

NORTHWESTERN Banker Newsletter

Vol. 14 No. 35

Des Moines, Iowa

December 16, 1985

Angered Farmer Slays Banker

By **BEN HALLER, JR.**
Publisher

VIOLENT tragedy erupted in a small Iowa community last week when a distraught farmer used a shotgun to kill his wife, the local bank president, a neighboring farmer and then himself on the morning of December 9.

Dale N. Burr, 63, reported by family members to be in a critical financial situation, apparently killed his 65-year old wife, Emily, first. He then drove to Hills Bank & Trust Company, located seven miles south of Iowa City, where he tried to cash a check but was rejected until the funds status was clarified. Bank employees said he became enraged and left the bank.

However, he reappeared in several minutes with his shotgun hidden under his clothing. He walked directly to the office of John R. Hughes, 46, president of the bank, who was in conference with a fellow officer, opened the door and fired one shot point blank at Mr. Hughes' head, killing him instantly. He paused at another office to aim the gun at two other bank officers but the gun did not fire, then left the bank.

Authorities say Dale Burr then drove directly to the farm home of

Richard Goody, 37, with whom he had quarrelled over an 80-acre lease on land adjoining the Burr farm, and killed Mr. Goody. He also fired at the victim's wife, Marilyn Goody, and her 6-year old son, who had just arrived in the family car. As Mrs. Goody shoved her child out of the line of fire she sped away with Dale Burr firing at them. A sheriff's deputy stopped the Burr truck a few minutes later, called for backup assistance and when they arrived they found Mr. Burr dead of a self-inflicted wound.

The entire tragic incident took no longer than a half hour, apparently, but left a devastating trail of grief. Mr. Hughes is survived by his wife, Karen, and two daughters, Emily, 17, and Amy, 14.

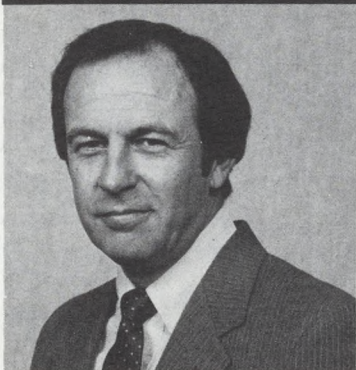
Iowa bankers and townspeople alike were stunned by the suddenness and viciousness of the attacks. Mr. Burr was decried by family members and acquaintances alike as a normally quiet, easy-going person, but one who apparently had gotten himself in deep financial trouble with land purchases. A precipitating episode apparently involved a \$23,000 check from the ASCS made out to Dale Burr that should have been made out jointly to him and the Hills Bank. When the bank asked ASCS to remedy the error, ASCS

reportedly asked them to work it out with Mr. Burr and, barring such an agreement, ASCS would turn over the corn collateral to the bank. The latter course was followed, which angered Mr. Burr. The tragic events of Monday, December 9, then followed in late morning when his check could not be cashed until proper financial plans were worked out.

Area bankers were alerted immediately and the Lone Tree Savings Bank, where Mr. Burr also did some business, was locked since it was reported he was headed in that direction. The Burr family farm is at Lone Tree. Other area bank staffs were edgy through the day, but continued business as usual.

Bankers and farm leaders all agreed, through numerous press interviews, that this type of violent behavior is an aberration, cannot be predicted, and cannot be allowed to shackle the lives of other farmers and lenders. There are a number of crisis lines available to farmers and other ag-related borrowers where problems can be discussed and, in some instances, worked out.

Bankers associations have included "stress" counseling at sessions in their seminars for many months. For example, several outstanding concurrent sessions addressing this specific topic from the standpoint of both the banker and the farm customer were part of the



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John Cretzmeyer

ABA National Agricultural Bankers Conference in Dallas, November 11-13, and all session rooms were completely filled.

