

ABA Warns Against FCS Advantages

THE Farm Credit System must not win further advantages over commercial banks in proposed legislation to bail it out.

This was one of a number of objectives agreed upon by participants in a recent ABA grassroots meeting on agricultural-banking issues. The group's consensus referred to assistance legislation now under consideration by Congress and the Reagan Administration.

The FCS issue was high on the agenda when 40-plus leaders from 13 state bankers associations met in Kansas City. Adding pressure on participants for timely political action was their agreement that Congress is likely to vote FCS financial assistance in 1987 or 1988.

The banking leaders said FCS financial assistance should be combined with ABA objectives such as FCS reform strengthening the Farm Credit Administration as an independent regulator, and creation of a secondary market for agricultural real-estate loans.

After forming small discussion groups in the style of ABA's Banking Leadership Conference, participants reported agreement on these legislative goals:

- The Farm Credit Administration, which supervises FCS institutions, must be a strong, independent regulatory agency.

- FCS banks should be required to

hold capital equivalent to that required of private banks.

- Commercial banks should have capital-market access equal to that of FCS banks through a secondary market for agricultural real-estate loans.

- Because FCS institutions enjoy competitive advantages over commercial banks, the FCS units' lending activities should be carefully controlled.

As the state association leaders discussed the issues, they voiced a number of assumptions on which the legislative goals were built. The assumptions included:

- American farmers are best served by a financing system that encourages competition among a diversity of agricultural lenders.

- To remain competitive, agricultural bankers need to diversify their financial products and services to improve service to their agricultural borrowers.

- Government policy should treat all borrowers similarly when public benefits are conferred. □

* * *

As this issue went to press a day early last week (due to July 3 post-office closing), the House-Senate Conference Committee was debating H.R. 27, which is aimed only at recapitalization of FSLIC, and S.B. 790, which has a half dozen titles

that include not only the FSLIC rescue but two issues of great importance to banks—outlawing of non-bank banks (Title I) and expanded bank powers (Title II).

On June 30, conferees had tentatively agreed to retain Titles I and II as written. Title II, as passed by the Senate, does not expand bank powers, but declares a moratorium for one year, expressing the sentiment that the Senate would hold hearings and not extend the moratorium beyond March 1, 1988. In the conference, House members agreed to that and the conference then changed that sentiment to read that "Congress" would hold hearings and not extend the moratorium beyond March 1, 1988.

The FSLIC recapitalization issue was to be taken up on Wednesday, July 1, by the conference committee.

Iowa News

Iowa Bankers Insurance and Services, Inc. is sponsoring its Credit Life & Disability Licensing School August 17-18 at the Park Inn in Des Moines. Fee is \$45 for bankers and \$55 for nonbankers, and includes a Licensing Information Bulletin, study materials, instruction, lunch and refreshments both days. School hours are 9:00 a.m. to 5:00 p.m. on the 17th and 8:00 a.m. to 5:00 p.m. on the 18th. Bankers are urged to register for the school and send applications to the testing institute in Pennsylvania as soon as possible.



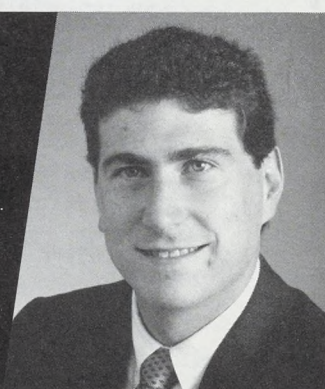
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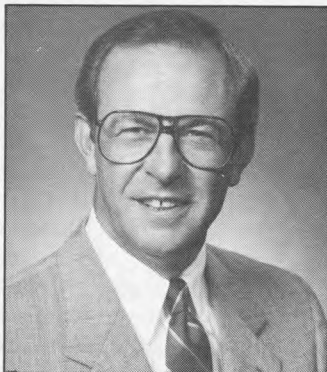
Registrations must be received by August 10. For more information, contact Charlotte Kraai at (800) 532-1423 or (515) 286-4371.

