

NORTHWESTERN Banker Newsletter

Vol. 7 No. 25

Des Moines, Iowa

October 16, 1978

“Government Regs/Paperwork Bury Banks”

Bank presidents feel that expanding government regulations and paperwork are the most important problems confronting the banking industry.

Of 100 bank presidents asked the open-ended question, “To what banking problem would you most like to see BAI address itself in 1979?” The highest number of responses—55%—related to the difficult burdens of new regulations and the resultant paperwork.

One banker said, “Small rural banks are being buried by federal regulations and laws that do not pertain to our operations.” Another said, “We need more help in how to cope with increasing controls and regulations. It’s getting to the point of being unbearable.”

Sixteen percent of the respondents identified the industry’s most important problem as the pricing of bank services, including automatic transfers from savings to checking accounts. A number of responses called for interest rate parity with other financial institutions and for assistance in handling accelerated costs due to inflation. Responses also included the need for employee training, long-range planning and concerns over blanket bond insurance.

The survey consisted of open-ended questions that were asked of bank presidents attending one of

the three-day BAI Forums For Presidents Of Community Banks. Other questions pertained to Federal Reserve membership, prof-



its, financial ratios, potential growth and the Community Reinvestment Act.

To the question, “Do you feel that eroding membership in the Federal Reserve System is a long-term problem for the banking industry?” Somewhat surprisingly, 60% of the bank presidents said yes.

One said, “Nonmember banks currently have no reason to join the Fed when they receive free the same services that members pay for.” Another said, “The need of banks to increase capital through retained earnings will force more banks to give up Fed membership,” unless changes occur. A third replied, “The continued reduction of bank earnings caused by Fed balances

grows more difficult each year. The overall cost to some member banks has been estimated to be in the range of 20% of total annual earnings. Also there’s going to be the problem of thrifts getting into checking accounts without reserve requirements.”

Asked what was their most serious drain on profits, 56% of the bank presidents said the rising cost of funds, 41% said personnel and operations expenses, including increased regulatory paperwork.

A substantial majority of the bank presidents expected to report gains in return on assets, loan-to-deposit ratios, and growth of deposits.

Community Groups May Challenge Bank Performance

Federal banking regulators have put the finishing touches on new rules that give community groups a chance to challenge the performance of banks and thrift institutions in their areas.

The new regulations, which take effect Nov. 6, enforce the Community Reinvestment Act, which Congress passed in 1977. The law requires four U.S. bank regulatory agencies to assess each bank’s and

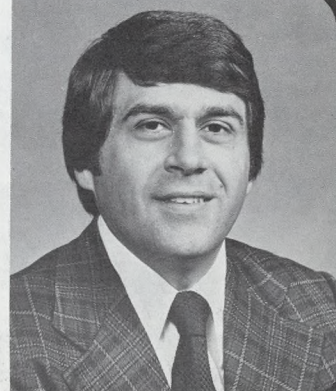
[Turn to page 7, please]

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

Dale Froehlich
Assistant Vice President

Merchants National Bank 

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



Don Carmody: BANKERS' BANKER

Come Grow
With Us



Iowa News

BOONE: The Central Iowa Chapter of Bank Administration Institute will meet October 19 at the Imperial Inn here. Don Holder, partner, Peat, Marwick, and Mitchell, CPA, will speak on "Ideas for Proper Management for Profit and Growth."

CAMANACHE: Steven Shepherd has been appointed assistant vice president in charge of loans at Camanche State Bank. For the past two years Mr. Shepherd was a

When it comes to

total service, you'll get a lot of help for your money.



Lance Davenport

IOWA- Des Moines

NATIONAL BANK



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.

commercial loan officer at First Federal State Bank, Des Moines. Both banks are part of Hawkeye Bancorporation.

CEDAR FALLS: Roger E. Baker has been appointed instalment loan officer in the consumer loan center of Cedar Falls Trust & Savings Bank. He has worked at the bank since his graduation from the University of Northern Iowa last June.

