

# NORTHWESTERN Banker Newsletter

Vol. 5 No. 4

Des Moines, Iowa

May 24, 1976

## Bank Farm Lending Higher Last Year

Total U. S. farm debt held by banks increased by nearly 12% to an estimated \$25 billion during 1975, almost exactly equal to the growth in U. S. farm debt from all sources in the same period.

The American Bankers Association's (ABA) 1976 Agricultural Credit Survey is based on year-end 1975 figures reported by a representative sample of 1,298 nationwide. The survey indicates seven out of 10 banks experienced increases in farm operating loans, while six out of 10 reported increases in equipment and other types of farm loans.

"Bankers participating in the survey said they expect further growth in farm lending in 1976, and they anticipate little change in farm interest rates this year, said Oliver A. Hansen, chairman of ABA's Agricultural Bankers Division, which conducts the survey. Farm interest rates averaged about 8.9% in 1975.

Mr. Hansen is also president of Liberty Trust and Savings Bank, Durant, Ia.

Banks' farm lending kept pace with the overall growth of agricultural credit last year primarily because of an increase in deposits, Mr. Hansen said. "Over 90% of the banks participating in the survey reported a deposits increase in

1975." By contrast, in 1974 total farm debt increased by 12% while bank-held farm debts grew by only 7%.

Over two-fifths of the banks



OLIVER HANSEN

reported that by the end of 1975 the quality of their farm loan portfolios had improved, and only 7% said it had declined.

However, over half the banks expect their farm customers to encounter increasing repayment difficulties this year, Mr. Hansen noted. Fluctuating commodity prices, increasing farm operation costs and bad weather earlier this year are expected to cause the repayment difficulties.

Over 90% of the bankers surveyed thought farmers in their area were receiving adequate credit from all sources.

"If deposit growth continues, allowing bankers to achieve the loan-deposit ratios that they hope for this year, they should be in a strong position to maintain or increase their farm loan volume," Mr. Hansen predicted.

Seventy per cent of the bankers said young beginning farmers in their areas were receiving sufficient credit from all sources, including banks, to become established in farming.

## Oppose Political FDIC Appropriations

Robert F. Barnett, chairman of the Federal Deposit Insurance Corporation has attacked proposals to place the FDIC under the political appropriations procedure on the grounds such action would destroy public confidence in the banking industry and reduce efficient operation of the agency.

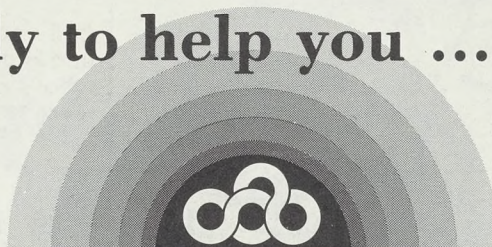
"Our opposition to including the FDIC under the appropriations process is based on a strong desire to continue the present ability of the FDIC to make its decisions, many of which are extremely sensitive, on an objective, non-political basis, and a need to maintain flexibility in our finances to cover expenditures which may be unpredictable," Mr. Barnett told regu-

[Turn to back page, please]

## Homer and Jim are ready to help you ...



... with CCB's full-service correspondent banking. Let Homer Jensen and Jim Eick show you that we do your kind of banking.

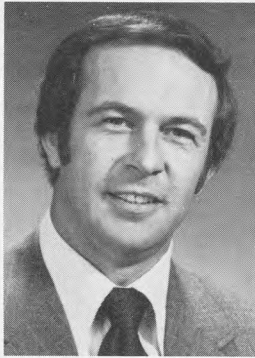


**CAPITAL CITY BANK**

Des Moines' second largest independent bank.

515/244-5111

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



Terry Martin  
Vice President

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

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

## Sites Selected for ABA Conventions

A revised list of annual convention sites for the American Bankers Association has been approved by the Governing Council.

They are:

1977—Houston, October 15-19.