* * *

FORT MADISON: Iowa State Bank has announced the election of David Fazio to assistant vice president—retail loans. He previously served in the consumer loan department at United Federal Savings Bank, Des Moines.

MONROE: At Monroe State Bank, Forrest Matherly, Jr. has retired after 41 years at the bank. An open house was held in his honor. Succeeding him as executive vice president is Robert D. Gulling.

WATERLOO: Douglas D. Brown



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has joined Peoples Bank as senior vice president in charge of lending, it was announced by Thomas P. McDermott, president and CEO. Mr. Brown has moved from Sioux City where he started with Norwest Bank in 1967, serving as senior vice president and manager of commercial lending since 1982.

WEST UNION: Directors of Farmers Savings Bank have announced the following officer changes: James E. O'Brien from vice president to executive vice president and continuing as cashier; Loraine Weston from assistant vice president to vice president and assistant trust officer; Kathryn Weidemann and Michael R. Hein from assistant cashiers to assistant vice presidents in operations and ag loans respectively, and Jordan L. Guyer, ag rep, also elected assistant cashier.

Nebraska News

The first-year session of the 1987

Professional Development Program Intermediate School of Banking will be held Sept. 20-25 at the Ramada Inn in Kearney, Neb.

Sponsored jointly by the Kansas and Nebraska Bankers Associations, the curriculum is designed to meet the educational needs of first-level exempt and mid-level managers. Course content covers 13 key subject areas and involves interim assignments which allow students to apply concepts to their own bank situations. The second-year session, scheduled for June, 1988, will utilize a bank simulation model.

Applications will be accepted through Aug. 21 on a "first-come, first-served" basis.

Cost of the school is \$850 for single housing, \$750 for double housing, and \$700 for no housing. Fee includes registration, instruction, five nights lodging, continental breakfasts, lunches, coffee breaks, three dinners, one reception and all materials.

To register or for more information, call (402) 474-3313.

HICKMAN: The purchase of First State Bank from the estate of Della Judah was announced by Ronald J. Krejci, president of Schuyler State Bank and Trust Company, who heads an investor group made up of: Ronald J. Krejci of Lincoln, Elmer Block of Roca, Larry and Dwain Dowd of Columbus and Omaha, and Charles Movig of O'Neill.