DUBUQUE: The Federal Deposit Insurance Corporation has approved an application by Dubuque Bank and Trust Company for consent to establish a branch located at One Dubuque Plaza.

GENEVA: The Ackley State Bank has filed a formal application with the State Superintendent of Banking in Des Moines for a branch bank office in Geneva. Geneva has been without a bank for over 30 years.

HARTLEY: M. J. (Dick) Kuehl has been elected president and chief executive officer of Security State Banks of Hartley and Sutherland. He has served as president of Security State Bank in Lake Park since 1969 and also served on the board of directors at Hartley and Sutherland. Kuehl, who was also vice president at Hartley, replaces Robert F. Green who was killed in an auto accident last month.

INDIANOLA: The Peoples Trust and Savings Bank held an open house of its expanded and remodeled bank on Sunday, Oct. 1.

JEFFERSON: Jefferson State Bank has announced the elections of Michael Calgaard to consumer loan officer, Teresa Hillman to real estate officer and Dean Hicks to trust officer.

KEYSTONE: Marc Moeller has joined the Keystone Savings Bank here as a loan officer trainee. A

1976 graduate of the University of Iowa, Mr. Moeller has been employed as an examiner for the State of Iowa Department of Banking.

MASON CITY: Thomas J. Flynn has been elected trust officer of the First National Bank. He formerly was trust officer in the personal planning department of the Iowa-Des Moines National Bank.

MOUNT VERNON: Jeffrey L. Kelley has joined Mount Vernon Bank and Trust Company as assistant cashier. He was formerly associated with Palmer State Bank.

NEW PROVIDENCE: Nancy R. Hess has been named the new manager of the New Providence branch of Second National Bank, Eldora. She replaces Helen Williams who is retiring due to health reasons.

RED OAK: Margaret Johnson has been promoted to vice president and real estate loan officer of the Montgomery County National Bank. She has been serving as assistant vice president.

SAC CITY: New officers of the Northwestern Iowa Group of the National Association of Bank Women were installed recently at a meeting in Sac City. They are: chairman—Frances Schmeling, cashier, First State Bank, Mapleton; vice chairman—Wilma Weeks, correspondent bank operations officer, Security National Bank, Sioux City; secretary—Nina Osborne, assistant vice president, First State Bank, Battle Creek, and treasurer—Patricia Schmeling, assistant cashier, Iowa Trust & Savings Bank, Emmetsburg. Outgoing chairman Arlene Swendsen, administrative officer, Commercial

[Turn to page 6, please]



Carleton D. Beh Co.

Investment Securities

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

NEW ISSUE

MOODY'S: "A-1"

\$1,850,000
WESTERN IOWA TECH COMMUNITY COLLEGE, IOWA
(MERGED AREA XII)

General Obligation Tax Anticipation Notes

Dated: September 1, 1978

Denomination: \$10,000

Both principal and semiannual interest (June 30 and December 31, first coupon due December 31, 1978) payable at the office of the Treasurer of the College, Sioux City, Iowa.

IN THE OPINION OF COUNSEL INTEREST ON THESE BONDS IS EXEMPT FROM ALL PRESENT FEDERAL INCOME TAXES, IOWA FRANCHISE TAX AND ALL PROPERTY TAXATION IN THE STATE OF IOWA.

MATURITIES

	<u>4.85%</u>		<u>4.85%</u>
\$200,000	June 30, 1979	4.50	\$550,000
520,000	June 30, 1980	4.60	580,000
			June 30, 1981
			4.65
			June 30, 1982
			4.70

LEGALITY TO BE APPROVED BY BELIN, HARRIS, HELMICK & LOVRIEN, ATTORNEYS, DES MOINES, IOWA.

