

# NORTHWESTERN Banker Newsletter

Vol. 4 No. 42

Des Moines, Iowa

February 16, 1976

## Forces Shaping Economic Recovery

Government policies and actual economic and financial developments in the United States will be molded by a series of forces that are now unfolding, according to Henry Kaufman, general partner and member of the executive committee of the international investment banking and market making firm of Salomon Brothers.

Dr. Kaufman listed seven constraints which will be acting to prevent destabilizing excesses as the nation begins a new economic recovery. They are:

1. Increasing pressure by a skeptical and disillusioned public on Government to replace political rhetoric with realistic governmental management to improve efficiency and to eliminate waste which has put an increasing burden on the taxpayer.

2. Continuing pressure on state and local governments to improve their budgetary management. Public attention will remain focused on the ability of a number of states and urban communities to rectify their fiscal problems. Under these circumstances, state and local governments cannot make the contribution to economic expansion which they did throughout most of the post World War II period.

3. Business management, chast-

ened by the costly lessons of the recent past, will be conservative. Its spending for inventory and plant and equipment will continue to be very moderate.

4. Public doubts about commercial banking will foster continued self-restraint in banking policies and practices. Unfortunately, this may deter the ability of some banks to raise capital in the public market.

5. An improved credit situation comparable to that in the United States has not been achieved internationally. Consequently, the economic recovery abroad is likely to be limited by financial constraints.

6. The Federal Reserve will hold steadfast to its anti-inflationary posture. While this posture has leaned towards a monetarist direction during the recent past, there is some evidence that it is returning to a fundamental approach, which has as its overriding objective the lessening of inflation. The Fed has consistently undershot its intermediate range targets for the growth of money. It is now focusing more directly on managing more closely the money markets and official pronouncements are heavily weighed on an anti-inflationary stance.

7. Finally, both business and

financial markets have become highly sensitized to inflationary developments. The rekindling of inflationary expectations would result quickly in sharp price declines of securities and strong liquidity preferences by business and consumers.

This is a critical year for the American economy and for financial markets, Dr. Kaufman said. There is the urgent need for the United States to continue to recuperate from the terrible economic and financial abuses of the past decade and to put in place governmental policies that will launch the economy on a long expansion.

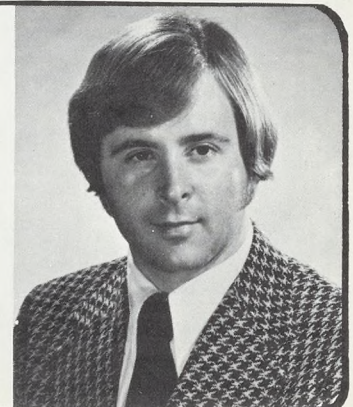
The public has become aware, as a result of unemployment, inflation and financial stringencies unthinkable a decade ago, that Government cannot always protect us from economic adversity, and in some cases makes matters worse, Dr. Kaufman said. As a result, we have begun to fully appreciate that the strength of our system depends on the resiliency of the private sector. Two beneficial results arise from this awareness. First, private sector decisions will tend to be made with a better sense of risk and reward; second, pressure will be exerted on Government to improve its efficiency and to be more realistic in its goals.

When you choose a city correspondent,  
do what over half of the banks in Iowa do  
— bank at MNB.

**Jerry Trudo**  
Assistant Vice President

**Merchants National Bank** 

222 Second Ave. S E Cedar Rapids, Iowa 52401 • A 'BANKS OF IOWA' BANK







Dwayne Smith

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

# IOWA-DES MOINES NATIONAL BANK



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

## To Hold Marketing Meetings

The Mid-America Automated Clearing House Association (MACHA) will hold 4 one-day marketing meetings to help banks plan and implement a marketing strategy for ACH services. The dates and locations are:

Feb. 19, Stadium Inn at Royals Baseball Stadium, Kansas City, MO.

Feb. 25, Regal Inn, Wichita, KS.  
March 4, Lincoln Hilton Inn, Lincoln, NE.

March 24, Skirvin-Plaza, Oklahoma City, OK.

## Taxable Municipal Bonds Endorsed by ABA

The American Bankers Association (ABA) has endorsed a concept that would allow municipalities the option to issue taxable or non-taxable bonds.