The loss of John Hughes to his family, his bank and his community cannot fully be measured. He was a true leader who genuinely cared about and actively worked hard for the success of farm families. His inexplicable killing is exactly opposite to all that he believed in and what his bank strove to achieve. His death likewise leaves a void in the Iowa Bankers Association where his leadership and wise counsel as a member of the IBA Board of Directors were recognized by all as evidence that he was truly a state leader for the industry, stated Neil Milner, executive vice president of the IBA. Mr. Hughes also was IBA's advisory board member to the School of Banking.

The day after news of the Hills slayings, IBA President J. Bruce Meriwether, president of First National Bank in Dubuque, wrote a letter to seven religious, farm association and farm crisis leaders inviting them to attend a meeting Friday afternoon, December 20 in the IBA boardroom in Des Moines. Mr. Meriwether said, "I have some very deep concerns about the days that are ahead of us as we seek solutions to the economic and social crisis currently affecting us so drastically. I know that you have these same ge-

nuine concerns and are working as we are to find a meaningful direction to take to restore stability to the people of our state. We have the same overall objective, and it seems to me that we should create a dialogue that will search for areas of common ground to work together to meet this objective."

We endorse this foresighted leadership by Mr. Meriwether. We hope that from his endeavor there may come a traveling Town Hall type of panel composed of farmer, banker, religious, civic and healing arts representatives who can openly discuss the concerns of all rural people at forums in rural communities throughout the state. Similar action and leadership by surrounding state banker associations would give credence to such a move.

If, from this tragic event, there will come an awakening by the Administration and Congress to the critical nature of the farm problem we have all been trying for two years to convince them exists, then the senseless deaths of John Hughes and the others will not be totally in vain. The taking of a human life as a result of one's problems is unacceptable and abhorred in our society. We pray that this sad drama will help all of us keep financial and family difficulties in proper perspective, before it's too late, by realizing that human life and dignity are paramount in considering any solutions to the problems at hand.

Financial and other material problems can be resolved in some way or coped with, for there are many competent individuals and organizations today who can assist in such resolution, or in counseling how to get a new start in life. And that is far better than a senseless death. □

Farm Belt Bank Leaders Meet in Kansas City

A meeting of Farm Belt banking leaders, along with ABA and IBAA officials, was scheduled for Monday, December 16, at the Marriott Hotel in Kansas City. This follows a similar meeting in November, reported in the November 11 issue of *The Weekly Newsletter*. The position statement adopted at that time to address short-and-long-term ag finance needs, will guide formulation of proposed legislation to be presented to Congressional ag leaders. The banking industry was rejected by Congress and the Administration in its efforts to have all ag lenders considered in the Farm Credit System bill that has now passed both the House and Senate. Sen. Jake Garn, chairman of the Senate Banking Committee, said ag banklending problems will be addressed early in the next session in January.

Iowa News

BOONE: Amy S. Beattie has been named vice president and trust officer at Boone State Bank. She has been engaged in a private law practice for two and a half years.

DURANT: Oliver Hansen, chairman and president of Liberty Trust & Savings Bank, underwent successful double-bypass heart surgery December 6 at St. Luke's Hospital in Davenport. Mr. Hansen had suffered a heart attack last month in Washington, D.C., and returned home to be hospitalized in St. Luke's. He is in Room 423, St. Luke's Hospital, 1227 E. Rusholme St., Davenport, Ia. 52803.

NORTH ENGLISH: Les Johnson has been appointed executive vice president of Farmers Savings Bank. He was formerly executive vice president at Andrew Savings Bank.

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AG BANKERS AVAILABLE

NL-1 CEO/#2—Extremely capable EVP currently in charge of \$40MM ag bank with responsibilities of administration of \$27MM loan portfolio. Three years bank examiner. Reference says, "Excellent banker...very good knowledge of all lending phases...positive attitude...a SUPER PERSON." B.S. Bus. Admin. Married. \$40,000 +. Call Linda.

NL-2 AG LENDING/FARM MGT—Actively involved in cash crop farming and small livestock operation along with being a full-time banker. 2½ yrs. with a small, rural bank. Handles all lending and operations. Reference says, "He's very positive and personable...good communication skills." B.S. degree. Married. Age: 45. \$28-30,000. Call Linda.