Area XII Western Iowa Tech Community College is located in the counties of Buena Vista, Carroll, Cherokee, Crawford, Harrison, Ida, Monona, Plymouth, Sac, Shelby, Sioux and Woodbury in the State of Iowa. The Community College includes within its boundaries thirty community school districts, the city of Sioux City, and fifty-eight other municipalities. The population of Area XII is currently estimated at 180,566 with a land area at 2,497,920 acres. The economy of the area is based on agriculture, complemented by industry. Sioux City, the fourth largest city in the State and largest municipality within Area XII, has approximately 170 diversified industries, the principal of which are meat packing and food processing plants (Sioux Quality Packers, Div. of Armour - pork processing; Swift Dairy & Poultry Co., Div. of Swift & Co. - dressed turkeys; United Packing of Iowa - meat products; Raskin Packing Co. - dressed beef carcass; Meyer Beef, Inc. - beef slaughtering and dressed beef). Other major employers located in Sioux City include: Aalfs Mfg. Co. (jeans); Chesterman Co. (soft drinks); Concrete Pipe Machinery Co. (pipe machines); Hoerner Waldorf Corp. (packaging products); Wilson Trailer (semi-trailers); and Winco Div. of Dyna Technology, Inc. (generators). To this core the counties included within Area XII enjoy a high level of productivity and consistently lead the State in livestock production. Transportation facilities available for Area XII include U. S. Interstate 29, numerous U. S. and State highways and an excellent network of paved county roads. Other transportation is provided by four railroads, three barge lines and two scheduled airlines (Sioux City Airport). Banking services for Area XII are provided by 48 community banks, reporting combined deposits for 1977 exceeding \$1,068,357,000. Other continuing education centers within Area XII include: Briar Cliff College, Sioux City; Morningside College, Sioux City; and Westmar College, LeMars.

These General Obligation Tax Anticipation Notes are being issued under the provisions of Section 280A.22, Code of Iowa, 1977, and were approved at the regular school election held September 14, 1976, by a vote of 5,766 "Yes" to 3,705 "No". The proceeds of this issue will be used to construct two new facilities to include a 38,885 square foot student services building and a 27,686 square foot instructional center. In the opinion of counsel, these Notes, to the amount named, are valid and legally binding upon the College in accordance with their terms, and all taxable property within the College's Area District, within the Counties mentioned above, is subject to the levy of taxes to pay the same without limitation as to rate, unless paid from other sources.

FINANCIAL STATEMENT

1977 Actual and assessed valuation	\$3,038,042,783
Direct debt, including this issue	1,850,000
Total direct, overlapping and underlying debt	65,618,522
Population, 1978 estimate: 180,566	Direct debt per capita: \$ 10.24
Area: 2,497,920 acres	Total debt per capita: 363.40
	Direct debt per acre: .74
	Total debt per acre: 26.27

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

The information contained in this circular is not guaranteed, but is derived from sources we deem reliable and is that on which our purchase of these bonds was based. Offered subject to prior sale and change in price.

Supplement To Northwestern Banker Newsletter 10-16-78



HOW TO SELL AND ADMINISTER IRA & HR-10 PROGRAMS

The state banking associations of Minnesota, Iowa, South Dakota and Nebraska are jointly sponsoring seminars covering recent developments in the IRA and HR-10 programs. A comprehensive explanation of up-dated information on these important programs will be given, enabling your bank to comply with the requirements of the Internal Revenue Service. These programs are also designed to assist in selling the IRA and HR-10 programs to bank customers. (Materials needed to promote these programs are available for order)

We urge those wishing to attend to register in advance. Registration fee includes noon luncheon and all handout materials.

IRA-HR-10 Seminar, Registration Form

October 31.....Holiday Inn, Grand Rapids, Minnesota
 November 1.....Holiday Inn-Downtown, Minneapolis, Minnesota
 November 2.....Holiday Inn, Owatonna, Minnesota

November 3.....New Tower Inn, 7764 Dodge St., Omaha, Nebraska
 November 8.....King's Inn, Pierre, South Dakota
 November 10.....Howard Johnson's, Sioux Falls, South Dakota

Please register the following person(s) at the location indicated below for the IRA—HR-10 Seminar. Pre-registration fee: \$35.00 [Registration at the door: \$40.00]