1978—Honolulu, October 21-25.

1979—New Orleans, October 6-10.

1980—Chicago, October 11-15.

1981—San Francisco, October 3-7.

1982—Atlanta, October 16-20.

This year's convention, scheduled for October 2-6, will be held in Washington, D.C.

## AIB To Meet in St. Louis

The American Institute of Banking (AIB) will meet at the St. Louis Chase Park Plaza Hotel in St. Louis May 30 through June 2 for its annual convention. Earl B. Bloodworth, national AIB president will preside.

Topics of discussion will include: curriculum development, faculty selection, communication, training, recordkeeping, taxes and incorporation and how-to basics of marketing.

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

**JOHN RODGERS WELCH**  
Vice President

## Nominate Christy Armstrong

Christy F. Armstrong, president of American Trust and Savings Bank, Dubuque, has been nominated to the office of vice president of the Iowa Bankers Association. The election will take place by ballot and will be announced at the convention in October. C. Robert Brenton, president of Brenton Banks, Inc., Des Moines, holds this office now and will succeed to the presidency in October.

## Iowa News

**HOLY CROSS:** The Dyersville National Bank has filed an application requesting permission to establish a branch here.

**FAIRFIELD:** Group 11 Sports Day will be held at the Fairfield Country Club on Wednesday, June 9. For reservations, contact Terry Lowenberg, vice president, Iowa State Bank & Trust Co.

**LeCLAIRE:** LeClaire State Bank has announced the appointment of Rozella West and Loretta Buchheit to assistant cashiers.

**NEVADA:** Lyle E. Abramson has been named executive vice president and director of the Nevada National Bank.

Serving you means keeping abreast of changing opportunities so you won't have to.

Call and find out what's new.  
Phone 319-582-1841 collect



Keith Dralle, one of our Men of Opportunity

**American Trust & Savings Bank**  
Town Clock Plaza, Dubuque, Iowa  
Member: FDIC & Federal Reserve System

Call your roving correspondent at Bankers Trust

"I'll be there when you need me."

**Don Carmody,**  
Assistant Vice President

**BANKERS TRUST**  
Des Moines, Iowa 50304  
Use our toll-free WATS line: 800-362-1688  
Member: F.D.I.C./Federal Reserve System

**PRINCETON:** Farmers Savings Bank has announced the appointment of Dorothy Ann Cole to assistant cashier.

**RED OAK:** Montgomery County National Bank has announced the addition of John Tischer to its staff as instalment loan officer. Formerly he was manager of Thorp Credit, Inc.

**WEBSTER CITY:** Richard C. Hare has joined the First State Bank as senior vice president. He formerly was first vice president and cashier of the Boone State Bank & Trust Co.

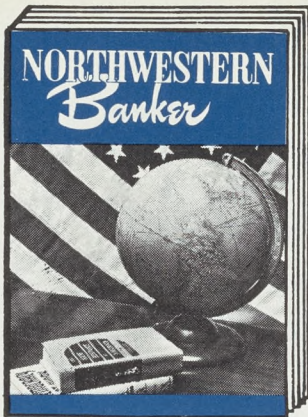
## Nebraska News

**BEATRICE:** Beatrice State Bank has received consent to establish a branch at 722 Court Street.

**OMAHA:** Robert A. Anderson has been elected president of the First Westroads Bank. He formerly was executive vice president of the bank and prior to that was with the mortgage loan division of the National Bank of Commerce in Lincoln.

**OMAHA:** The Cornhusker Bank has received permission to establish a facility at 77th and Cass Streets here.

**OSCEOLA:** Roy Dinsdale, chairman of The First National Bank, has announced the promotion of Ron Christensen from cashier to



306 Fifteenth Street  
DES MOINES, IOWA 50309

Send *Your News* Today to the **NORTHWESTERN BANKER**

**TELL US ABOUT ...**

Staff Changes  
Business Campaigns  
Mergers, Consolidations  
New Departments at the Bank  
Remodeling or New Building

Open Houses  
Anniversary Parties  
Deaths or Retirements  
Speeches Made by Bank Officers  
Special Announcements to the Public

---

BANK .....