NL-3 LOAN OFFICER—2½ yrs. with major holding company. Handles \$3-4MM ag portfolio. Looking for career advancement and relocation closer to university with undergraduate program available. Good references. ISU Grad in Ag Education. Married. Age: 24. \$20-22,000. Call Linda.

NL-4 INSTALLMENT LENDER—Offers 4½ yrs. with \$70MM + bank as loan officer with duties in installment lending, student loans and collections. Receives excellent recommendation from current employer. Dairy background. A.A. Business. Married. Age: 25. \$25,000. Call Linda.

NL-5 AG BANKER—3½ yrs. with \$20MM + ag bank. Handles \$5MM in ag/commercial and R.E. loans. One year with FmHA. Available due to limited advancement. Good references. B.S. Ag. Married. Age: 26. Upper \$20,000's. Call Linda.

NL-6 BANK OPERATIONS—Reference says, "Efficiency and knowledge of bank operations are her strongest points. Knows bank operations *inside and out*." Seventeen-and-one-half yrs. with \$18MM ag bank which included operations, loans, investments, collections, data processing and secretarial duties. Has maximized her abilities at the bank and needs a new challenge. Community involved. Single. Age: 37. \$20,000. Call Linda.

NJ-7 SR. V.P.—Over 7 yrs. with same \$50mm. Responsible for approximately \$5mm ag & \$5mm commercial loans. A 'conservatively aggressive' banker—able to recognize and add good loans, and work out problems. Strong on cash flows. Thorough understanding of wheat and cattle ranching. Qualified for C.E.O. or E.V.P. positions, or will consider V.P. with growth potential.

Prefers Western U.S. location, in or near college town. B.S. Ag Econ. plus numerous ag and commercial lending schools. Married. Age 32. \$36-\$45,000. Call Jean.

NJ-8 JR. AG/OPERATIONS OFFICER—References say, "Exceptional! Bright and willing to work." Offers 4 years bank exper. Started in small ag bank running in-house computer and helping with ag loan analysis and collections. Now handles general ledger and loan accounting, and is assistant to comptroller and auditor of Bancorp in \$100MM ag bank. Has attended ag lending school and Chicago Board of Trade Marketing Seminar. IBM-PC, Burroughs, and Hewlett Packert computer experience. Desires position combining operations and ag lending duties. Farm raised. B.S. Degree. Married. Age 25. \$21,000. Call Jean.

NJ-9 SR. V.P.—With 4 yrs. current banking experience (VP/ALO, responsible for \$10mm ag loans and assists with commercial), and 10 yrs. previous PCA and farm management experience, he's a versatile and seasoned candidate for your bank. Reference says, "Qualified to be Sr. L.O. in any \$50-\$75mm bank. Able to bring in quality loans...spends time after hours calling on farm customers helping them avoid problems. Excellent on cash flows, documentation, counselling, and QUALITY!" B.S. Ag Econ. and numerous credit schools and banking conferences. Married. Age 39. \$35,000. Call Jean.

NJ-10 AG LOAN OFFICER—Over 6 yrs. ag lending experience, past 2 yrs. with \$50mm bank as #2 in ag dept. Very personable young man with much to offer. Reference says, "Has all the tools to be successful." B.S. Ag Bus. from ISU. Married. Age 29. \$30,000. Call Jean.

NL-11 AG LOAN OFFICER—Fourteen months as ag rep. for major holding company. Position eliminated due to consolidations. Makes an excellent personal appearance. B.S. Economics. Single. Age: 25. \$18-20,000. Call Linda.

NL-12 #2—Started banking career as a finance trainee, then continued in collections for six years with a savings and loan co. Recent experience includes bank management, ag, commercial and installment lending along with insurance sales for a small chain bank. Highly recommended by present employer. B.S. Bus. Admin. Married. Age: 36. \$30,000. Call Linda.

Our reputation of maintaining our candidates' confidentiality enables us to attract a select group of ag bankers and lenders... those currently employed and not actively job hunting, but ready to make a move for the right opportunity.

