

NORTHWESTERN Banker Newsletter

Vol. 4 No. 39

Des Moines, Iowa

January 26, 1976

Nebraska News

OMAHA: The Nebraska-Iowa Association of Human Rights Workers, a chapter of the national association, will hold a one-day seminar on the Equal Credit Opportunity Act Friday, Feb. 6, at the Radisson Blackstone Hotel. This seminar will feature Linda Nixon, a senior assistant examiner for the Federal Reserve Bank.

SCHUYLER: Ronald J. Krejci has been promoted from executive vice president to president and trust officer of The Schuyler State Bank. Other promotions announced include: Larry L. Bazata from vice president to senior vice president and trust officer; Marie S. Lapacek from assistant vice president and cashier to vice president and cashier; Donald E. Groulik from assistant vice president to vice president, and Charles P. Heavican from assistant cashier to assistant vice president.

SCRIBNER: Joan G. Moeller has been named assistant cashier of the Scribner Bank.

Minnesota News

ALEXANDRIA: Debra E. Bisek has been named instalment loan officer of the First National Bank.

CALEDONIA: Steve Schuldt has joined Caledonia State Bank as agricultural representative. He formerly was with the Production Credit Association.

FAIRFAX: N. B. Gustafson and Elinor A. Gustafson have joined the Citizens State Bank as vice president and assistant cashier respectively. Mr. Gustafson had been managing officer and director of the Badger State Bank and Mrs. Gustafson had been assistant cashier. They purchased controlling interest in the bank in 1959 and sold it in December of 1972.

HALLOCK: Gary W. Arneson has been named vice president and cashier of the Northwestern State Bank. He formerly was vice president of the Union State Bank, Fargo, N. D.

MINNEAPOLIS: The Minnesota Bankers Association will hold its fifteenth Senior Bank Management Conference February 4-5 at the Radisson Hotel Downtown. Registration begins at 1 p.m., Wednesday, Feb. 4.

OWATONNA: Patricia Joel and Thomas Russell have been named personal banking officers and Steven B. Thompson agricultural loan officer at Northwestern National Bank.

PELICAN RAPIDS: David C. Aaberg has been promoted to cashier and Roger Rinerson to assistant cashier of the Pelican Valley State Bank.

ST. CLOUD: Thomas Welch has joined the St. Cloud National Bank and Trust Co. as assistant vice

president, commercial loan department. He most recently was vice president of the First National Bank, Livingston, Mont.

WINSTED: Tom Holovnia has joined the Citizens State Bank. He previously was vice president of Security State Bank of St. Michael.

Wyoming News

DOUGLAS: An application to establish a new state bank, Bank of Wyoming, Douglas, has been filed by a group of businessmen, all associated with Wyoming Bancorporation, Cheyenne-based multibank holding company.

South Dakota News

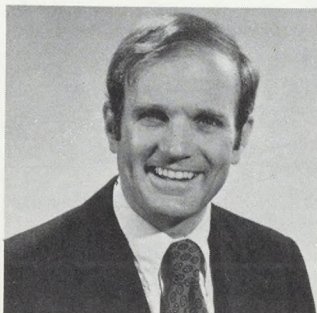
CLARK: Tom LaBrie of Conde is a new assistant cashier at the Citizens State Bank here.

GEDDES: Northstream Investments, Inc., has received permission to become a bank holding company through acquisition of Security State Bank, Geddes.

TRIPP: Dakota State Bank has announced the election of Gregg A. Klatt as a director replacing Mrs. M. W. Craig and the promotion of Patricia D. Weisser to assistant cashier.

North Dakota News

FARGO: The Fargo National Bank and Trust Company has appointed David Silbergleit investment officer in the trust department.



George Milligan

*Correspond with the bank that knows
the importance of your bank
to your community.*

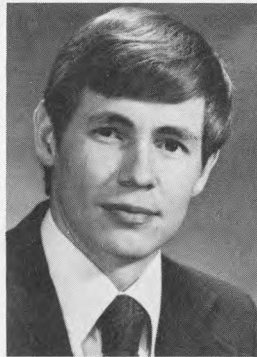
IOWA-DES MOINES NATIONAL BANK

An Affiliate of Northwest Bancorporation



[515] 245-3131

A good correspondent bank relationship is still built by good people. Yours and ours.



John Pothoven
Assistant Cashier

Call me toll free . . .
800-332-5991

Merchants National Bank 
Cedar Rapids, Iowa 52401 A BANKS OF IOWA BANK

Iowa News

AVOCA: Larry E. Petersen has joined the Citizens Savings Bank. He formerly was a cattle buyer trainee with American Beef Packers Inc., at Oakland.

