

Question Loan Production Offices Legality

A decision by a federal court in Oklahoma City has cast doubt on the legality of some 350 loan production offices operated throughout the United States by some of the nation's larger commercial banks.

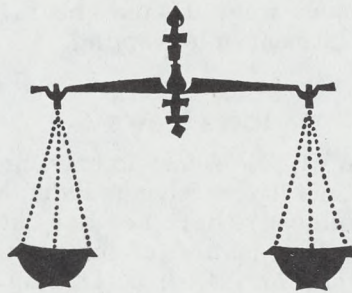
Judge Luther B. Eubanks last month found that the Seminole, Oklahoma, loan production office established by the American National Bank & Trust Company of Shawnee, Oklahoma, was an illegal branch. The suit was brought against American National and the Comptroller of the Currency by the attorney general of Oklahoma on behalf of the state banking board and the state banking commissioner. The plaintiffs charged that the loan production office violated Oklahoma banking laws.

While some banking sources are reluctant to apply this decision to similar cases pending elsewhere, other observers interpret the decision as saying that a 1966 ruling by the Comptroller of the Currency that permitted loan production offices is contrary to both Supreme Court decisions and congressional intent.

IBAA Suit

The Independent Bankers Association of America filed suit in May in the United States District Court for the District of Columbia, Washington, D.C., against the Comptroller, charging that the

Comptroller's ruling in 1966 violates the federal and state branching laws and asks that the ruling be rescinded. IBAA feels that the Oklahoma decision has



far-reaching implications and that Judge Eubanks' findings are unequivocal. No decision has been made in the IBAA suit.

Loan production offices in the Northwestern Banker area are located in Chicago, Kansas City, St. Louis, Denver, Milwaukee, and the Twin Cities. By law, these offices are barred from accepting deposits, but they do just about everything else. In addition to soliciting corporate loan business, they engage in leasing, selling computer services, factoring, consumer finance, mortgage banking, investments, and international banking.

One Chicago bank executive was quoted as saying, "People from major banking centers have been traveling throughout America for years to solicit business. Loan

production offices merely give bank officers a place to hang their hats."

Because some growth areas, such as foreign loans, are drying up, some executives of major banks feel that loan production offices are one of the few areas of expansion left in the industry. Critics feel that loan production offices result in competition between unequals due to higher lending limits and alleged greater expertise offered by money center banks. Not all community banks fear competition from loan production offices, believing that if the larger banks can come in their home base and do a better job, the local bank deserves to lose the business.

There's been some evidence that some of the most aggressive banks have pulled in their horns a bit. First National Bank of Chicago, for example, originally planned a network of more than 20 regional offices, but may stay with the nine it has opened so far. Similarly, Citicorp, one of the nation's most expansionist banks, has scaled back its operations slightly. However, it still maintains loan production offices in 13 cities.

ABA Calls 3rd Banking Leadership Meeting of '78

For the third time this year the ABA will conduct a Banking Leadership Conference when members of the Governing Council, Government Relations Council and

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.

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



Lance Davenport

IOWA-Des Moines
NATIONAL BANK

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

leaders of the state banker associations and other banking trade associations assemble August 23-25 in Washington. They will review in detail provisions of the Financial Institutions Regulatory Act of 1978 (formerly titled Safe Banking Act).

FDIC Chairman Resigns

George LeMaistre, 66, who has indicated in recent months his desire to return to academic life, resigned August 16 as chairman of the FDIC. He is on leave as a law professor from the University of Alabama. Comptroller of the

John Murano: BANKERS' BANKER

Come Grow With Us



Bankers Trust
Des Moines, Iowa 50304



THINK OF US AS SECURITY.

We're your source. So, start corresponding with Security. You'll be glad you did.

Wayne Johnson
Correspondent Bank Officer
712/277-6526



SECURITY NATIONAL BANK
SIOUX CITY, IOWA. MEMBER F.D.I.C.

Currency John Heimann becomes acting chairman. The third FDIC director, recently appointed by President Carter, is 34-year old Wm. M. Isaac, who was vice president and general counsel of First Kentucky Corporation of Louisville from 1974 until his FDIC appointment in late spring.