In testimony before the House Ways and Means Committee, George W. McKinney, senior vice-president of Irving Trust Co., New York, stated that the creation of a taxable municipal bond market would broaden the market for state and local bonds, stabilize that market during periods of monetary

stringency and provide more efficient assistance to state and local governments.

The "Municipal Capital Market Improvement Act" (HR - 11214) would require the secretary of HUD to pay a subsidy of 40% of the interest cost to a state or local government that elects to issue federally taxable obligations. The decision to issue taxable bonds would be optional with the issuer.

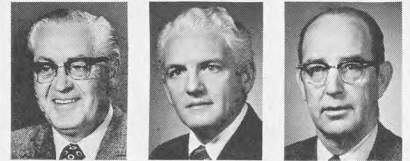
## Iowa News

A state representative's lawsuit seeking to force Iowa banks to unplug their satellite electronic banking facilities was dismissed last week by Polk County District Judge Anthony Critelli.

Judge Critelli ruled that Representative Arthur Small (Dem., Iowa City), who filed suit Dec. 2 lacks the legal standing as either a legislator or taxpayer—that he needs in order to take the matter into court.

**BUFFALO:** T. Radetski was promoted to a.v.p. & cash. & Colleen J. Neumeister to a.c., Buffalo Savings Bank.

**CEDAR RAPIDS:** Guaranty Bank & Trust has promoted James C. Roemig to v.p. & trust off.; Thomas F. Nugent to sr. comm. loan off. & Marian Scheffert to operations off.



Christy Armstrong      Leo Kane      Bob Scott

*"WE HAVE WHAT YOU WANT in a correspondent bank"*

## American Trust and Savings Bank

9TH AND MAIN, DUBUQUE, IOWA  
MEMBER FDIC - FRS

**FOREST CITY:** Manufacturers Bank & Trust promoted Curtis E. Jumps, Jr., to v.p.; Larry L. Larson to a.v.p., & Carol Burress, Maxine Cottingham, Patricia Hagen, Sandra Maschoff & Elizabeth Nielsen to a.c.


**MARENGO:** A reception was held for Mr. and Mrs. Ward Hatter on Sunday, Feb. 19, in honor of the couple's 50th wedding anniversary. Mr. Hatter is chmn. of the Iowa County Savings Bank.

**WEST UNION:** First Nat'l Bank has named Robert J. Ralston exec. v.p.; Bruce Crandall, sr. v.p., Kermit Teig & John Grimes, v.p. & farm reps.

## Nebraska News

**ALLIANCE:** Guardian State Bank & Trust Co. has promoted C. W. Griffis to exec. v.p. & cash.; Jerry Beagle to v.p. & Signa Holub to a.c.

**CENTRAL CITY:** Gary Webster, cash., was promoted to v.p. & cash., Farmers Nat'l Bank. Dennis Loewe was named a.c.



**Valley National Bank**  
A BANKS OF IOWA BANK  
Member FRS • Member FDIC  
Des Moines, Iowa 50304 515/245-6139

**JOHN RODGERS WELCH**  
Vice President


**VILIF, INC.**  
IS A SERVICE COMPANY

- We do verifications, inventories, lease inspections, floor plans.

3011A Ingersoll  
Des Moines, Iowa 50312  
515/274-2121

BANKERS PARTICIPATING *LeasePlan*  
by  
*First Insured Services, Inc.*  
545 - 31st Street  
Des Moines, Iowa 50312  
"DICK" SELLON      "DUANE" DEVAULT

**Banking for a brighter future.**



For straight talk on correspondent banking talk with Homer Jensen at CCB. We do your kind of banking.

Des Moines' second largest independent bank. Main Bank East Fifth and Locust 50309 515/244-5111

# FARMERS GRAIN & LIVESTOCK HEDGING CORP.



LOOKING FOR IMMEDIATE ACCURATE INFORMATION  
TO DEAL WITH TODAY'S  
WILDLY FLUCTUATING GRAIN &  
LIVESTOCK MARKET?

WRITE OR CALL

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

OUR ONLY BUSINESS  
IS ADVICE

**GORDON:** Norman Hicks was promoted from cash. to v.p. & cash., Gordon State Bank.

**MULLEN:** Bank of Mullen has promoted John Jones from cash. to v.p. & cash. & has elected him to the board.

**NELIGH:** Nat'l Bank of Neligh recently promoted David Knust to v.p. & cash.; Ralph Schrader to a.v.p. & Randy Helgren to a.c.

