

FARM AND RANCH BULLETIN

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TEXAS FARM AND RANCH CREDIT SCHOOL FOR COMMERCIAL BANKERS

Texas A&M University, November 11-13

Agriculture continues to be one of the most changeable segments of the economy. The changes taking place affect all types of farms and reach into all areas of farming. The technological revolution has made it possible for farmers to combine the resources at their disposal into highly productive and efficient units. The trend of fewer farmers and farm workers producing more total products on fewer acres with fewer man-hours is continuing. Farm output per man-hour in 1963 was more than 6 percent larger than in 1962, and production per man-hour has almost doubled since 1953.

In this process of change, agriculture has become increasingly dependent upon the non-farm sectors of the economy for production inputs. Farmers today purchase over two-thirds of the inputs utilized in farming. Greater specialization and use of improved farm practices have resulted in a close interdependence between the farm and nonfarm sectors of the economy. The substitution of goods and services purchased from the nonfarm sector to replace farm labor, animal power, and land has been noted in increased productivity. The commercial banker has been, and will continue to be, a partner in the development of the most productive and efficient agriculture in the world today.

The annual Texas Farm and Ranch Credit School for Commercial Bankers is designed to give attention to the requirements of a modern-

day agriculture. The program planning committee is composed, in large part, of bankers who face the challenge of meeting the financial needs of farmers, ranchers, and agribusiness enterprises. The financial requirements of commercial farms are great today and promise to be greater in the future.

Farm and ranch production is oriented more and more toward a market economy that demands a consistent quality and an even seasonal flow of commodities. Consumers have changed their preferences and, through higher levels of living, have been able to demand more built-in services in the products they buy. The market structure of the food industry has changed to meet the services demanded and to gain technical efficiency through volume purchases and distribution.

In order to meet market demands, farmers have increased the size of units and tended toward specialization. The development of a market-oriented agriculture has resulted in one-third of the commercial farms selling three-fourths of the commodities marketed. Complete financial arrangements have been required to further the efficiency of agriculture and to make it possible to remain competitive.

The program for this year's credit school will touch on many of the facets of agriculture's changing structure. By necessity, an industry oriented toward a dynamic mass-market economy must make broad adaptations.

PROGRAM

Texas A&M University, Memorial Student Center

Wednesday, November 11

1:30 p.m. Registration

7:00 p.m. Smorgasbord (Wives are welcome)

Toastmaster — Reagan Brown, Extension Sociologist, Texas A&M University

Welcome — Robert G. Cherry, Assistant to Chancellor, Texas A&M University System

Response — Jim N. Boswell, Chairman, Bankers Advisory Committee, 1964 Farm and Ranch Credit School, and Vice President, The Austin National Bank, Austin, Texas

Thursday Morning, November 12

Chairman — Carlton J. Chapman, Vice President, The State National Bank,
Big Spring, Texas

8:30 a.m. We Look at Our Opportunities in Agriculture

John G. McHaney, Extension Economist, Texas A&M University

8:50 a.m. Partners for Progress in Agricultural Finance

E. T. Savidge, Deputy Manager, Agricultural Commission, American Bankers Association, New York, New York

9:20 a.m. Discussion

9:30 a.m. Correspondent Bankers — How They Can Help You

Sam C. Montgomery, Vice President, National Bank of Commerce, San Antonio, Texas

10:00 a.m. Discussion

10:20 a.m. Coffee Break

10:35 a.m. Making Sound Agricultural Loans

Joe Biry, Vice President, First Capitol Bank, West Columbia, Texas

11:00 a.m. Discussion

11:15 a.m. Legal Aspects of Agricultural Finance

Norman Arthur Stewart, Jr., Associate Professor of Business Law, Texas A&M University

11:45 a.m. Discussion

12:00 noon Lunch

Thursday Afternoon, November 12

Chairman — D. A. Mabra, Vice President, The First National Bank,
Fort Worth, Texas

1:15 p.m. Management Decisions by Computers — How Your Bank Can Benefit

Rex P. Kennedy, Economist in Management, Texas A&M University

2:15 p.m. Workshop Sessions

1. Estate Planning

Preston Utterback, Vice President and Trust Officer, The First National Bank, Fort Worth, Texas

2. What's New in Agricultural Marketing?

James E. Kirby, Extension Economist — Marketing and Policy, Texas A&M University

Sidney L. Jenkins, Extension Dairy Marketing Specialist, Texas A&M University

Gordon R. Powell, Extension Fruit and Vegetable Marketing Specialist, Texas A&M University

3. Income Tax Changes and the Agricultural Industry

M. H. Dougharty, Vice President, The First Security National Bank, Beaumont, Texas

4:30 p.m. Adjourn

Thursday Evening, November 12

7:00 p.m. Banquet (Wives are welcome)

Toastmaster — John E. Hutchison, Director, Agricultural Extension Service, Texas A&M University

Introduction of Speaker — R. E. Patterson, Dean, College of Agriculture, Texas A&M University

How Agricultural Legislation Is Formulated — The Honorable W. R. Poage, Vice Chairman, Agricultural Committee, U. S. House of Representatives, Washington, D. C.

Friday Morning, November 13

Chairman — S. P. Beck, Vice President, The State National Bank, Texarkana, Arkansas

8:30 a.m. New Ideas in Merchandising Agricultural Products

Robert E. Branson, Professor, Department of Agricultural Economics and Sociology, Texas A&M University

9:00 a.m. Discussion

9:15 a.m. Land Clearing, Will It Pay?

Wayne Connally, Floresville, Texas

10:00 a.m. Future for Beef

Moderator — John G. McNeely, Professor, Department of Agricultural Economics and Sociology, Texas A&M University

Panel Members

Dolph Briscoe, Jr., Rancher, Banker, and Past President of the Texas and Southwestern Cattle Raisers Association, Uvalde, Texas

O. D. Butler, Head, Animal Husbandry Department, Texas A&M University

J. D. Sartwelle, Rancher, Livestock Marketer, and Livestock Exporter, Houston, Texas

Virgil Reynolds, Director of Merchandising, Weingarten's, Inc., Houston, Texas

10:30 a.m. Discussion

10:45 a.m. Let's Go to Work

Tyrus R. Timm, Head, Department of Agricultural Economics and Sociology, Texas A&M University