Iowa News

HAWKEYE: Volney Palmer, president of Citizens Savings Bank, has announced that he has sold controlling interest of the bank to Mr. and Mrs. Clair J. Lensing of Marion. He will serve out the year as a consultant to the bank. Mr. and Mrs. Palmer will be replaced as president and vice president of the bank by Mr. and Mrs. Lensing, respectively. Mr. Lensing is a former state bank examiner and is presently executive vice president of the Farmers State Bank of Marion.

OAKLAND: The Federal Reserve has announced its approval of the application of Oakland Financial Services, Inc., to become a bank holding company by acquiring Citizens State Bank here.

Nebraska News

BEATRICE: Al Ziesemer has joined the Beatrice National Bank and Trust Co. as instalment loan officer.

Illinois News

DANVILLE: Illini Bancorp., Inc., has received consent to become a bank holding company by acquiring The First National Bank here.

BELDEN: Mary J. McLain has been elected assistant cashier of the First National Bank.

MULLEN: John M. Jones has been elected managing officer of the Bank of Mullen.

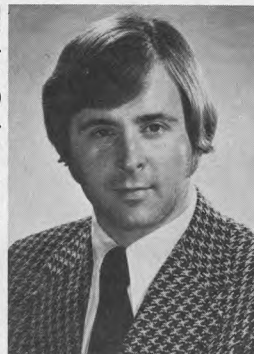
NEBRASKA CITY: Joseph Geren has been appointed vice president of the Otoe County National Bank here. He formerly was vice president and director of Central Bank, Central City.

PENDER: Jeff Troupe has joined the Pender State Bank as vice president. He formerly was vice president of the Farmers and Merchants National Bank in Oakland.

SCOTTSBLUFF: The application by First State BancShares, Inc., for approval to become a bank holding company through the acquisition of 100% of the voting shares of First State Bank here has been approved.

SOUTH SIOUX CITY: James G. Hamlin, Jr., has joined the Dakota County State Bank as an instalment loan officer. He previously was with the State Bank & Trust Co., Council Bluffs.

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



Jerry Trudo
Asst. Vice President

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

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



Carleton D. Beh Co.

Investment Securities

Des Moines Building • Des Moines, Iowa 50309 • 515/288-2152

NEW ISSUE

MOODY'S: "A-1"

\$650,000

WORTHINGTON, MINNESOTA

General Obligation Permanent Improvement Revolving Fund Bonds, Series 1978

Dated: August 16, 1978

Denomination: \$5,000

Both principal and semiannual interest (January 1 and July 1, first coupon due July 1, 1979) payable at Fidelity Bank & Trust Company, Minneapolis, Minnesota.

MATURITIES

	<u>5.00%</u>			<u>5.35%</u>	
\$35,000	January 1, 1982	5.00	\$45,000	January 1, 1990*	5.35
40,000	January 1, 1983	5.00		<u>5.40%</u>	
	<u>5.05%</u>		45,000	January 1, 1991*	5.40
40,000	January 1, 1984	5.05		<u>5.50%</u>	
	<u>5.10%</u>		45,000	January 1, 1992*	5.50
40,000	January 1, 1985	5.10		<u>5.60%</u>	
	<u>5.15%</u>		45,000	January 1, 1993*	5.60
40,000	January 1, 1986	5.15		<u>5.70%</u>	
	<u>5.20%</u>		50,000	January 1, 1994*	5.70
40,000	January 1, 1987	5.20		<u>5.75%</u>	
	<u>5.25%</u>		50,000	January 1, 1995*	5.75
40,000	January 1, 1988	5.25		<u>5.80%</u>	
	<u>5.30%</u>		50,000	January 1, 1996*	5.80
45,000	January 1, 1989	5.30			

*Optional beginning January 1, 1989 at 100%.

LEGALITY TO BE APPROVED BY DORSEY, WINDHORST, HANNAFORD, WHITNEY & HALLADAY, ATTORNEYS, MINNEAPOLIS, MINNESOTA.