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New Hampton, Iowa 50659



Jean Eden
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712/779-3567 (M/T/TH)
Massena, Iowa 50853

AG BANKERS AVAILABLE

NL-13 AG BANKER—Offers two years of well rounded experience in banking, including audit functions, operations (microcomputer applications), compliance, consumer and ag lending. ISU grad in Ag Business. Married. Age: 25. \$20-22,000. Call Linda.

NJ-14 SR. V.P.—Workout specialist for past 2 yrs. in \$25mm bank. Successfully handles large loans and legal matters in clean up process. Six yrs. previous experience as Branch Mgr. with PCA. Strong military background. Reference says, "A high performance individual...digs in and works through problems...a detail-oriented, self started...good decision maker, who's had experience by fire." B.S. Ag. Married. Age 38. \$43,000. Call Jean.

NJ-15 AG LOAN OFFICER—References say, "A hard credit man; analyzes the total picture, makes a decision, and takes a firm stand...results-oriented." Over 7 yrs. PCA experience. Responsible for collections, budget, marketing and personnel. Distinguished appearance, congenial personality. B.S. Ag Age 29. \$28,000. Call Jean.

NJ-16 AG LENDER—Currently branch mgr. in charge of loans, operations, and business development at small branch bank. Has total of 4 yrs. banking experience, with first yr. spent as ag lender and asst. cashier. An energetic, well-spoken individual. M.S. Ag plus bank schooling. Married. Age 34. \$28,000. Call Jean.

NL-21 #2—Six years with a finance company in branch management (receives excellent recommendations from supervisor). Eight years in commercial, installment, residential real estate and ag lending for a \$60MM bank. Licensed in insurance lines. Married. Age: 36. \$32,000. Call Linda.

NL-22 AG/OPERATIONS OFFICER—Reference says, "Aggressive, works well with farmers and did an excellent job screening clients." Three years ag loan correspondent for finance company and currently assistant branch manager and loan officer with a major holding company. Well recommended. B.A. Ag. Married. Age: 27. \$23,000. Call Linda.

NJ-23 V.P. AG LOANS—In charge of \$10MM ag loans at \$50MM bank for the past 3 yrs., this candidate was formerly a PCA loan officer. Strengths include constant involvement with loan workouts, as well as ample exposure to other areas of banking. Highly praised by former supervisor. M.S. Ag. Married. Age 39. \$34,000. Call Jean.

NL-24 AG LOAN OFFICER—Reference says, "Excellent ag lending knowledge and good rapport with clients." This extremely sharp ag lender offers four years with FLB most recently supervising a staff of two loan officers and two clerical. Very knowledgeable in agriculture. Quick and accurate in credit analysis. Self-starter. B.S. Ag. Married. Age: 26. \$30,000. Call Linda.

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NJ-17 V.P./AG—Four yrs. as ag lender with major holding company bank, and past 2 yrs. as V.P. of \$25mm independent bank, in charge of problem ag loans and workouts. Reference says, "Has experience in all areas...learns quickly and thinks before he speaks...really works well with farm accounts." Farm raised. B.S. Business Admin. Married. Age 28. \$28,000. Call Jean.

NJ-18 C.E.O.—Offers 7 yrs. bank management experience plus 10 yrs. as bank examiner. Has established loan review procedures and successfully implemented corrective action in problem loans at current bank. Ag and commercial lending knowledge as well as operations, personnel and investments. B.S. Ag. Married. Age 40. \$50,000. Call Jean.

NJ-19 AG LENDER—Over 2 yrs. with Farm Credit System, plus previous experience in ag sales and teaching vo-ag. References report, "A dedicated and conscientious worker. Pays attention to detail. A smooth and intelligent individual, who has thorough knowledge of agriculture." B.S. Ag. Married. Age 28. \$27,000. Call Jean.