CUMBERLAND: Jack Carstensen recently was named manager of the Cumberland office of Houghton State Bank, Red Oak.

DES MOINES: Robert J. Sterling has retired as chief executive officer of Bankers Trust and Thomas L. Wright, who has been president of the bank since June, 1973, has been appointed to succeed him. Mr. Sterling will remain as chairman of the board and he has been named president of the Ruan Center Corp., which owns the Ruan Center. Among promotions also announced by the bank are those of Robert W. Lemon to senior vice president and cashier and Roger L. Reed to vice president.

DES MOINES: Valley National

Bank has announced the following elections: John Rodgers Welch, correspondent banking officer, to vice president; William A. Wishman, comptroller, to vice president and comptroller; and Jack C. Callison, instalment loan officer, to assistant vice president.

GRINNELL: Douglas Hill, assistant vice president of Poweshiek County National Bank, has been promoted to vice president.

HAMBURG: Dan Boatman, president and director of Fremont County Savings Bank, Sidney, and Harold Boatman, first vice president and director of Farmers and Valley Bank, Tarkio, Mo., have purchased controlling interest in the Iowa State Bank at Hamburg. The bank has been owned and operated by the late Don C. Dougan, Sr., and his family since Mr. Dougan chartered the bank in 1923. Harold Boatman will become executive vice president and director of the Hamburg bank.

SERVICE WITH NO SMILE.

All our computer knows how to do is work. Quickly. Efficiently. But no smile.

Bill Rickert and Ken Young are the ones who smile. Especially when they're showing somebody how our straight-faced computer works.

Call Bill or Ken today.



1-800-772-2411

National Bank of Waterloo

IOWA CITY: Clark Houghton, president of the First National Bank, has announced the following officer changes: Robert M. Sierk, vice president, to senior vice president; A. Russell Schmeiser, Paul J. Maske and Robert C. Slaymaker, all assistant cashiers, to assistant vice presidents, and Carol A. Petz to assistant cashier.

MANLY: R. H. Isensee has sold controlling interest in the Manly State Bank to a group of area people. Dale D. Kennedy, formerly vice president and cashier, was elected president and cashier to succeed W. W. Parks. No personnel changes are planned.

MARSHALLTOWN: Fidelity Bank has changed its name to Fidelity Brenton Bank and Trust Company.

PERRY: Sheila Richardson has been promoted to assistant loan officer at the First National Bank here.

Don Rainer,



Agricultural Representative . . .

wants to build a solid correspondent banking relationship with you.



Bankers Trust

6th & Locust/

Des Moines, Iowa 50309

Use our toll free WATS line: 800-362-1688

Bank on LeaseAmerica!

LeaseAmerica has developed a program that can add a much needed service to your bank. leasing. LeaseAmerica offers a program that requires no additional people to your present staff.

1. Your bank can earn a fee for referring a lease customer. The fee, based on a percentage of equipment cost, is paid when the lease agreement is completed. The fee can be substantial and the transaction has no recourse to the bank.
2. If your bank can use the depreciation and tax benefits available from leasing, this plan is for you. A participation agreement is prepared with the bank and LeaseAmerica each owning a mutually agreeable portion of the equipment. The depreciation and tax benefits accrue to both parties in the same portion of participation. Income and expenses, plus any residual benefits are also shared proportionately. LeaseAmerica is paid a commensurate fee for providing documentation, servicing, statement mailing, and remittance of funds to the bank.

Contact LeaseAmerica today for more information regarding the aforementioned or regarding equipment for your bank.

LEASEAMERICA 

John R. Cornwall, Marketing Director

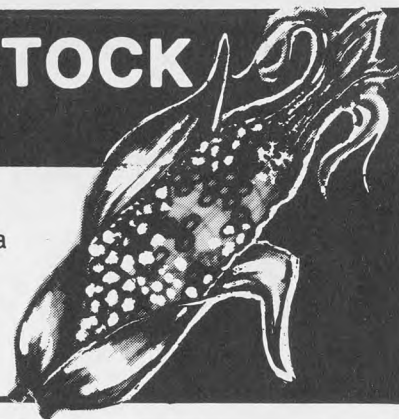
LeaseAmerica Corporation
200 American Building
Cedar Rapids, Iowa 52401

FARMERS GRAIN & LIVESTOCK HEDGING CORP.



