



*The World's Largest Open Access Agricultural & Applied Economics Digital Library*

**This document is discoverable and free to researchers across the globe due to the work of AgEcon Search.**

**Help ensure our sustainability.**

Give to AgEcon Search

AgEcon Search

<http://ageconsearch.umn.edu>

[aesearch@umn.edu](mailto:aesearch@umn.edu)

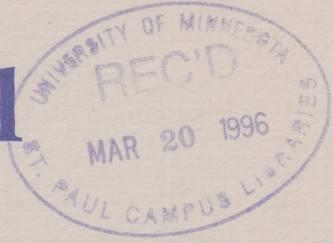
*Papers downloaded from **AgEcon Search** may be used for non-commercial purposes and personal study only. No other use, including posting to another Internet site, is permitted without permission from the copyright owner (not AgEcon Search), or as allowed under the provisions of Fair Use, U.S. Copyright Act, Title 17 U.S.C.*

*No endorsement of AgEcon Search or its fundraising activities by the author(s) of the following work or their employer(s) is intended or implied.*

Step Per

American Bankers Association

# Journal of Agricultural Lending



Vol. 9 Issue 2

Winter 1996

**How Farmers View Agricultural Lenders .....8**

Doane Agricultural Services Co. Survey Results

**Implications of Freer Canadian-U.S. Trade for Wheat, Dairy and Poultry .....12**

by Ronald Knutson

**Lending to Integrated Agricultural Production Firms: Part I .....20**

by David Lins and Michael Boehlje

**The Flat Tax: Implications for America.....28**

by Neil Harl

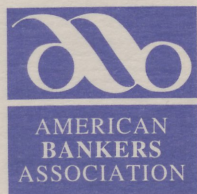
## Departments

**Up & Down the Hill .....4**

**The Executive Speaks .....31**

**The Ag Lending Trail.....35**

**Resources .....38**





# Sponsors

*Our appreciation and thanks are extended to the following sponsors of the **Journal of Agricultural Lending**. Their financial support makes publication of the **Journal** possible.*

**The Chicago  
Mercantile Exchange**  
Chicago, Illinois

**Chek-Tech Inc./  
Purina Mills Inc.**  
St. Louis, Missouri



## A Great Group of Friends

Pictured above is the group of Canadians and Americans that planned the first ever ABA/CBA North American Agricultural Lenders Conference that was held in Des Moines, Iowa, Nov. 12-15, 1995. Thanks to their hard work and determination the conference was a smashing success.

Seated front row, left to right: John Murphy, Royal Bank of Canada, Winnipeg; Craig Rothwell, Canadian Imperial Bank of Commerce, Toronto; Phil Burns, Farmers and Merchants National Bank, West Point, Neb.; Brenda Bracken-Warwick, CBA, Winnipeg.

Standing front, left to right: Carey Grow, ABA; Mary-Lynn McPherson, Royal Bank of Canada, Toronto; Sandra Currence, ABA; Cynthia Watkins, ABA.

Standing back, left to right: Jay Godwin, First State Bank, Canadian, Texas; Jeff Plagge, First National Bank of Waverly, Waverly, Iowa; Warren Gear, Toronto Dominion Bank, Toronto; Darcy Myers, Norwest Bank, Denver, Colo.; Graham Dixon, CBA, Winnipeg; John Blanchfield, ABA; Mike Weasel, Huntington National Bank, Columbus, Ohio.

Not pictured: Don Foley, Iowa Bankers Association, Des Moines, Iowa.

Thanks to Elizabeth Pike at *Northwestern Financial Review* for the picture.



**AGRICULTURAL  
BANKERS  
DIVISION**

**Agri Finance.**

1120 Connecticut Ave. N.W.  
Washington, D.C. 20036  
202-663-5000, FAX: 202-828-4544

6201 W. Howard St.  
Niles, IL 60714  
847-647-1200, FAX: 847-647-7055



American Bankers Association

# Journal of Agricultural Lending

*Designed for the agricultural lender as the catalyst for new ideas and practical approaches to banking challenges.*

## **Publisher**

John Blanchfield

## **Publishing Assistant**

Charles Dujon

## **Editor**

Kristine Myszka

## **Subscriptions**

800-711-8644 ext. 330

Address correspondence to  
*Journal of Agricultural Lending*  
6201 W. Howard St.  
Niles, IL 60714  
847-647-1200 ext. 330  
FAX: 847-647-7055

Email address:  
cdujon@aba.com

The Journal of Agricultural Lending (ISSN Pending) is published quarterly for the American Bankers Association by Century Communications Corp, 6201 W. Howard St., Niles, IL 60714. Copyright 1996 by ABA. All rights reserved. No part of this journal may be reproduced in any form without the written permission of the copyright owner. ABA and CCC assume no responsibility for statements of fact or opinions expressed in signed articles in this journal. Annual subscription rate is \$60 for ABA members and \$90 for non-members. Second class postage is pending at Chicago, IL and additional mailing offices. POSTMASTER: Send address changes to 6201 W. Howard St., Niles, IL 60714.

## **The ABA Ag Team**

### **Agricultural Bankers Division**

John Blanchfield, 202/663-5100

### **Government Relations**

Josh Tenuta, 202/663-5348

### **Agency Relations**

(OCC, FCS, FDIC, etc.)  
Paul Smith, 202/663-5331

### **Agricultural Banking Economist**

Jim Chesson, 202/663-5130

### **ABA Bankers Weekly newspaper**

Pat Dalton, 202/663-5447

### **Public Relations**

Patti Boerger, 202/663-5471

### **Ag Banking Conferences**

ABA Customer Service Center  
800/338-0626

### **Ag Banking Publications**

ABA Customer Service Center  
800/338-0626

### **ABA Washington Wire**

Toll-free news recording detailing government activity in banking. Updated daily  
800/424-2871