

# NORTHWESTERN Banker Newsletter

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Des Moines, Iowa

November 25, 1985

## ABA, IBAA United on FCS Bill

**P**RESIDENTS of the American Bankers Association and the Independent Bankers Association of America have signed a joint letter to House Banking Chairman Fernand St Germain requesting that he seek joint referral of any legislation to provide federal assistance to the Farm Credit System. Among their reasons they list:

- the Committees jurisdiction over "financial aid to commerce and industry..."

- the possible use of the Fed discount window by the Farm Credit System.

- the role of the FCS as a direct competitor to banks.

They ask Chairman St Germain to consider several principles outlined in their letter, which follows:

November 13, 1985

Hon. Fernand J. St Germain  
Chairman  
House Committee on Banking,  
Finance and Urban Affairs  
2129 Rayburn House Office Bldg.  
Washington, D.C. 20515

Dear Mr. Chairman:  
The House Agriculture Subcom-

mittee on Conservation, Credit, and Rural Development is now considering proposals that would provide federal assistance to the Farm Credit System (FCS) and make significant changes in the System's regulation and operation. It is impossible to determine the final form a proposal may take, but we are confident that the Agriculture Committee will make a serious effort to act this year. Though the Administration has not yet agreed to support financial assistance, it has not closed the door. In any event, the Administration has agreed in principle to important changes in the FCS.

We believe that, based on what we now know, any proposal that emerges from the Agriculture Committee will have profound implications for matters within your Committee's jurisdiction, and we urge you to seek a commitment that such legislation will be referred to the Banking Committee.

There are a number of reasons why we believe the Banking Committee's interests are at stake in this matter:

- Most of the proposals now on the table involve some form of direct loan or line of credit from the Treasury to private entities, i.e. the units of the FCS. Under House Rule X,

clause 1(d)(7), the Banking Committee has jurisdiction over "financial aid to commerce and industry..." We need not detail for you similar assistance programs that have been considered by the Banking Committee in recent years, except to cite the Lockheed, New York City, and Chrysler Corporation bills that Congress adopted after Banking Committee action.

- Federal Reserve Board Chairman Paul Volcker testified before your Committee earlier this year that he was prepared to open the Fed's discount window to the Farm Credit System if that became necessary. Any legislation designed to assist the FCS should be examined by the Banking Committee in light of this pledge by Chairman Volcker.

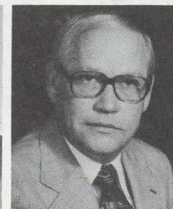
- The Farm Credit System has long been an important, direct competitor to the thousands of commercial banks that make agricultural loans. Both the FCS and these commercial banks are severely affected by the current crisis in rural America. Yet, the proposals being actively considered by the Agriculture Committee completely ignore the problems of commercial banks and their farmer and rancher borrowers. We believe it is vital to the commercial banking industry and rural communities that any FCS assistance and reform proposal take into ac-

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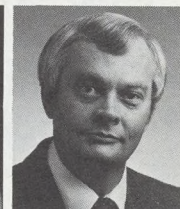
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Dorothea Wolfe

count the competitive positions of the FCS and its commercial bank competitors.

• One purpose of any assistance for the Farm Credit System would be to enable them to continue to sell their securities in the nation's bond markets. The sale of securities by other federally-related entities whose activities affect the housing market, such as the Federal National Mortgage Association (FNMA) and the Federal National Mortgage Corporation (FNMC), could be affected if FCS securities gain a greater federal backing than these housing-oriented agencies now enjoy.

As you can see, Mr. Chairman, the



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implications of Farm Credit System assistance legislation extend far beyond the concerns of the Agriculture Committee, affecting matters of direct concern to you and the Members of your Committee. We strongly urge you to seek an appropriate referral of any such legislation if it is reported by the Agriculture Committee.

Sincerely,

B.F. Backlund  
President  
Independent Bankers  
Association of America

Donald T. Senterfitt  
President  
American Bankers Association

Copy to all members of the House Committee on Banking, Finance and Urban Affairs.