**OMAHA:** Russell C. Browne, Jr., will resign his position as special advisor for payments systems, office of the Comptroller of the Currency, on April 1. On that date he will join Commercial Federal Savings & Loan Assn. here as v.p.-marketing. Before moving to Washington on March 1, 1975, he was v.p., The Omaha Nat'l Bank & spearheaded the special staff developing the Nebraska Electronic Funds Transfer System.

**STROMBURG:** Warren Johnson has been named pres. of Stromburg Bank. James Rosenquist was named exec. v.p.

**WAKEFIELD:** Richard Pospisil was advanced from cash. to v.p., Wakefield Nat'l Bank. Roy Wiggins was promoted from a.c. to v.p.; Weldon Schwarten from a.c. to cash. & Lois Berns to a.c.

## Minnesota News

**BENSON:** Norman Anderson was

elected v.p. & Peter Gandrud a.c., Swift County Bank.

**GRANITE FALLS:** Jim Diebold was promoted to pres. & Arlin Opdahl, sr. v.p., was elected a dir. of Granite Falls Bank.

**HOKAH:** Delbert Gonnerman recently was promoted from v.p. to exec. v.p., Commercial State Bank. Rollie Johnson was named dir., cash. & ins. mgr. & Betty Sheehan was named a.c.

**LAFAYETTE:** Earl G. Wise, previously exec. v.p. & dir., State Bank of Gibbon, was elected pres. of Citizens State Bank here. He and his wife recently purchased stock in the bank.

**MINNEAPOLIS:** Northwest Bancorporation recently announced a proposed public offering of 800,000 shares of common stock. A registration statement covering the offering was filed recently with the Securities and Exchange Commission. Based on a closing price of \$47.50 per share on Feb. 5, 1976, the amount of the offering would aggregate approximately \$38 million.

Salomon Brothers has been designated as manager of the underwriting group that will market the common shares to the public.

Of the net proceeds from the financing, approximately \$10 million will be used by the corporation to provide additional equity funds

for Northwestern National Bank of Minneapolis, the corporation's largest bank subsidiary, while \$12 million of the proceeds will be added to capital funds of other subsidiary banks. The balance will be added to general corporate funds.

**MINNEAPOLIS:** DeWalt H. Ankeny, Jr., has been elected pres. & dir., First Nat'l Bank. He succeeds George H. Dixon, chmn. & pres., who was nominated by President Ford to be Deputy Secy. of the Treasury. The changes will be effective when Mr. Dixon has been confirmed and sworn in. Mr. Ankeny formerly served as the bank's exec. v.p. in charge of retail & investment services group.

## Illinois News

The third annual consumer credit conference of The Association for Modern Banking in Illinois will be held Feb. 18-20 at the Stouffer's Riverfront Towers in St. Louis, Mo.



Call  
Jay Bordewick  
for...

Personal Attention  
to All Your  
Correspondent Needs

NEBRASKA CALL TOLL FREE

800-642-9917

ADJACENT STATES CALL TOLL FREE

800-228-9511

U S NATIONAL  
BANK

Member  
F.D.I.C.

Omaha, Nebraska

## 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



# 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.

## WANT ADS

Rates 35 cents per word per insertion. Minimum: 12 words

**WANTED**—Used night drop. Send picture, condition and price.

**FOR SALE**—NCR 481 single pocket proof encoder and 16 pocket NCR 450 proof machine. Contact: Bank of Norfolk, Box 868, Norfolk, Neb. 402/371-8005.

**BANKERS PERSONNEL SEARCH, INC.**  
321 Stephens Building  
Des Moines, Iowa 50309  
515/282-4446 or 515/961-5419  
Harriette Allison, President  
Employer Paid Fee Confidential  
Bank Personnel Only

### WANTED

Used automatic feed postage meter. Write Iowa Great Lakes Area Chamber of Commerce, Box A, Arnolds Park, Iowa 51331.

### POSITION AVAILABLE

Seeking person with at least three years well-rounded bank experience, including operations and credit, for fast-growing, young correspondent department in metropolitan bank. Travel required. For details, write in confidence to Box UXU, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

### POSITION WANTED

Cashier with 22 years experience in operations, loans and insurance wishes to relocate in management position or where opportunity for ownership is available. Write Box VGV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Ia. 50309, for resume.