24 Hour Toll Free Telephone Service
Weekly Confidential Market Report
Marketing Seminars conducted for Clients in Your Area

WRITE OR CALL
FGL, 1200 35th St.
West Des Moines, Iowa 50265
515 223-2200



SERVING PROFESSIONALLY
Banking, Financial & Business Personnel
Iowa and Nationwide
CAPITAL PERSONNEL SERVICE
204 Securities Bldg. 515-283-2545
Des Moines, Iowa 50309

SAC CITY: Larry Henderson, agricultural representative, has been promoted to assistant cashier and agricultural representative of the Citizens Savings Bank.

SIBLEY: Controlling interest in the First National Bank of Sibley has been purchased by Leo E. Carlson, Jr., president of the Sibley bank; W. Dale Den Herder, executive vice president, American State Bank of Sioux Center; Stanley G. Lammers, president, Sioux-Preme Packing Co., Sioux Center, and Jake H. Vande Brake, Sioux Center farmer. Those selling their interests were Kermit Wagner, Schuyler, Nebr., a major stockholder in several Nebraska and Iowa banks; Wayne M. Thorndyke, president, First National Bank, Tekamah; C. Wayne Woodbury, a Denison accountant, and Al Maser, chairman and former president of

When you need a little help call us on our toll free wats number 800-362-1615



EDDIE A. WOLF



WILLIAM B. GREAVES



RUSSELL G. PLAGER



GREGORY S. WOLFE



GERALD B. MURPHY

Correspondent Bank Department

"C" Central National Bank & Trust Company
DES MOINES (515) 243-8181 MEMBER FDIC
LOCUST AT SIXTH/FIFTH & GRAND/35TH & INGERSOLL/WEST DES MOINES

First National Sibley and presently president of First National Bank, Le Mars.

TABOR: The First State Bank has announced the appointment of Jerry Jobe to assistant cashier.

Illinois News

CLARENDON HILLS: Vance E. Halvorson has been appointed loan officer at Bank of Clarendon Hills.

GLENCOE: The Glencoe Capital Corporation has received permission to become a bank holding company through the acquisition of Glencoe National Bank.

HERSCHER: Morey Wadleigh has been elected chairman of the State Bank of Herscher.

LINCOLNWOOD: First Lincolnwood Corp., has received permission to become a bank holding company through acquisition of The First National Bank here.

MINONK: Henry H. Byers of Des Moines, Ia., and A. E. Chittenden of Collins, Ia., have sold their stock in the Minonk State Bank to Merlyn Kalkwarth, the bank's executive vice president. Mr. Byers acquired controlling stock in July, 1960, when he became president, an office he held until January of 1976.

The
GROSS-FEIBEL COMPANY
Standard and Custom
Bank Equipment
Since 1909
See Classifieds - Page Four

CALL ON THE "PERFORMANCE TEAM"

where common transactions are handled uncommonly well.



FIRST NATIONAL LINCOLN

13th & M Street • Lincoln, Nebraska 68501 • Member, F.D.I.C.



Get to know our Correspondent Bankers.

Get to know: (left to right) Leon Winters, Harold Kinney, Bill MacMillan, Bill Fleming and Norm Burkepile. And let them get to know you. Then, when you need help with any of our services, you'll get the help you need. Quickly and efficiently.



COLORADO NATIONAL BANK

17th and Champa • Denver, Colorado 80202 • (303) 893-1862

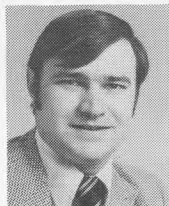
Call our Bond Department

For up-to-the-minute,
accurate information

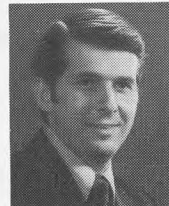


COMMERCE BANK
of Kansas City 10th and Walnut
(816) 234-2000

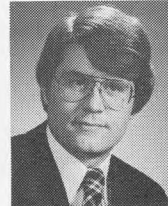
Member FDIC



Thomas L. Steffens
Asst. Vice President
234-2462



John Henderson
Bond Officer
234-2463



Dennis Lewter
Bond Officer
234-2674

WANT ADS

POSITION WANTED

Experienced, well-rounded banker desires second person position in southern Iowa. Write Box VFV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

WANTED

Branch manager for small but growing office in eastern Iowa. Would prefer experienced person, but will train. Write Box VMV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

Redwood modular bank building, fully equipped, 14' x 60', lease or sell. SUN Corporation, Box 684, Wichita, Ks. 67201. Phone: 316/942-8167.