OFFICER ..... TITLE .....

CITY ..... STATE .....



## 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.

vice president and Steve Darling from assistant cashier to cashier.

### Minnesota News

The following banks have increased their capital stock: Empire State Bank of Cottonwood from \$75,000 to \$300,000 by stock dividend of \$150,000 and sale of new stock of \$75,000; State Bank of New Prague from \$175,000 to \$400,000 by sale of new stock; Security State Bank of Deer Creek from \$50,000 to \$75,000 by sale of new stock; and State Bank of Hanska from \$80,000 to \$100,000 by stock dividend.

**FERGUS FALLS:** Richard F. Glasoe, president of Security State Bank, has announced his resignation. The bank's operations will continue under the supervision of Tom Troupe, vice president, while the board considers a successor.

**LUVERNE:** Russell Impehoven has joined the Northwestern State Bank. He formerly was an auditor of Banco, Inc., an audit services subsidiary of Northwest Bancorporation, Minneapolis.

**NEW LONDON:** Errol Bluhm has joined the Farmers State Bank as loan officer. He previously was with the Bank of Willmar.

**OWATONNA:** Donald E. Hanson has been promoted to vice president and cashier of The First National Bank.

**ROCHESTER:** John Brenengen has been appointed executive vice president of the Marquette Bank.

**WASECA:** Dean Bloemke has joined the First National Bank of Waseca as assistant cashier in

instalment loans. He formerly was with Thorp Financial Services in St. James, New Ulm and Eveleth.

### Illinois News

Gerald Sinclair, executive vice president of the Salem National Bank, recently was elected president of the Association for Modern Banking in Illinois (AMBI). He succeeds Lester A. Kassing, president, Jefferson Trust Savings Bank, Peoria, who moves up to chairman. Robert C. Humphrey, president, State National Bank, Evanston, was named first vice president; Loren M. Smith, president, United Bank of Illinois, Rockford, as second vice president; William B. Norton, president, First National Bank, Morris, as secretary, and Willard Bunn, Jr., chairman, Springfield Marine Bank, as treasurer. The newly elected officials will take office on July 1.

**AUBURN:** Auburn Peoples Bank's application for Federal deposit insurance has been approved. The bank's capital accounts total \$800,000.

**BELVIDERE:** Alpine Bancorporation has filed an application for approval to acquire 80% of the voting shares of Alpine State Bank, Rockford.

**DeKALB:** University National Bank has changed its name to The American National Bank of DeKalb.

### Colorado News

**DENVER:** David E. Peterson, vice president and trust officer at The

First National Bank of Denver, was elected president of the National Trust Real Estate Association at its annual meeting in Houston, Tex.

**LaSALLE:** South Platte National Bank has changed its name to United Bank of LaSalle, National Association.

### We know the system

And we know the microfilming supplies and equipment you need to keep it humming. Everything from microfilm or microfiche to viewers, reader-printers, storage systems, jackets, envelopes, bulbs. On hand for immediate shipment. Call or write us today.

**iSi**

Information Systems, Inc.

8939 J Street  
Omaha, Nebraska 68127  
402/339-6111



**We're interested in services that give you a lot of help for your money.**



Dwayne Smith

**IOWA-DES MOINES**  
NATIONAL BANK

Member FDIC An Affiliate of Northwest Bancorporation **BANCO**



**Personal Advertising**  
Developed With You For Your Bank

*Personal Banking*  
communications, inc.