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

### POSITION AVAILABLE

Executive officer for \$8MM southwest Minnesota bank. Must have full knowledge of operations and ag lending and be capable of assuming management of the bank. Salary open. Send resume to Box PWQ, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Ia. 50309.

### POSITION AVAILABLE

\$50MM south central Iowa bank looking for installment loan officer. Candidate will have additional opportunity to work in agricultural and commercial loans. Send resume to Box VAV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

### FOR SALE

Diebold power file #62401—24-levels with ejector. Capacity 2,880 sq. in./trays also available. Contact: Brian McSweeney, First State Bank of Hanover Park, 1400 Irving Park Road, Hanover Park, Ill. 60103. Phone: 312/837-2700.

### POSITION AVAILABLE

Trust officer for \$100MM bank in northeast Iowa. Write Box VBV, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

### SENIOR LOAN OFFICER WANTED

Aggressive \$50MM midwest bank seeking senior loan officer heavy in commercial and agricultural credits with demonstrated ability in loan administration and understanding of loan analysis. Will be member of management team reporting directly to c.e.o. Attractive community and total compensation package. Please send resume, salary history and requirements to Box UZU, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

### FOR SALE

Brandt coin sorter, Model #680, 8 years old. Call 515/243-6821.

### SERVING PROFESSIONALLY

Banking, Financial & Business Personnel  
Iowa and Nationwide

### CAPITAL PERSONNEL SERVICE

204 Securities Bldg. 515—283-2545  
Des Moines, Iowa 50309

### DEPARTMENT HEAD TRUST

Bank in midwestern college community in excess of 100,000 population looking for experienced trust officer with law degree to set up new trust department. The person we are looking for is new business oriented, presently earning in excess of \$20,000. Send resume and salary requirements to Box UYU, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

### WANTED

Original musical theme for 30 & 60 second radio and TV bank ads. Proven recall performance. Will be sold to only one institution with exclusive use rights. Contact David Simmons, V.P.-Mktg., The Fremont National Bank & Trust Company, 152 E. Sixth Street, Fremont, Nebr. 68025. Phone: 402/721-1050.

### POSITION WANTED

Loan officer trained in all areas of bank financing, specializing in ag financing, wanting to relocate in \$20-30MM bank in Iowa. Write Box UWU, c/o NORTHWESTERN BANKER, 306 15th Street, Des Moines, Iowa 50309.

### TELLER MACHINES

Have 18 NCR 3 total units. All in top shape. Available 9-1-76. Call Bob Grathwohl, United Home Bank & Trust, Mason City, Iowa 50401. Phone: 515/423-5642.

### BANKERS WANTED

**AGRI-CORRESPONDENT**—Travel one week per month. Must be mature lending officer. Able to talk cowboy language .....\$18,000  
**AGRI-COM'L LN**—Prefer post graduate degree & 3 to 5 yrs. ag lending exper. ....\$15,000  
**PLATFORM**—Loans, insurance & operations for Nebraska bank under \$30MM .....\$15,000  
**PRESIDENT**—Blue collar area K.C. Industrial exper. helpful. Excellent growth potential ...\$27,000  
**AUDIT & LN ANALYST**—15 bank holding co. Must have heavy agri & agri business loan experience .....\$30,000  
**FEMALE OFFICERS & CLERICAL** able to relocate. We have excellent contacts. Call for information.

### TOM HAGAN & ASSOCIATES

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

"IT TAKES A BANKER TO KNOW ONE"

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



Correspondent Bank Department  
"C" Central National Bank & Trust Company  
DES MOINES (515) 243-8191 MEMBER FDIC  
LOCUST AT SIXTH/FIFTH & GRAND/35TH & INGERSOLL/WEST DES MOINES

Vol. 4 No. 42 Northwestern Banker Newsletter is published weekly by the Northwestern Banker Company, 306 Fifteenth Street,

Des Moines, Iowa 50309. Subscriptions 25 cents per copy, \$6 per year. Second class postage paid at Des Moines, Iowa. Address all mail subscriptions, changes of address (Form 3579) manuscripts, mail items to above address.