NJ-20 AG LENDER—Has 4 yrs. bank exper. Started in installments, is now ag rep handling \$3 mil. of \$5 mil. in ag loans in \$22 mil. bank. Reference says; "strong on cash flows, excels in ag lending...understands farming, analytical, good judgment, an outgoing and popular individual." Degree in Ag Banking plus MN bank courses and ag lending school. Apple computer exper. also. Married. Age 25. \$25,000. Call Jean.

NJ-25 V.P.—Currently in charge of \$10MM ag portfolio in major holding company bank. Three+ years in banking, 1 year with FmHA. Heavily involved in problem loan workouts and negotiations. Very community minded. B.S. Ag. Age 27. \$30,000. Call Jean.

NJ-26 AG LOAN OFFICER—Offers 3 years current bank experience; responsible for half of ag portfolio in \$40MM bank; also works with commercial, R.E. and installment loans. B.S. Ag Bus. (ISU—3.8 GPA) plus bank schools. Good experience with computers. Sharp appearance. Married. Age 26. \$23,000. Call Jean.

NJ-27 C.E.O.—Currently C.E.O. of \$50MM ag bank. 15 yrs. banking experience. Strong lending/administration skills. B.S./M.S. plus advance banking schools. Married. Age 45. \$65,000. Call Jean.

NJ-28 SR. MGMT—Now Pres/CEO of \$10MM ag bank. Handles all loans, bank management, investments. Prior exper. in correspondent and trust areas. Strong ag background. Excellent appearance. B.S. Economics plus graduate of banking schools. Married. Age 37. Will relocate to midwest towns of 1000 or more. \$45,000. Call Jean.

NL-29 EVP—Currently responsible for ag, real estate, commercial and installment loans for a \$13MM bank along with bank operations. Reference says, "He has super credit judgment-no question about it! Excellent rapport with customers." Looking for a challenge. Licensed in Insurance and Real Estate. B.S. degree. Married. Age: 33. \$35,000. Call Linda.

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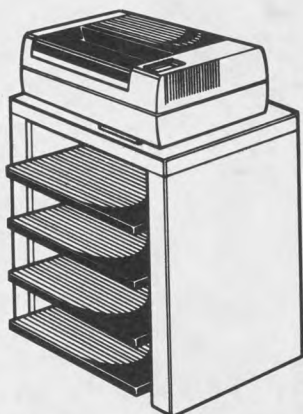
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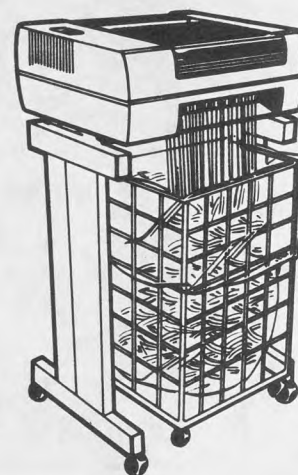


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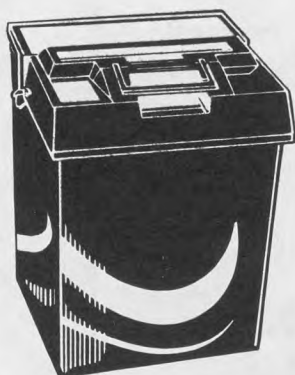
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Nebraska News

BROKEN BOW: Security State Bank was closed December 6 by James Barbee, Nebraska director of banking, the 10th Nebraska bank to fail this year. FDIC said no bids were received for the \$6.9 million deposit base and its agents proceeded with liquidation last week. Approximately \$60,000 only was in excess of the \$100,000 FDIC insured limit. Security State was the oldest of Broken Bow's three state chartered banks; however, the other two— Broken Bow State Bank and Nebraska State Bank & Trust Co.— have deposits of approximately \$25 million and \$50 million respectively in this town of 4,000 population.

GRAND ISLAND: At Omaha National Bank Grand Island, four officers have been promoted. Dennis L. Barkley, formerly vice president and manager of the commercial and agricultural loan department, has been named vice president and senior credit officer of commercial, agricultural and consumer lending. Patricia A. Orendorff, previously vice president and operations manager, will serve as vice president and manager of operations and retail banking. Stephen M. Beachler, formerly vice president and retail banking manager, has been named vice president and marketing director. Gary Gannon, formerly marketing officer, will serve as retail banking officer and supervise consumer banking in the bank's Grand Island offices.