BRANCH MANAGER

For United National Bank - new branch - Gregory, S.D. Applicant must have general loan knowledge with strong background in ranch, agriculture and livestock. Full responsibility for branch operations. Please send resume in confidence to D. Jack Gibson, P. O. Box 1088, Sioux Falls, S.D. 57101.

BANKERS PERSONNEL, INC.

Bankers Personnel serves banks and bankers in the upper midwest (a ten state area). The positions listed below are just a sample of the many opportunities available. Contact us in complete confidence.

President—Manage bank facing growth. Suburban location. Become involved in community and business development. Job #794.

Cashier—Set up complete operations for newly chartered bank. Lending experience helpful. \$15,000. Job #793.

Correspondent Bank Officer—Strong in ag credits. Some travel. Job #795.

Instalment Lending Officer—Variety of loans \$18MM bank. Minnesota. Job #789.

Commercial Lending Officer—Strong in credits with large metropolitan bank experience. Job #608.

Account Executive—Successful salesperson with brokerage license to sell pension plans and investment advice. Above average commissions. Experience required. High earning potential. Job #777.

BANKERS PERSONNEL, INC.

National City Bank Building Suite 719
75 South 5th Street
Minneapolis, Minnesota 55402
(612) 340-3018

POSITION WANTED

Senior bank officer desires to relocate within 250 miles of Kansas City. Sixteen years of experience includes loans, operations, investments and general management as number two person in \$37MM bank. College and school of graduate banking. Write Box VHV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

POSITION AVAILABLE

Position open for an experienced operations person to assume position of Cashier and train in instalment credit lending. Apply to State Bank of Worthington, Worthington, Minn. 56187. Phone: 507/376-3141.

POSITION WANTED

Young man with 7 years banking experience seeking position in Iowa, Missouri or Illinois. Farm background, college. Managed all phases of bank operations; instalment lending. Write Box VDV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

Dealer inquiries are invited for the sales and service of bank equipment in Iowa and Nebraska. Interested parties apply: **The Gross-Feibel Company**, Hillsboro, Ohio 45133 - Thomas Wilson (513) 393-3496.

BANKING SERVICES: As your agent, we can: 1. Sell your bank stock. 2. Acquire bank stock. 3. Appraise bank stock. 4. Prepare stock financing proposals. "Ray E. Reents," Consultant, 2730 S. MacArthur Blvd., Springfield, Ill. 62704.

- I would like to sell my majority bank stock.
- I would like to buy majority bank stock.

Please Contact: J. Mason Henry,
President

Charles E. Walters Co., Inc.

P.O. Box 1313, Omaha, Nebraska 68101
Phone: (402)553-6400

POSITION WANTED

Executive officer with extensive administrative and operations experience seeks new opportunity. References. Write Box RIB, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

WANTED

NCR-482 12 or 16 pocket proof machine. Contact: The First National Bank of Akron, Akron, Iowa 51001. Phone: 712/568-2472.

POSITION AVAILABLE

Cashier. Operations, loans and insurance experience desired. Send resume to Box VEV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Ia. 50309.

FOR SALE

E5400 Burroughs posting machine with automatic reader. Under contract. Call Reed Elwood, Peoples Savings Bank, Elma, Ia. Phone: 515/393-2301.

WANTED

Executive officer for \$4½MM rural bank in northeast Nebraska. Must be heavy in both agriculture and commercial lending. Excellent opportunity for right person. Please send resume and references (salary open) to Box VKV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

BANKERS WANTED

3 EXECUTIVE VICE PRESIDENTS—For various size Missouri Banks. Must be presently employed in #2 position.

CORRESPONDENT OFFICER—Heavy Agri experience. No travel involved. Midwestern bank.

CORRESPONDENT OFFICER—To travel Texas-Mexico. Based in central midwest.

INSTALLMENT LOAN-DEALER REPRESENTATIVE—Must have 3-5 years experience in banking as dealer representative.

IOWA BANKERS—Interviews are planned for Des Moines and Sioux Falls, EARLY FEBRUARY!! CONTACT NOW for appointment schedule.

EXECUTIVE SECRETARY-HEAD TELLER-TELLERS—Needed for Kansas City area banks. Where are the experienced people who seek a challenge?

"IT TAKES A BANKER TO KNOW ONE"

TOM HAGAN & ASSOCIATES

Box 12346, N.K.C., Mo. 64116
(816) 474-6874