### Iowa News

To follow up the November "Agricultural and Commercial Law Update," Iowa Independent Bankers is offering a nuts and bolts session on "How to Document Your Assets" to be held December 5 at Carrollton Center, Carroll; December 10 at Sheraton Inn, Cedar Rapids, and December 12 at Hotel Savery, Des Moines.

Richard A. Miller, a Des Moines

### Nebraska News

**BROKEN BOW:** Jerry Catlett has been named a vice president of Broken Bow State Bank. He will serve as a loan officer and assist in operations. He was previously employed by Arcadia State Bank as vice president and chief operating officer.

**GENEVA:** Clyde Haskins has joined the Geneva State Bank staff



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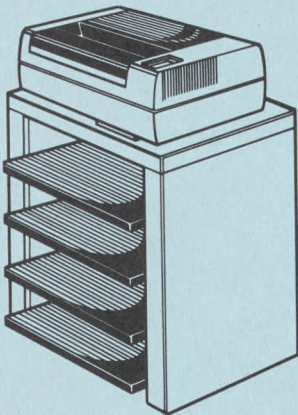


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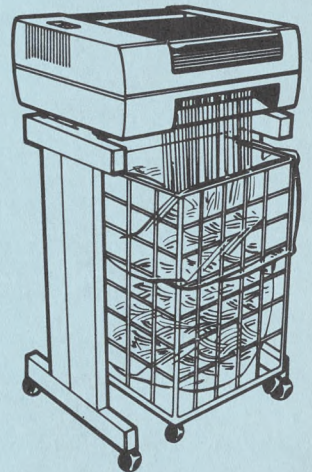


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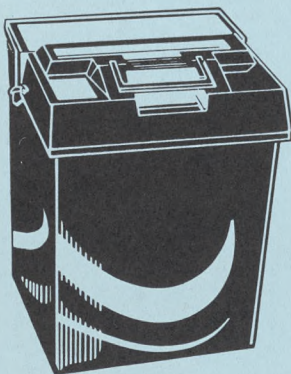
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as senior vice president. He previously served as executive vice president of the Farmers State Bank in Aurora.

**KEYSTONE:** John M. McLane has been promoted to president of the Bank of Keystone, having been a vice president of the bank for two years. He succeeds Jerry Wrage, president since 1970, who recently resigned. In addition, Milton Sexson has been named vice president and loan officer. He was formerly the bank's agricultural representative. Eleanor Piepho, who has been vice president and cashier, will assume additional duties as operations officer.

**LINCOLN:** The National Bank of Commerce has promoted four officers to senior vice president and two to vice president. John Sable becomes senior vice president of finance, secretary and treasurer of First Commerce Bancshares; Roy Otte will be head of the Bank Investment Division; Brad Korell is the new head of the corporate banking division, and Mike Jacobson will be head of the correspondent banking division. Stuart Bartruff was promoted to vice president and will head the loan services administration department; and new vice president Jo Kinsey is in charge of business development for the corporate banking division.

**NORTH PLATTE:** The McDonald State Bank has announced the promotion of Ken Haggard to executive vice president and Don Weber to senior vice president and cashier, and the addition of Paul Bachman as vice president. Mr. Haggard joined the bank in 1981 as a vice president and most recently served as loan manager. Mr. Weber joined the bank in 1959 and has served in numerous capacities. Mr. Bachman previously served as president and CEO of the North Platte Production Credit Association.

### Minnesota News

The Minnesota Bankers Association Security Committee will sponsor a one-day advanced Security Management Seminar to be held December 10 in North Mankato; De-

ember 11 in Brooklyn Park, and December 12 in Brainerd.

Jerry Kenna, president of Profit Protection, Inc., Miami, Fla., will present the seminar which is designed for bank security officers.

For more information, contact the MBA office in Minneapolis.

\* \* \*

The Minneapolis Chapter of American Institute of Banking will be holding the following seminars during the month of December. All seminars will be held at the AIB Education Center in Minneapolis.