LINDSAY: Bank of Lindsay has recently announced the nomination of James C. Arlt as president and Daniel J. Korus as assistant vice president. Mr. Arlt was most recently executive vice president of Bank of Lindsay and is replacing Barry V. Marsh who has joined Tilden Bank as executive vice president. Mr. Korus was most recently assistant vice president of Norwest Bank Grand Island.

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OMAHA: F. Phillips Giltner has been appointed to the Federal Reserve Advisory Council effective January 1, 1986. The Council serves as an advisor group to the Board of Governors of the Federal Reserve in Washington, D.C. Mr. Giltner currently serves as president of First National Bank of Omaha and First National of Nebraska, Inc., its holding company. He represents the 10th Federal Reserve District. Members are selected for a one year term by the Board of Directors of each of the eleven Federal Reserve Districts. The Council meets quarterly in Washington with the seven members of the Board of Governors.

YORK: The First National Bank of York has announced four promotions. Bruce Fagot was promoted from vice president to vice president and comptroller; he has been with the bank since 1977. Randy Shelden was promoted from assistant vice president of marketing to vice president of marketing; he started with the bank in 1976. Kevin Henderson is presently operations officer and was named assistant vice president in charge of operations; he has been with the bank since 1981. Ray McKenna is currently a consumer loan officer and was named an assistant vice president of the consumer loan department; he joined the bank in 1980.

Illinois News

CHICAGO: At Colonial Bank and Trust Company, Robert E. Hahn has been elected senior vice president and senior lending officer. He previously was senior vice president and senior lending officer at Northwest National Bank, Chicago. Brian F. Bara was promoted to assistant controller. He joined the bank in 1983 after working for the Community National Bank of Pontiac, Michigan.

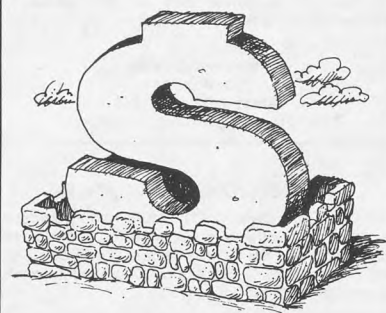
MONTICELLO: Larry Harshbarger has been elected president of the National Bank of Monticello. He was formerly president of the Bank of Rantoul.

SPRINGFIELD: Jeffrey J. Hargroder was recently named chief execu-

tive officer of Independent Bankers' Bank of Illinois, a bank now being organized by the Independent Community Banks in Illinois to provide community banks throughout the state with an alternative in the correspondence service area. Mr. Hargroder has extensive banking experience, most recently as a financial consultant for two de novo banks, an import/export company and finance company.

STERLING: David Kingland has joined First National Bank as executive vice president, according to Joseph D. Henderson, president. Mr. Kingland previously was senior vice president at Norwest Bank, Mason City.

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\$45 million dollar northwest Illinois bank has immediate opening for experienced **LOAN OFFICER** with ag background and some commercial and real estate training. Applicant should be capable of handling all phases of farm lending. Excellent opportunity for advancement. Full benefits. Send complete resume and salary requirements to File No. WZDZ c/o Northwestern Banker. (PA)

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POSITION AVAILABLE

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POSITIONS AVAILABLE

LOAN OFFICER - Diversified portfolio mainly composed of R/E and small business loans. A strong lender needed to take charge of this \$25m portfolio. Located in college town, part of 32 bank H/C offers quick upward promotion and eventual CEO for right person. \$35K.

EVP - Next CEO. Highly visible spot in successful rural bank. 5-8 yrs of ag lending in a rural institution, understands ag business, cashflows, statement analysis and operations. \$40K.

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POSITIONS AVAILABLE

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Sr. Lender-Need strong lender with management skills for mid-sized Iowa bank. Must have some workout. To \$40K.

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