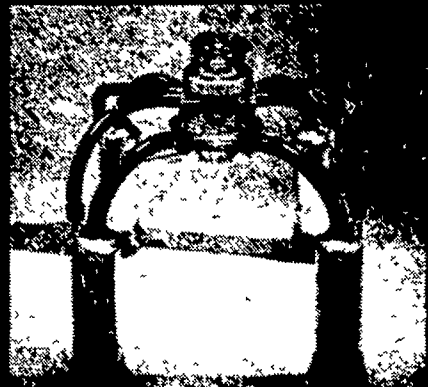
"There is no question that we have structured our efforts to allow us to give

(Turn to Page 109)



Darvin Boyd, left, and John E. Moose go over some of the records in their Agri-Finance Department of National Central Bank. Boyd is director and Moose, assistant director.

BODMIN NU-PULSE SYSTEM



THE NON-CONVENTIONAL MILKER THAT CREATES ITS OWN MILKING STANDARDS FOR

- ★ PARLORS, PIPELINES AND PAIL MILKERS.

ONE CLAW FITS ALL

AMERICAS DELUXE RECEIVER PANEL JAR

- ★ Completely assembled
- ★ Double inlet 2" glass receiver jar
- ★ 3/4 hp milk pump
- ★ Stainless steel back panel
- ★ Heavy duty liquid level control
- ★ CIP self-draining
- ★ Stainless steel moisture trap

Also includes wash diverter assembly, air injector, couplings, fittings, vacuum gauge, check valve, milk filter coil, sock dispenser.

Distributed By:

Keystone Nu-Pulse

Cochranville, PA 19330
215-932-4700
Dealer Inquiries Invited

AUTHORIZED DEALERS:

<p>LANCASTER CO. SULT'S REFRIGERATION SERVICE Gordonville, PA 17529 717-768-8555</p> <p>BRADFORD CO. PENQUIN REFRIGERATION Troy, PA 16947 Ph 717-297-4060</p> <p>MIFFLIN CO. BYLER'S DIESEL & REFRIGERATION Belleville, PA 17004</p> <p>LYCOMING CO. JAMES LUCKENBILL RD2 Montgomery, PA 17752 717-547-1516</p>	<p>LEBANON & BERKS CO. CLYDE C. LUTZ Ephrata, PA 17522 717-738-1718</p> <p>SOMERSET CO. SAM WEIDNER Somerset, PA 15501 Ph 814-445-8921</p> <p>CHESTER CO. & MARYLAND SIMPLIFIED MILKING SYSTEMS, LTD. Nottingham, PA 19362 Ph 301-398-2948</p>	<p>NORTHAMPTON & MONROE CO. CALVIN GUM Windgap, PA 18091 215-863-4557</p> <p>MONTGOMERY CO. PENN VALLEY CROPSTORE INC. Schwenksville, PA 19473 Ph 215-287-9650</p> <p>HUNTINGDON CO. CLAPPER FARM EQUIPMENT, INC. Alexandria, PA 16611 Ph 814-669-4465</p> <p>SUSQUEHANNA CO. JIMS EQUIPMENT R1 Box 96 Springville, PA 18844 717-942-6928</p>
---	--	---

I WANT TO KNOW MORE ABOUT BODMIN NU-PULSE

Name _____

Address _____

City _____

State _____ Zip _____

Phone _____

Interested in Bodmin Milker
 Interested in Dealership

HUNDREDS OF INSTALLATIONS IN THE U.S.A.-THOUSANDS WORLDWIDE



HOW UNIPEL[®] 21-7-14 fertilizer fits so many corn fields


It provides the higher, more precise Potassium replacement many fields need to restore a fertility balance for top crop production

This replacement is often needed in fields where there is high-yield precision cropping of continuous corn, those in corn-soybean rotations or corn silage — any crop or field condition that develops or results in Potash-responsive soils

A UNIPEL Single Application of UNIPEL 21-7-14 can provide N, P and K in a ratio more nearly suited to the new nutrient needs of those fields for continued high-yielding corn

Spring or Fall, UNIPEL 21-7-14 will do it all in one quick trip over the field — give your fields basic fertility for a growing season

Let's get together on a profitable program of UNIPEL 21-7-14 for your corn crop program



P. L. ROHRER & BRO., INC.

SMOKETOWN, PA
PH: 717-299-2571

T M 's ORTHO, Chevron and design UNIPEL Reg U S Pat Off CHV677 22F