Worthington, the county seat of Nobles County, is located approximately 175 miles southwest of Minneapolis-St. Paul and 50 miles east of Sioux Falls, South Dakota. The City of Worthington has a diversified industrial base ranging from food processing to mobile home construction. Larger employers and the number of employees in the City include: Campbell Soup Company (chicken products, 530); Sather Cookie Company (cookie distributors, 400); Independent School District No. 518 (education, 361); Armour & Co. (processed pork, 285); Worthington Regional Hospital (220); Bendix Corp. (mobile homes, 75); Bedford Industries, Inc. (plastics, 65) and Fleetwood Home (prefabricated homes, 60). Agriculture in the county consists of harvesting corn, soybeans, oats, hay and the production of milk, eggs, cattle, sheep, lambs and hogs. There are two banks located in the City with total deposits in excess of \$80,458,000.

These bonds are being issued under the provisions of Minnesota Statutes, Chapter 475. The proceeds of this issue will be used for sanitary sewer and watermain extensions, street improvements and storm sewers. In the opinion of counsel, these bonds are legal and binding general obligations of Worthington, Minnesota, and all taxable property located therein is subject to the levy of sufficient taxes to pay the principal of and interest on the bonds without limit as to rate or amount.

FINANCIAL STATEMENT

Market value of taxable property, 1977-78	\$118,747,747
Assessed value of taxable property, 1977-78	25,852,707
Direct debt, including this issue	8,385,000
Net direct debt, excluding self-supporting	7,360,950
Total net direct, overlapping & underlying debt	7,599,090
Population, 1978 estimate: 11,109	
	Direct debt per capita: \$755.00
	Net direct debt per capita: 662.00
	Total debt per capita: 684.00

Tax collections have approximated 99.8% of taxes levied for the past four years.

We own and offer subject to prior sale and change in price and subject to our attorney's approving opinion.

Supplement To Northwestern Banker Newsletter 8-21-78

For you and your customers. . .
A newly-revised 1978 edition of

**REVISED
1978
EDITION
NOW OVER
300 PAGES**

Farm estate & business planning

BY NEIL E. HARL



70 pages added: Valuable reference, ideal gift to customers

Your customers have many questions that this book can help answer. Update your own knowledge with Harl's new book. It has 4 new chapters, plus he's re-organized and updated other chapters with new interpretations you need.

Special offer: This book is even better than prior editions for handout to customers. We've designed an attractive ad to help you use this method of generating new business.

Order at least 5 books and we'll send you the artwork for the ad free. You simply add your bank's name and address and print your own ads for direct mail use.

"SOLID, READABLE, HELPFUL . . . A BASIC REFERENCE . . . for those who need to know what the tax laws imply for their present and future operations, and what their options may be for reducing tax liability and for conserving their business for their heirs." That's what one reviewer wrote about Harl's 1977 edition of this bestseller.

New chapters helpful to you and your customers

- Liquidity considerations — focuses on solving the liquidity problem, urges individuals to set up a "liquidity plan" to identify the most helpful ways to augment estate liquidity. Special attention is given to installment options, federal estate tax extensions, life insurance, and "flower bonds."
- Optimal tax saving — provides a more direct and specific focus on setting up property ownership and the will.
- Income tax considerations — carryover basis rules for handling income tax liability on sale of assets. New appendix F provides a complete example of the calculations to find the fresh start income tax basis and the 3 adjustments to that basis. Also, more on income in

respect of decedent with example calculations.

- Structuring the farm business — covers possible recapture of investment tax credit on formation of new partnership or corporation and other problems if land is left out of a new partnership or corporation.

Other chapter titles:

An introduction
Effects of title ownership on estate planning
Federal Estate Tax considerations
Gifts in estate planning
The installment contract and its uses
The private annuity
Trusts and estate planning
Life insurance in estate planning
Retirement and estate planning
Organizing the farm business: parent-child arrangements
Partnerships and estate planning
Farm corporations and estate planning
The farm corporation and business continuation
Tax implications of farm incorporation
Farm corporations — employee status of the farmer
Disadvantages of the corporation
Where does the corporation fit?
Steps in forming a farm corporation
The estate planning process: how to go about it

Please remember . . . Harl has written a much more thorough Farm Estate & Business Planning text than before. Harl is one of America's foremost authorities on ag law and tax matters. He's a lawyer, economist and professor who writes in easy-to-understand language.