Name _____ Location _____
 Name _____ Location _____
 Bank _____ Town _____ Zip _____
 By _____ Telephone _____

Please include area code

**STATEMENT OF OWNERSHIP,
MANAGEMENT AND CIRCULATION**
(Required by 39 U.S.C. 3685)

1. Title of publication — Northwestern Banker Newsletter.
2. Date of filing — September 29, 1978
3. Frequency of issue — Weekly.
4. Location of known office of publication (Not printers) — 306 - 15th Street, Des Moines, Iowa 50309.
5. Location of the headquarters or general business offices of the publishers (Not printers) — 306 - 15th Street, Des Moines, Iowa 50309.
6. Names and complete addresses of publisher, editor and managing editor — Publisher — Malcolm K. Freeland, 306 - 15th Street, Des Moines, Iowa 50309.
Editor — Ben Haller, Jr., 306 - 15th Street, Des Moines, Iowa 50309.
7. Owner (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual must be given.) Malcolm K. Freeland, President, 306 - 15th Street, Des Moines, Iowa 50309. Ben Haller, Jr., Vice President, 306 - 15th Street, Des Moines, Iowa 50309. Northwestern Banker, 306 - 15th Street, Des Moines, Iowa 50309.
8. Known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities: Malcolm K. Freeland, President, 306 - 15th Street, Des Moines, Iowa 50309. Ben Haller, Jr., Vice President, 306 - 15th Street, Des Moines, Iowa 50309.

10. Extent and nature of circulation:

	Average No. of copies each issue during preceding 12 months	Actual Number of copies of Single issue nearest to filing date
A. Total No. copies printed (Net Press Run)	4,971	4,927
B. Paid circulation		
1. Sales through dealers and carriers, street vendors and counter sales	NONE	NONE
2. Mail subscriptions	4,555	4,645
C. Total paid circulation	4,555	4,645
D. Free distribution by mail, carrier or other means—sample, complimentary, and other free copies	316	182
E. Total distribution (Sum of C and D)	4,871	4,827
F. Copies not distributed		
1. Office use, left-over, unaccounted, spoiled after printing	100	100
2. Returns from news agents	NONE	NONE
G. Total (Sum of E, F1 and 2—should equal net press run shown in A)	4,971	4,927

11. I certify that the statements made by me above are correct and complete.

BEN HALLER, JR.
Editor

12. For completion by publishers mailing at the regular rates (Section 132.121, Postal Service Manual). 39 U.S.C. 3626 provides in pertinent part: "No person who would have been entitled to mail matter under former section 4359 of this title shall mail such matter at the rates provided under this subsection unless he files annually with the Postal Service a written request for permission to mail matter at such rates."

In accordance with the provisions of this statute, I hereby request permission to mail the publication named in Item 1 at the phased postage rates presently authorized by 39 U.S.C. 3626.

Ben Haller, Jr., Editor

Prime Rate to 10%

Chase Manhattan Bank, N.A., New York, advanced its prime rate to 10% on Thursday. Other major banks were expected to follow.

IOWA NEWS . . .

[Continued from page 2]

State Bank, Pocahontas, installed the officers.

Nebraska News

CHADRON: John W. Seim recently was appointed instalment loan officer of the Bank of Chadron. He has served as instalment loan officer in the Sidney National Bank for the past five years.

BROKEN BOW: The Broken Bow Security State Bank has announced plans to build a drive-in facility at the First Avenue Motel location. Completion is expected early next year.

FALLS CITY: Jack A. Lhotak has joined the Richardson County Bank & Trust as vice president in charge of business lending. His banking experience includes one year as a field examiner with the Federal Reserve Bank of Kansas City, Mo., and 18 years with the Nebraska State Department of Banking.

FULLERTON: Funeral services were held recently for Clifford H. Hosler, well-known banker for 60 years and retired president of the Fullerton National Bank, who died at the age of 83. At the time of his death, he was chairman of the bank. He is survived by his daughter, Levetta Hosler, bank president.

