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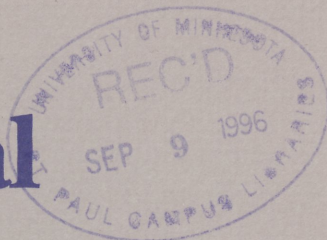
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② American Bankers Association

① **Journal of
Agricultural
Lending**



Vol. 9 Issue 4

Summer 1996

**Serving (Delighting) Customers:
The Ag Banker's Competitive Edge7**
by Michael Boehlje

**Agricultural Banks Need To Focus
On New Ideas.....14**
by Randy Allen

**Leased Capital Vs. Debt Capital
in U.S. Agriculture16**
by Steven Koenig, Charles Dodson and James Ryan

**Farm Financial Standards Guidelines
Revised in 1995.....22**
by Freddie Barnard and Steve Hofing

Farm Bank Performance During 199531
by Gail Bolcar and Keith Leggett

Departments

The Executive Speaks4

The Ag Lending Trail.....38



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Dear Reader,

We are fortunate to again have the ABA economists' review of agricultural bank performance for 1995 in this issue. I am pleased to report to you that 1995 was another good year for ag banks and most of their customers. With all good news, there is always some bad as well:

- finding funding sources for future loan growth is becoming a large concern for many ag banks;
- the cattle industry continues to struggle;
- drought hurt a lot of farmers;
- hedge to arrive contracts have caused problems for some farmers and elevators.

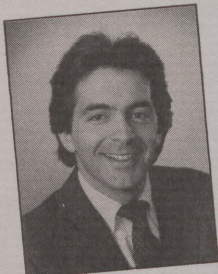
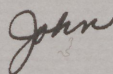
I never thought that I would see a period in time when high grain prices were a bad thing. But ag bankers and their customers will figure out how to get through these rough spots.

All of these issues, and more, will be addressed at **"The National Fair of Ideas for Ag Bankers," The 1996 National Agricultural Bankers Conference**. This year the conference will be held **November 17-20 in Kansas City, Mo.** For more than 40 years ag bankers have come together to learn new things and share ideas. This year we celebrate the conference with our national fair theme.

Call me at 202-663-5100 if you would like to know more about the conference.

See you in Kansas City!

Sincerely,



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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
202-663-5100

Editor

Kristine Myszka
847-647-1200 ext. 330
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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

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