New, larger index for quick reference. Plus 7 Appendices. A total of 304 pages of helpful advice. It's softcover, 5½" x 8" and available now.

RESERVATION FORM for Neil E. Harl's 1978 Edition, "Farm Estate & Business Planning"

1 copy	\$ 7.95
2 copies	13.25
3 copies	19.00
4 to 50 copies, each	5.10
51 to 99 copies, each	4.75
First 100	435.00

Larger quantity prices available.

IOWA RESIDENTS MUST ADD 3% TAX.

Note: Billable orders will be charged \$3 handling.

Instructions: Send check or charge to credit card, and we pay shipping; except on orders over 50 copies.

BAC/Visa Master Charge Card expires _____

My card No. _____

Card signature _____

PLEASE SHIP _____ COPIES OF BOOK TO:

Name _____

Bank _____

Address _____

City _____

State _____ Zip _____

Send details on advertisement available to help generate new business with this book. **Order 5 books and get the ad FREE!**

Send details on Harl's comprehensive tape recorded Farm Estate Planning and Farm Business Organization programs, his cassette on the Tax Reform Act of 1976, and his visual programs.

Clip and mail to: Bill Brantley & Associates, Inc.
P.O. Box 397, West Des Moines, Iowa 50265
For additional information,
phone 515-225-2727

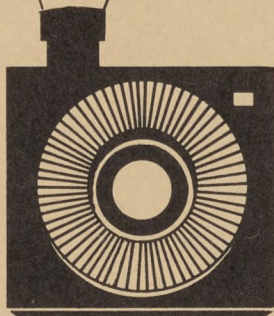


Estate Planning For All Ages

NEIL E. HARL
Iowa State University



Late comments from users:
One CLU wrote: "Very complete...may be used in both rural and urban audiences."
One Bank president wrote: "The slides and tape are great!"



To give your bank the competitive edge on SERVICE

New filmstrip or slides on Estate Planning By Neil E. Harl

Here's a simple, easily understandable and non-technical presentation that points out the **urgent** need for estate planning NOW and the main strategies to save death taxes. An easy-to-use tool to aid you in providing a much-needed service.

How good is it? Those who've previewed it tell us it's super. As the training director of one large insurance company said: "How did you get so much packed into it? The program does an excellent job of explaining some tough concepts—such as the carryover basis rules. Harl's visuals & script explain that better than two stories we ran in our company publication."

HOW THIS VISUAL PROGRAM CAN BENEFIT YOU:

- Improve customer service—provides an excellent service tool to use to conduct informative estate planning meetings.
- Helps cross-sell other bank services. Program is ideal for you to show customers to motivate them to use trusts and other strategies to reduce estate tax.
- Helpful to train new representatives or as a refresher for experienced financial advisors.
- Saves you the time and expense of developing your own visuals; or paying a "guest expert" to conduct estate planning meetings.
- Harl is so well known, this makes an excellent program to use alone; or to supplement existing presentations.

WHAT THE PROGRAM CONTAINS:

The standard format contains 80 color slides with a 32 page narrative script. **Also available:** an audio cassette with Dr. Harl narrating the script. Visuals can also be obtained in filmstrip form —see coupon below. Many of the visuals are like those

Dr. Harl uses in his dynamic in-person presentations. Most are new. Order the set, load the tray, review the script (or pop in the cassette) and you're ready to conduct an interesting and informative session. Program deals with such points as:

- Levels of concern to consider in estate planning; disposal of property.
- The vital decisions left to the state **by default** if a person dies without a will.
- How to own life insurance to keep policy proceeds out of an estate.
- Parents' and others' objectives.
- Types of property and how it passes to the heirs.
- The 5 different taxes that may erode away an estate.
- Ways to take title to property — and why this is important even for young couples.
- How the marital deduction and charitable deductions cut taxes.
- Why the Tax Reform Act of 1976 makes estate planning more essential than ever for holders of large estates.
- The 3 most-used strategies for minimizing federal estate tax.
- Federal gift tax rules.
- Income tax implications in disposing of property.
- Carryover basis rules — **the real sleeper** in the 1976 Tax Reform Act that may force heirs to pay **income taxes** on the appreciation in property values when they sell property later.
- Why potential **income tax** consequences must be considered in providing liquidity to close out an estate.
- The need to work with the estate planning team — insurance underwriter, trust officer, accountant and attorney.