LINCOLN: The First National Bank & Trust Company has purchased the Radisson-Cornhusker Hotel and the adjoining parking lot. The purchase price was \$1,000,000 for the half block from 12th to 13th Streets along L Street.

Illinois News

CHICAGO: Joseph H. Kanter, chairman, National Banking Corp., Miami, has purchased 250,000 preferred shares of Exchange

International Corp., giving him control of 51% of Exchange National Bank's voting stock. The sale involved \$7.5 million, and Mr. Kanter is making arrangements to deposit \$330,000 in escrow with the First National Bank, Chicago, to pay interest due on the bank's \$10 million loan. About \$6 million will be channeled to the bank to satisfy capital requirements and interest payments.

FOX RIVER GROVE: Cary State Bank has received consent to establish a facility at Rts. 22 and 14 here.

SPRINGFIELD: Town & Country Bank has received consent to establish a facility at 2501 W. Wabash Avenue here.

Minnesota News

The following banks have increased their capital stock: by sale of new stock—Security State Bank of Aitkin, from \$170,000 to \$220,000; Merchants & Miners State Bank of Hibbing, from \$600,000 to \$1,400,000; First State Bank of Hugo, from \$100,000 to \$150,000; Farmers State Bank of Dorset, Park Rapids, from \$100,000 to \$200,000; Klossner State Bank, from \$180,000 to \$360,000; and by stock dividend—Americana State Bank of Edina, from \$331,000 to \$500,000.

EDEN PRAIRIE: G. D. (Jerry) Herman has been appointed executive vice president of the new Prairie State Bank here. He formerly was president of the Town and Country State Bank in Winona. The bank is scheduled to open March 1.

NEW PRAGUE: Fidelity State Bank has announced the promotions of Charlie Heckenlaible to vice president, Bernice Marek to cashier and Rose Mary Gill to assistant cashier. Barry Pogatchnik has joined the bank as an instalment loan officer. He formerly was with the Southwest Fidelity State Bank in Edina.

PINE CITY: Stuart Clem has been named vice president of the First National Bank.

WILLOW RIVER: First State



Want to increase your PROFITS?

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

Ask for A. J. Bianchi, President

Bank of Finlayson has received consent to establish a facility at Highway 61 and Main Street here.

South Dakota News

MITCHELL: Anne Grigg Anderson has joined Commercial Bank's advertising and marketing department. She is the former advertising manager of Grigg Clothing and Sports Center.

RAPID CITY: The National Bank of South Dakota recently opened an office in the Rushmore Mall Shopping Center. Tom Rau, formerly assistant manager of the northeast Rapid City office, is the mall office manager.

Wyoming News

KEMMERER: Mae Jean Julian has been promoted to trust officer of the First Wyoming Bank.

North Dakota News

NEW TOWN: The Federal Reserve Bank of Minneapolis approved the application of Lakeside Bank Holding Co. of New Town to become a bank holding company through acquisition of Lakeside State Bank here.

TOWNER: William D. (Bill) Domres has joined the State Bank of Towner as public relations and advertising representative. He formerly was publisher of the Mouse River Farmers Press here.

VALLEY CITY: Bruce Bullinger

has been named assistant vice president of the First National Bank. He previously worked for the Federal Land Bank here as a field representative.

WILLISTON: John M. McGinley, president of the American State Bank, has announced that trust powers have been granted to the bank by state and federal authorities. Noel K. Hanson is the new vice president and trust officer. He was formerly vice president and trust officer of American Bank and Trust of Minot.

Colorado News

BOULDER: Karen Williams has been appointed the new vice president of Security Bank of Boulder. She has worked at the bank as a cashier for the past five years and was previously employed by Century Bank & Trust in Denver.

GRAND JUNCTION: Patrick D. Collins has been promoted to assistant cashier at United Bank of Grand Junction.

COMMUNITY GROUP . . . [Continued from page 1]

S&L's record in meeting the credit needs of "its entire community" and to keep that record in mind when considering applications to establish branches, merge with other institutions or be granted a federal charter.