December 3—AIB Amended Regulation B: A New Regulatory Impact on Your Bank Seminar;

December 3—AIB The Art of Negotiation Seminar.

December 4—AIB Advanced Lotus Seminar.

**MINNEAPOLIS:** Marquette Bank Minneapolis has announced the appointment of Andrew R. Guzman as vice president and director of marketing for the Marquette Banks and the naming of Peter N. Miller as vice president of marketing for the trust services group. Most recently, Mr. Guzman was with Norwest Corporation, Minneapolis, as vice president and manager of the private banking market. Mr. Miller previously served as assistant vice president for the IDS Trust Company of Minneapolis.

### Wisconsin News

**CASCO:** Rudolph P. Hanamann has been named president and chief executive officer of Valley Bank of Casco. He succeeds William D. Bushner, who was named president of Valley Bank of Oregon. Mr. Hanamann has been with Valley Bancorporation for 12 years. Most recently he has served as executive vice president since 1979.

### South Dakota News

**BROOKINGS:** Lawrence H. Kolkman has been named president of the Norwest Bank South Dakota, N.A., branch at Brookings. He has been manager of the branch since 1983.

**LEOLA:** Leola State Bank has an-

nounced the appointment of Ralph Ramsey as executive vice president and director. Mr. Ramsey served as president of Big Stone State Bank for five years and most recently was a vice president at Dakota State Bank of Milbank.

### Wyoming News

**RAWLINS:** Karen J. Lambertsen has been promoted to administrative vice president at Rawlins National Bank. She has been with the bank for twenty years.

### Colorado News

**DENVER:** At United Bank of Denver, Dean K. Lehman has been named vice president. A product development manager in marketing, Mr. Lehman joined the bank in 1980.

**DENVER:** Will F. Nicholson, Jr., president and chief executive officer of Colorado National Bankshares, Inc., has been elected to the additional office of chairman of the board. He succeeds Bruce M. Rockwell, who recently announced his retirement as chairman of Colorado National Bankshares, Inc. and CNB of Denver. Nicholas R. Petry, chairman of Petry-Vappi Construction Company, has been elected chairman of Colorado National Bank of Denver. Both men have long been affiliated with the bank and its parent company.

**DENVER:** Rick Bramer has joined Colorado National Bank—Tech Center as vice president—lending. He has 15 years banking experience, having previously been associated with Pueblo Bank & Trust and United Bank of Grand Junction.

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**AGRICULTURAL LOAN OFFICER** to manage bank office. Must be call and marketing minded. Desire 5 yrs. banking experience. Send resume to Bob Scott, Boone State Bank, (515) 432-6200. (PA)

**COLLECTIONS, AG & INSTALMENT LENDING.** Prefer strong collection background or Finance Co. experience and business degree. Good loan documentation skills and farm background a plus. Evening educational opportunity, Mankato State Univ., 23 miles. Will train in lending if need be. Good salary 15 to 30K commensurate with experience. Send resume, grades, & salary requirements, confidential, c/o Personnel Director, Security National Bank of Amboy, MN 56010. (PA)

**AG LOAN OFFICER** for \$70 million eastern Iowa bank. Individual must have minimum of five years ag lending experience and be self-motivated. Excellent opportunity, good benefits. Send resume, references and salary requirements to file WDY, c/o Northwestern Banker. (PA)

The National Bank of Waterloo has an opening for a **MANAGEMENT TRAINEE**. Must be degreed in Business, Finance, or Accounting. One to two years of previous bank experience would be a plus. Please send resume to: National Bank of Waterloo, 100 E. Park Ave., Waterloo, Iowa 50704. Attn. Diane Good (PA)

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**PRESIDENT** \$50-\$75mm bank, good town, primarily ag, county seat \$60,000-\$75,000

**COMMERCIAL LENDER** \$100mm+ bank, clean bank, excellent town, in charge of a portfolio of \$8-\$10mm \$27,000-\$30,000

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