ORDER TODAY! This visual program is ideal to complement Harl's other estate planning educational materials.

Send me _____ set(s) of the Estate Planning For All Ages visual program—80 2"x2" slides & script—\$89 each.
Send _____ 35mm filmstrips of above—\$75 each.

(Send machine make and model No.)

Send _____ audio cassette(s) for the above: 45 min. narrated by Neil Harl—\$15 each.

Instructions: Send check or charge to credit card:

BAC/Visa MasterCharge My card expires _____

My card No. _____

Card Signature _____

SHIP MY ORDER TO:

Name _____

Bank _____

Address _____

City _____

State _____ Zip _____

Send details on Harl's educational recordings.

Ads available to promote use of the slide show or recordings among clients or customers.

Note: Billable orders charged \$3 handling.

Make check payable to and mail order to:
(Iowa residents add 3% tax)



Bill Brantley & Associates, Inc.
Box 397 W. Des Moines, Ia. 50265 515-225-2727

(Over, Please)

For availability of funds, knowledgeable people and professional service, call our correspondent bank department.

**TOLL FREE
1-800-362-1615**



**Central National Bank
& Trust Company**

LOCUST AT 6TH/DES MOINES, IA 50309
MEMBER FDIC
AFFILIATED WITH CENTRAL NATIONAL BANCSHARES, INC.

DE PUE: Mr. and Mrs. Glen H. Teeples of rural Atkinson and their six children are the new owners of the DePue State Bank. Mr. Teeples is president and chairman, his wife Zola is vice president. Their sons Bruce and Jeff Teeples of Davenport, Ia., are directors. The Teeples also own the Atkinson Trust & Savings Bank.

ELGIN: Union National Bank & Trust Company has received consent to establish a branch at Grandstand Place and Lyle St. here.

McHENRY: McHenry State Bank has received consent to establish an office at Crystal Lake Road near Lillian Street.

MOLINE: The Federal Reserve has announced its approval of the applications of Moline Manufacturing Company to become a bank holding company by acquiring Southeast National Bank here and

to continue to engage in leasing real and personal property on a one-time basis.

SKOKIE: The First National Bank will establish a branch at 4200 W. Dempster here.

Minnesota News

The following banks have received consent to establish facilities: First Northwestern National Bank of Faribault, Faribo West Mall Shopping Center, Highway 60 and Western Avenue; First National Bank of Hopkins, Highways 101 and 7, Minnetonka; First Bloomington Lake National Bank of Minneapolis, 80th and Lyndale Avenue South, Bloomington; The First National Bank of Deerwood, near Highways 18 and 169, Garrison, and The First National Bank of Deer River, at U.S. 169 and U.S. 2, La Prairie.

ALEXANDRIA: Steve Skillings has been named loan officer of the First National Bank.

DEXTER: The Dexter detached facility of the First American State Bank of Brownsdale will not be built, according to W. I. Danielson, chairman. He stated that the board felt two detached facilities in a small community is not feasible. Currently a competing facility is operating on a part-time basis in Dexter.

HASTINGS: The Northwestern National Bank has opened a facility in the Westview Mall here.

KERKHOVEN: Kerkhoven Bankshares, Inc., has received consent to become a bank holding company through the acquisition of State Bank of Kerkhoven.

NEW BRIGHTON: Sid J. Pedro, assistant vice president, has been appointed manager of the bank's

Bankers Service

LOAN ACTIVITY BULLETIN

Who: names of all debtors in the county recorded during the period
What: name of secured party
When: the date the loan was filed with the Secretary of State
Where: location where loan made



**FOR FAST SERVICE
515-281-3356**

**IOWA
PUBLIC RECORDS
SEARCH, Inc.**
GRIMES STATE OFFICE BLDG.
DES MOINES, IOWA 50319

Shoreview Office which opened in mid-July.