Other banking statutes, of course, permit third parties to submit comments to regulators in branching and merger cases. But the new act more specifically makes

an institution's record in its community a factor in approving such requests. The four agencies involved are the Federal Reserve Board, the Federal Home Loan Bank Board, the Federal Deposit Insurance Corp. and the Comptroller of the Currency.

Under the new regulations, banks and S&Ls will have 90 days after Nov. 6 to prepare a Community Reinvestment Act statement" explaining the types of credit the lenders propose to offer. They also must prepare a map delineating the lender's "local community or communities." The maps can't exclude low and moderate income areas.

Consumer groups will be able to request to be notified by the regulators of any banking applications filed by institutions serving or seeking to locate in particular areas.

According to a draft version of the final regulations, a number of comments expressed concern that "institutions attempting to comply" with the act "would be forced to make imprudent credit decisions." The regulation declared, however, that "the agencies will always conduct their assessments giving consideration to the safety and soundness of the institution."

In considering merger and branching applications, the banking agencies will examine a number of factors, including a bank's or S&L's efforts to determine the credit needs of its community, the extent of marketing programs, evidence of practices intended to discourage certain types of applications and participation in local community development projects.

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.

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.
BOX 6129
EAST DES MOINES STATION 50309

WANT ADS

Rates 50 cents per word per insertion. Add \$2 for box numbers. Identity of box number advertisers cannot be revealed. Payment in advance, please.

NORTHWESTERN BANKER
306 15th St., Des Moines, Iowa 50309

FOR SALE

Four-window teller line unit, walnut grain, formica top with white counter. Write or call Crete State Bank, Box 66, Crete, Nebr. 68333. Phone: (402) 826-2121.

POSITION AVAILABLE

Rural community branch office manager in \$60MM eastern Iowa bank. Responsible for all lending with operational knowledge helpful. Write file YAC, c/o Northwestern Banker.

POSITION AVAILABLE

Loan Officer (2nd man) in 21MM Ag. oriented E. Ia. bank. Lead to CEO in 3 years. Fidelity Bank & Trust, Dyersville, Ia. 52040.

WANTED

NCR Tellers Machine — Model 152-70-51-EN, 3 total. Call Henry Kime at West Des Moines State Bank (515) 225-2300.



BANKERS PARTICIPATING

LeasePlan, Inc.

545 - 31st Street Des Moines, Iowa 50312
R. L. "DICK" SELTON • P. D. "DUANE" DEVAULT

TRUST OFFICER
TO \$25,000

Law degree required. Immediate opening for the right individual to head \$15MM Trust Department in rapidly growing bank. We can offer you an excellent position with fine employee benefit package. Submit resume to personnel officer, American National Bank, P.O. Box 1528, Cheyenne, Wyo. 82001. An Equal Opportunity Employer.

ESTATE APPRAISALS
ESTATE PURCHASES
ESTATE SALES
PHONE 402-397-2767
AKSARBEN STAMP AND COIN
10817 PRAIRIE BROOK RD.
OMAHA, NE. 68144

POSITION AVAILABLE

Need cashier and assistant vice president for \$14MM bank in rural eastern Nebraska. Operations and ag loan experience necessary. Contact Tom Wolf, P.O. Box F, North Bend, Nebr. 68649 (402) 652-3221.

SALE OR LEASE
TEMPORARY OR PERMANENT

12'x40' steel and brick modular bank building in Missouri, 14'x60' mobile bank building in Kansas, 14'x60' wood modular bank building in Missouri, 14'x50' wood modular bank building in Minnesota. Other sizes 2,000 square feet available. All bank equipment included and available now from a leading distributor of preconstructed financial buildings. SON CORPORATION, P.O. Box 684, Wichita, Kansas 67201 (316) 942-8167, 68, 69.

