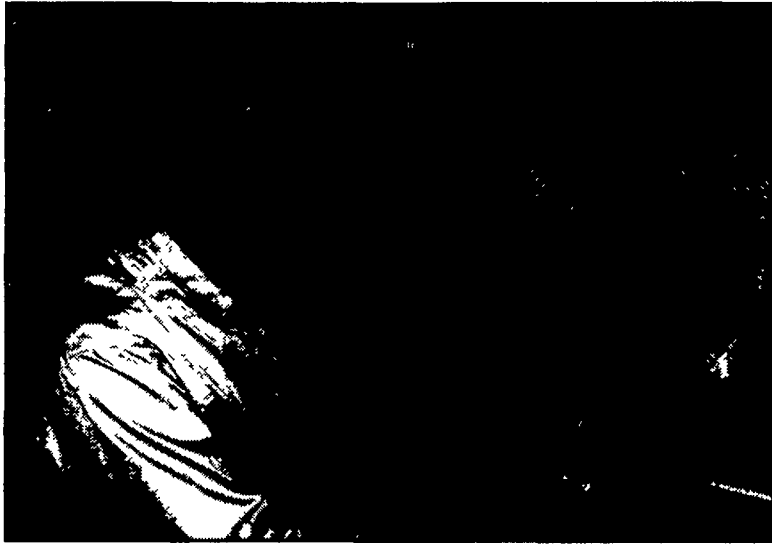




Farm Show 2003 Exhibitor Spotlight

Exclusive to
Lancaster Farming



Marty Campfield of NSIA, Inc. demonstrates a new Pocket PC computer and software used to map fields and keep farming records.

NSIA: Long-Standing Ties To Farm Show

PALMYRA (Lebanon Co.) — The history and rapid growth of Nutrient Solutions In Agriculture, Inc. (NSIA) has strong ties to the Pennsylvania Farm Show.

Owner and president Marty Campfield incorporated the business in 1997 after purchasing it from Gro-Mor Plant Food Co., Inc., a longstanding Farm Show exhibitor.

Campfield first joined the Gro-Mor team as an agronomist in 1992 to provide nutrient planning services to the company's clients. While working there, he discovered a software package that allows farmers to make the most of computer technology in managing their crop and livestock operations.

Campfield began to display the computer programs at Gro-Mor's Farm Show exhibit in 1993. As time went on, he found himself focusing on bringing these technologies to an ever-increasing number of ag producers. Today, NSIA, Inc. offers computer hardware, software, global positioning system (GPS) equipment, and onsite training to farmers, growers, and ag businesses in Pennsylvania and the entire Northeast.

Most computer companies have little to offer in the way of ag software and often do not even under-

stand agriculture. But with many of NSIA, Inc.'s employees' backgrounds' firmly rooted in agriculture, he believes his seven-member team offers a unique service.

"Because we know agriculture, we can bring all this technology to today's progressive farmer or ag business in a way they can understand and really use," Campfield said.

Campfield has had a steady presence at the Farm Show, manning booths and representing various companies there since 1981. He said he has watched the Farm Show drift away from its strong focus on

production agriculture in recent years, but believes the new exhibit hall, selected farmer days, and the Show's renewed commitment to farmers will reverse that trend.

“(The Farm Show) was really going downhill. I don't think NSIA, Inc. would be there this year without the changes. It's going to bring a lot of farmers back, so we were one of the very first companies to register for booth space in the new Exhibit Hall.”

— Marty Campfield
Nutrient Solutions In Agriculture, Inc.

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NSIA, Inc. is planning to man their booth every day of the show — not just on the three days set aside for farmers.

Overall, Campfield is impressed with the direction of the new show and the dedication of the Farm Show team. "The staff and planning committee have obviously committed themselves to doing an excellent job this year, and we want to be a part of that success," he said.

Preservation Deadline Jan. 10

YORK (York Co.) — The York County Agricultural Land Preservation Board announced that application deadline for farmland preservation consideration is Friday, Jan. 10.

For information about selling your agricultural conservation easement rights, contact the York County Ag Preserve Board for a literature packet and 2003 application.

For landowners who have applied in the past, call for an appointment to review your past application to ensure farm information is current. Call Patty McCandless at (717) 840-7400 to obtain a literature packet or to schedule an appointment to update your past application.

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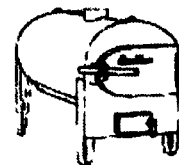
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