PHONE: 515/244-3963 BOX 2701 DES MOINES, IOWA 50315

Don Jordahl  
Federal Reserve Bank of St. Louis

# FARMERS GRAIN & LIVESTOCK HEDGING CORP.



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

**OUR ONLY BUSINESS IS ADVICE**

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

the South Dakota Bankers Association at its 84th annual convention attended by 575. A complete report will appear in the June issue of the Northwestern Banker.

**WANT TO BUY**  
Keyboard operated addressograph plate maker. Model 6300 or 6400. Contact Rock Rapids Reporter, Rock Rapids, Iowa 51246. Phone: 712/472-2525.

**EXECUTIVE VICE PRESIDENT & DIRECTOR**

\$16MM progressive, growth bank located in northwestern Illinois is seeking seasoned pro heavy in commercial, real estate and agricultural lending experience. Must possess skills necessary to assume full management in absences of president. Should be community oriented. Salary open. Send resume to Box KGT, c/o NORTHWESTERN BANKER, 306 15th St., Des Moines, Iowa 50309.

**FDIC** .....  
[Continued from page 1]

lators and bankers attending the 75th annual Conference of State Bank Supervisors Convention at the Broadmoor Hotel in Denver.

He said it is even more important for the FDIC to maintain its fiscal independence because of "the fear that public confidence in deposit insurance might erode if the finances of the corporation become publicly controlled."

He maintained audits of the FDIC by the General Accounting Office provide Congress with thorough oversight authority but "without the ancillary dangers associated with subjecting the FDIC to an appropriations process."

**Wyoming News**

**CASPER:** Security Bank and Trust has changed its name to First Wyoming Bank—Casper.

**South Dakota News**

**RAPID CITY:** Charles L. Seaman, president, First State Bank of Warner, was elected president of

**North Dakota News**

**CAVALIER:** The Citizens State Bank of Neche and Pembina office has received approval to relocate here and to maintain offices at Pembina and Neche.

**WANT ADS**

**Rates 35 cents per word per insertion. Minimum: 12 words**  
**NORTHWESTERN BANKER**  
306 15th St., Des Moines, Iowa

**FOR SALE OR TAKE OVER LEASE**

Pitney Bowes 5600 stuffing machine. This machine will fold and stuff up to three items. Please write Cornhusker Bank of Omaha, P. O. Box 34304, Omaha, Nebr. 68134, or call Tom Matthaideis, (402) 571-2300 for additional information.

**FOR SALE**

Burroughs L5000 Accounting Computer, 3 years old, on maintenance contract. Programmed for DDA, Savings, Installments, Real Estate, Term Loans and General Ledger. Write Allison Bank of St. Joseph, St. Joseph, Ill. 61873 or phone L. J. Nelson at (217) 469-7631.

**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

**EXPERIENCED BANKERS WANTED**

**Special Situations**

**COMPTROLLER**—Large midwestern bank; start as financial analyst. Must have large bank or industry experience in budgeting, accounting, etc. .... \$30,000  
**PRESIDENT**—Small Iowa bank. Start at \$18,000 with opportunity to work up to \$24,000 in two years or less. Small town, high growth, near medium-sized city ....

**Senior Officers Wanted**

**C.E.O.**—Small Missouri bank ..... \$18,000  
**TRUST**—Start dept. for 4 related banks ..... \$20,000  
**SR. COM'L LN**—2 places in Kansas ..... \$30,000  
**CASHIER**—\$30MM Kansas bank ..... \$18,000

**Junior Officers Wanted**

**AGRI LOAN**—Degree & 2 yrs. exper. .... \$12,000  
**OPERATIONS**—Some loan exper. preferred . \$14,000

**TOM HAGAN & ASSOCIATES**

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

**"IT TAKES A BANKER TO KNOW ONE"**

**You can call on us!**

**Toll free 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, 515-245-7111 MEMBER FDIC  
LOCUST AT SIXTH FIFTH & GRAND/35TH & INGERSOLL  
WEST DES MOINES, WEST TOWERS OFFICE BUILDING, 35TH & 235