POSITION AVAILABLE

SE Iowa Bank with assets of \$90 million seeking Farm Department Manager - must be experienced farm lender and business development orientated. Salary commensurate with ability and experience. Excellent opportunity for right individual. Write file WYA, c/o Northwestern Banker.

POSITION AVAILABLE

TRUST OPERATIONS - 55MM BHC Trust facility in Cheyenne seeks Trust Operations Officer to join its management team. Excellent growth potential for manager with 3-5 years experience. Inquire with confidential resume to Charles Huebner, Wyoming Bancorporation, P.O. Box 1706, Cheyenne, Wyoming 82001. EOE.

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

BANKING CAREERS

If you are currently employed and wish to evaluate your career potential, my organization has openings in the \$12,000 to \$40,000 range in banks throughout the midwest. All positions are employer paid. Call or write Jim Hogan, Dunhill, Suite 1135, 730 Second Ave. So., Minneapolis, Minn. 55402. 612/335-6451.

SERVING PROFESSIONALLY

Banking, Financial & Business Personnel
Iowa and Nationwide

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

PARTIAL LIST OF AVAILABLE CANDIDATES


ASST. TRUST OFFICER - Considerable work exp. in all phases of trust-estate administration. Handles personal trust & estates and Land Trust accts. Also has exp. with ERISA. Has an MBA. Asks \$17,500.

COMMERCIAL LOAN OFFICER - Strong exp. in ag, commercial, and personal lending. Is in charge of the commercial loan dept. Has a college degree and has attended several banking schools. Asks \$24,000.

INSTALLMENT LOAN OFFICER - Has handled all types of loans: commercial, real estate, and ag. Strongest in installment lending, including collections. Has been in charge of Mastercharge and Visa Dept. Earns \$14,000.

INVESTMENT OFFICER - Contacts bank customers for purposes of investing their funds. Does portfolio analysis and makes recommendations. Registered Representative with the SEC in municipal securities and has assisted in the underwriting of municipal bonds. Earns \$20,000.

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

Second man in \$6½ million northeast Iowa bank. Insurance license helpful but not necessary. Knowledge of operations and agriculture preferred. Write file ABB, c/o Northwestern Banker.

FOR SALE

15 NCR Single Total Teller Machines - Model 152N. Contact Mr. Bullock, Clinton National Bank, Clinton, Iowa 319-243-1243.

POSITION WANTED

Assistant Vice President, age 28, with Insurance and Real Estate Licenses desires position with advancement. Write file ABA, c/o Northwestern Banker.

BANKERS — Let us complete your FmHA Business & Industry loan applications for your customers. Prairie Realty & Farm Management
Box 331, Holdrege, Neb. 68949 (308) 995-5456

POSITION AVAILABLE

V.P. and Cashier needed for 10 million agricultural bank. Needs to be good loan officer, and willing to assume the responsibility of keeping all loan and general bank detail in order. Write file XZB, c/o Northwestern Banker.

POSITIONS AVAILABLE

SR. COMMERCIAL LOAN—Growing Colorado bank. Opportunity to assume #2 position. Solid lending & administration skills required. \$30,000

CASHIER—Operation & Reports. Will serve on Board of Directors. Rural 10MM Kansas bank \$18,000

FACILITY MANAGER—Full service operation in semi suburban area. Lending background necessary. \$14,000

CORPORATE TRUST—Large bank in major Midwest City. Administrative & business development duties. \$25,000

PERSONNEL OFFICER—Newly created position in Kansas City based Savings & Loan. Excellent opportunity to build your own department and advance with growing organization. \$20,000

COMMERCIAL LOAN—80MM suburban bank. Business development oriented with background in 6 figure credits. \$25,000

AG LOAN—Plenty of room to advance. 3-5 years farm credit experience required. Iowa, Nebraska locations. \$18,000

Submit resume' and salary history in confidence. We have many other fine opportunities available.

TOM HAGAN & ASSOCIATES

Linda Blue Smith, President
Box 12346 - 208 E. 18th Ave.
NKC, MO 64116 816/474-6874

Vol. 7 No. 25 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.