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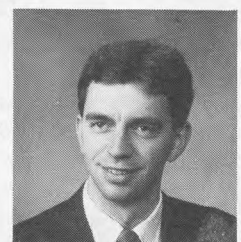
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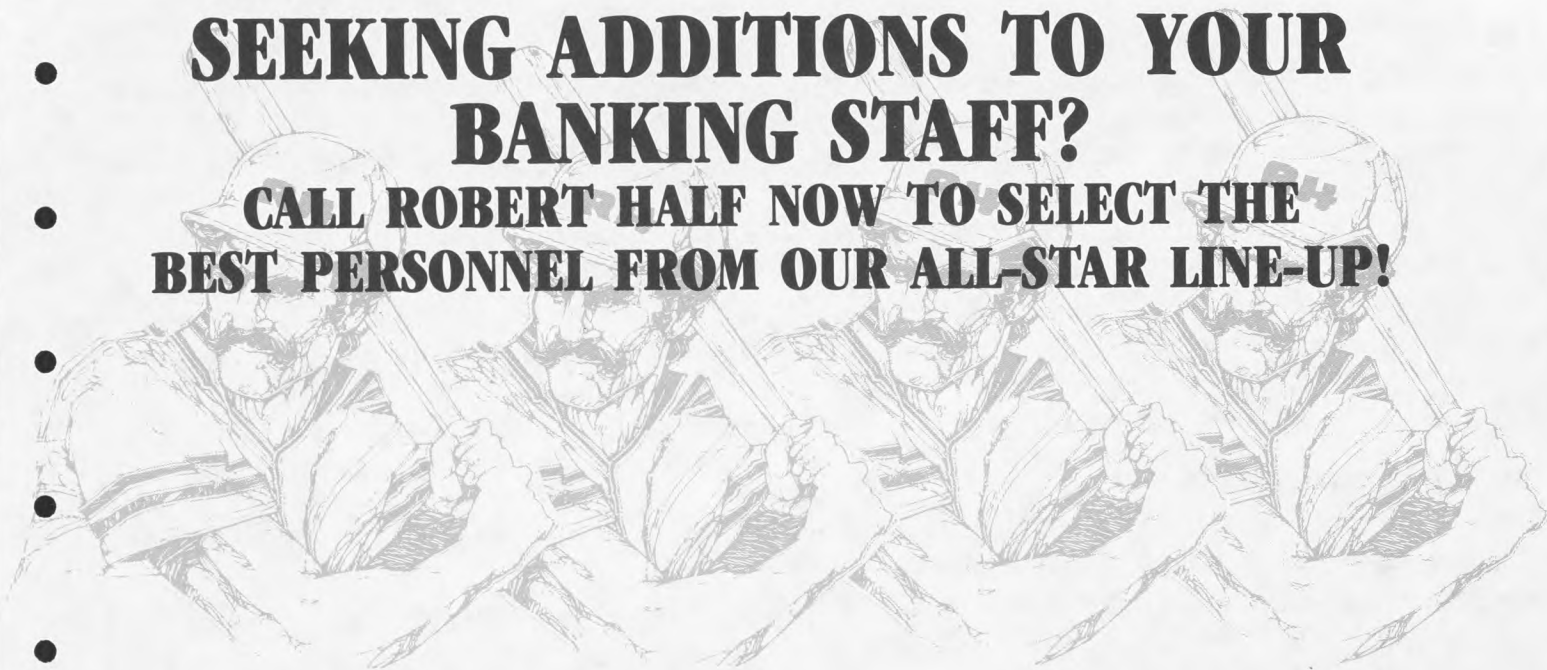
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Do you need an ag lender with excellent technical abilities? This high achiever has 4+ years ag lending experience and most recently helped clean up a problem ag loan portfolio. This natural leader has successfully demonstrated community involvement skills that are necessary at any bank. A hard charger that is accustomed to the long hours of a small bank. ASKING: Low \$30's

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CASHIER. B.S.

This profit-minded individual has proven management abilities to identify and solve problems! A high energy trouble shooter who has over 10 years banking experience. Currently manages both the installment lending and the operational areas of a \$30mm bank. Great image! Open to tri-state area! EARNS: \$35,000

TRUST OFFICER, MBA.

A take charge manager with over 3 years trust experience. Currently oversees 13 people. Strong background in employee benefit plans, estate planning, and various computer software systems. Prefers larger community.

EARNS: \$30,000

PRESIDENT.

Do you need a proven administrator to manage in a multi-bank environment. This shirt-sleeve type has 15 + years commercial banking experience with emphasis in lending and operational areas. Currently manages the direction of a 4 bank holding company that has shown a steady profit stream. An excellent community type who can be effective immediately. Perfect for a turn around situation. ASKING: \$65,000

BRANCH MANAGER. MBA.

Here's a performance motivated achiever! Has successfully managed a \$135mm branch operation demonstrating excellent administrative abilities. 5 + years lending experience including direct and indirect paper coupled with a strong RE background. Willing to relocate.

ASKS: Mid \$20's

COMMERCIAL LOAN OFFICER. B.A.

A strong technician with outstanding business development skills! This diligent producer has 5 + successful years as a commercial lender in a medium-sized bank. A skillful communicator with excellent people skills!

ASKS: Low \$30's

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An action-oriented individual who will tackle any problem! Over 10 years of ag banking experience with the ability to see a job through! Has a professional personality and is able to communicate effectively with ag producers. Will burn the midnight oil to clean up a portfolio! ASKS: \$40,000

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Do you need a commercial lender with formal credit training? This results oriented achiever completed a nine month commercial credit training program with a \$7 billion bank. Currently handles a loan portfolio of \$6m to a wide variety of industries. With over 3 years commercial lending experience this ambitious team player can handle those delicate negotiating situations. Willing to relocate. TO \$30,000

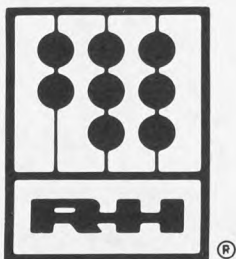
PRESIDENT. B.A.

