

**BARCLAY'S PRESIDENT TO BE  
USI EXECUTIVE-IN-RESIDENCE**



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Irwin Teich, president of Barclay's American Business Finance Division in Atlanta, will be the featured guest Monday, April 3, in the spring Executive-in-Residence program sponsored by the University of Southern Indiana School of Business.

Teich is president of a million-dollar lending division of Barclay's Bank, a British bank which is the 17th largest in the world. He will discuss leveraged buy-outs at 10 a.m. and management philosophy at 11 a.m. and 1 p.m., all in UC352. He also will speak at a noon luncheon in UC350, when the topic will be leveraged buy-outs.

Teich has a history of progressively increasing management responsibilities in asset-based lending. The Barclay's Business Finance Division provides leveraged buy-outs and refinancing capabilities through revolving loans which are used as collateral against accounts receivable and inventory. The division also offers long-term loans secured by machinery, equipment, and real estate.

Teich was with National Acceptance Corporation in 1973, when he joined Barclay's Business Credit, Inc., as vice president and regional manager of the Los Angeles Western Regional Office. He became senior vice president and Eastern Division manager in 1978, and was named president of Barclay's Business Finance Division in 1984.

The USI Executive-in-Residence program is designed to stimulate students' thinking and to broaden their education through discussions and interaction with leaders in business, industry, and government. The programs are free and open to the public. Luncheon reservations are \$10 and may be made by calling the School of Business, (812) 464-1718; the registration deadline is Tuesday, March 28.

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