PINE CITY: First National Bank has promoted Nina Rupp to auditor and loan review officer and Lois Walz to cashier.

ROCHESTER: First National Bank has announced the appointment of Gregory J. Pepin as assistant vice president and manager of the bank's office at First Avenue and Fourth Street Southwest. The manager position is a new one, created for the expanded banking facility to be completed about October 1. Formerly commercial loan officer, Mr. Pepin was replaced in that position by Glenn J. Jansen, formerly an installment loan officer. Douglas A. Wright, personnel officer, was appointed to the additional position of assistant vice president.

ST. PAUL: David E. Close has been elected a vice president of



Want to increase your PROFITS?

Call toll-free 800-228-9096 (In Nebraska 800-642-9321)

Ask for A. J. Bianchi, President

8 Gambles Continental State Bank. He most recently was assistant central credit manager for Gamble-Skogmo, the parent company.

TWO HARBORS: Controlling interest in the Commercial State Bank has been sold by William H. Reitan, chairman & president, to Dean Johnson of Mora. Mr. Johnson is a director of the Kanabec State Bank and heads Arcon Construction Co. No personnel changes will be made at this time.

WAYZATA: The Wayzata Bank & Trust Company has announced the following promotions: Ted Victor, assistant vice president, manager of the real estate loan department; Robert Weiss, assistant vice president, manager of the commercial loan department; Arlene Roehl, assistant cashier, instalment loans, and compliance officer.

North Dakota News

MINOT: Thomas R. Stockert has been promoted from cashier to vice president and cashier of bank operations at the First National Bank.

Colorado News

ENGLEWOOD: The Federal Reserve System has announced its approval of the application of Republic Bancorporation, Inc., to become a bank holding company through acquisition of Republic National Bank here.

WANT ADS

Rates 40 cents per word per insertion. Add \$2 for box numbers. Identity of box number advertisers cannot be revealed.
NORTHWESTERN BANKER
 306 15th St., Des Moines, Iowa 50309

POSITION AVAILABLE

Bank in rural Iowa community is seeking managing officer versed in agricultural loans. Send resume in confidence to Box KMO, c/o Northwestern Banker.



BANKERS PARTICIPATING

LeasePlan, Inc.

545 - 31st Street Des Moines, Iowa 50312

R. L. "DICK" SELLOM • P. D. "DUANE" DEVAULT

FOR SALE

Two used vault doors and one night depository. Also used safety deposit boxes. Meet FDIC regulations. Can be delivered and installed. White Machinery Movers, P. O. Box 265, Monmouth IL 61462 or call 309/734-6815.

POSITION AVAILABLE

Chief executive officer. 30 million dollar bank. Good well-rounded experience necessary. Send resume to Box JLN, c/o Northwestern Banker.

POSITION AVAILABLE

Programmer with RPG2 knowledge; minimum one-year experience. Banking experience helpful. Duties include programming, systems design, documentation and training. Contact Thayer County Bank, c/o Box 48, Hebron, Nebr. 68370.

BANKS

FOR SALE

ALL ACROSS U.S.A.

Daniel A. Hyland

CROWN BANKING SERVICES

325 W. Prospect Avenue

Mount Prospect, Illinois 60056

POSITION AVAILABLE

Opportunity for experienced ag lending officer for \$20MM bank in South East South Dakota. Send resume and salary requirements on confidential basis to R. T. Knopke, First National Bank, Beresford, South Dakota 57004 or call (605) 763-2009.

FOR SALE OR LEASE

Portable drive-up teller units, ideal for temporary or permanent use. Contact Financial Products, Inc., Box 1035, Eau Claire, WI. 54701. Phone: (715) 835-8160.

POSITION AVAILABLE

Need experienced loan officer to head \$5MM installment loan department and to service commercial loans. Send resume to J. H. Hanson, The Security State Bank, Box 1291, Polson, Montana 59860.

SERVING PROFESSIONALLY

Banking, Financial & Business Personnel
Iowa and Nationwide

CAPITAL PERSONNEL SERVICE

814 Central National Bldg. 515-283-2545
Des Moines, Iowa 50309

POSITION AVAILABLE

N.W. Iowa bank of \$100 million seeks correspondent banker with ag lending experience. EDP background helpful. Equal opportunity employer. Write File TBW, c/o Northwestern Banker.