Do you need an MBO type manager who can turn results? This success oriented achiever has 15 + years banking experience in medium sized banks. Has managed an \$80m bank with excellent results. A proficient manager who understands commercial, real estate, consumer and ag lending extremely well. Is versed in all operation areas. ASKING: \$60,000 Range

CREDIT ANALYST. B.S.

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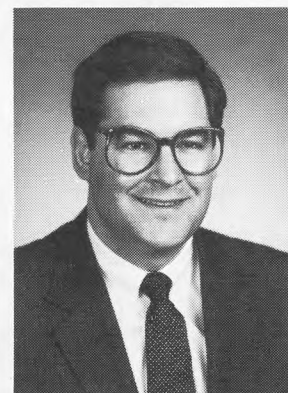
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SCOTTSBLUFF: The merger of Western National Bank into Scottsbluffs National Bank, announced in an earlier issue, took place officially on July 1.

NORFOLK: The DeLay First National Bank & Trust Company has announced that Thomas H. DeLay has been elected executive vice president. He has been a partner with the law firm of Muetting, DeLay & Stoffer for the last 14 years, and prior to that was associated with the firm of Deutsch & Hagen.

Minnesota News

MINNEAPOLIS: A thesis prepared by Gail L. Klatt, assistant director of professional practices at Norwest Corporation, is one of 12 accepted from among 1987 graduates of the ABA's Stonier Graduate School of Banking for addition to the permanent collections of three libraries: the ABA Library in Washington, D.C.; the University of Delaware Library in Newark, and the Harvard University Graduate School of Business Administration Library in Cambridge. The thesis is titled, "Artificial Intelligence in Banking: Are Expert Systems Required for Survival?"

Illinois News

The Illinois Senate on June 17 approved 116-2 its Senate Bill 990, which will open Illinois to full interstate banking on December 1, 1990. The bill, which went to the Governor for signature, was backed by the Illinois Bankers Association.

* * *

The Independent Community Banks of Illinois has announced Fri-

day, September 25, as the date for its 13th Annual ICBI Convention Golf Tournament at Brockwood Country Club in Wood Dale, Ill.

CHICAGO: James C. Lytle has been promoted to senior vice president and senior lending officer at Pioneer Bank & Trust Company. He previously served as vice president of business development at Lake View Trust & Savings Bank.

North Dakota News

MINOT: Duaine C. Espesgard, 43, has been elected president and CEO of First American Bank & Trust. A native of Petersburg, N.D., Mr. Espesgard has been affiliated with the Bremer Financial Corporation for the past 18 years. The Bremer group is the major stockholder in First American and 24 other banks in North Dakota, Minnesota and Wisconsin. Mr. Espesgard served eight years as vice president of lending at Bremer's First American Bank in Crookston, Minn., and the past 10 years as president and CEO of First American Bank in Amery, Wis. He will also serve as a regional president for Bremer's North Dakota banks.

Colorado News

DENVER: United Banks of Colorado, Inc., recently announced its second quarter results will include a special addition to the allowance for losses of approximately \$35 million. The increased allowance, said N. Berne Hart, chairman and CEO, will result in a second quarter loss for the company and raises the potential of a loss for the year. The projected second quarter results will require suspension of the dividend

payment on United Banks' common stock. The regular preferred dividend is expected to be paid on September 1. Mr. Hart said the reserve will increase the allowance for banks throughout the statewide system, as

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Wisconsin News

Kim Kindschi, associate director-education for the Wisconsin Bankers Association, has been elected for a three-year term on the ABA's Education Policy & Development Committee's Accreditation Oversight Board. The Board is an independent entity with final authority to evaluate banking industry schools seeking accreditation. She will serve on the 10-member board as a representative of state banker association schools affiliated with the ABA.

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