SCULPTURES FOR SALE

Let me show you pictures of truly fine wood carvings in full color for executive suite and lobby. Sculptured in the northwest by masters. Send your idea to:
 Bob Tucker & Associates
 Box 1222
 Port Arthur, Texas 77640

POSITION AVAILABLE

Loan officer, \$18MM S.W. Minn. bank; work with all types bank loans; ag lending experience preferred; insurance license helpful. Send resume to President; Granite Falls Bank, Granite Falls, Minnesota 56241 (612)564-2111.

POSITION AVAILABLE

Trust Officer to manage \$1MM Trust Department in \$35MM bank located in North Dakota. Mail resume and salary requirements to file GIK, c/o Northwestern Banker.

PARTIAL LIST OF AVAILABLE POSITIONS

TRUST OFFICER - IA. bank. Position in pension and profit sharing. Dept. is 10mm and growing. Salary to \$20,000.

OPERATIONS SUPERVISOR - Will work in acctg. dept. and be in charge of bookkeeping section. Excellent growth spot. Salary to \$15,000.

INSTALLMENT LENDER - Will be #2 in dept. Must have collection exp. Will consider GMAC, CIT or small loan co. exp. Neb. location. Salary low teens.

LENDING - IA bank. Excellent rural bank. Ag lending exp. a must. Bank is progressive and wants that kind of person. Salary mid teens.

COMMERCIAL LENDER - Will analyze F/S. Specialize in small business investment. Will call for solid client contact. Must be self starter. Salary in \$20,000 range.

ALL FEES COMPANY PAID
RESPOND IN CONFIDENCE TO:



Bank Division
ROBERT HALF of Iowa, Inc.
 317 6th Ave.
 Des Moines, IA 50309
 (515) 244-4414

POSITION AVAILABLE

Need second officer for \$9 million central Iowa bank. Prefer ag background. Lending and/or operations experience helpful. Write Box HJL, c/o Northwestern Banker.

POSITION AVAILABLE

Loan officer — \$35MM South central Iowa bank. Ag-lending, PCA or other experience considered. Write file IKM, c/o Northwestern Banker.

We have qualified buyers for your majority bank stock.
If you are ready to sell your bank please contact:

J. Mason Henry, President
Charles E. Walters Co., Inc.
 P.O. Box 1313, Omaha, Nebraska 68101
 Phone: (402) 553-6400

FOR LEASE

Mobile Bank 12 x 60. Spacious lobby, two teller stations, money chest, silver lockers, night depository, envelope drop, alarm system, private office off lobby, bookkeeping room, central air, lots of storage. Drive-up window optional. Unit available Sept. 15, 1978. Drommer Leasing, 401 Queens Court, Sioux City, Iowa 51104. Phone 712-239-2315.

POSITIONS AVAILABLE

AG LOAN—\$18MM Iowa bank. Some knowledge of operations helpful. Assume #2 spot \$22,000
#2 POSITION—Rural Nebraska bank seeks Ag officer with at least 3 yrs. Ag loan experience \$18,000
INSTL. LOAN—Dept. head for city bank with \$35MM portfolio. Dealer experience necessary \$25,000
AG REP—Rural \$15MM bank; 2-3 yrs. bank or related Ag credit background desired \$16,000
COMM'L. LOAN—Manage branch with totals in excess of \$25MM. Must have 4-6 yrs. comm'l. loan experience \$25,000
LOAN OFFICER—Vice Pres. position in medium-size bank. Need Ag and some comm'l. loan experience \$22,000

All inquiries handled on a confidential basis. Call or send salary history and resume to:

TOM HAGAN & ASSOCIATES

Linda Blue Smith, President
 Box 12346 - 208 E. 18th Ave.
 No. K.C., MO 64116 (816) 474-6874

Vol. 7 No. 17 Northwestern Banker Newsletter is published weekly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines, Iowa 50309. Subscriptions 25 cents per copy, \$8 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.