

NORTHWESTERN Banker Newsletter

Vol. 7 No. 28

Des Moines, Iowa

November 6, 1978

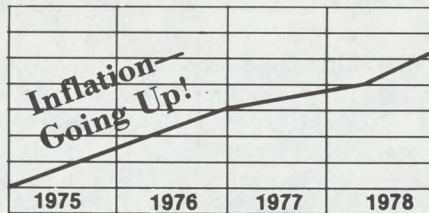
Leaders Warn of Double Digit Inflation

A PROMINENT member of the financial community has issued a stern warning that a continuation of present policies and activity will propel the nation into another disastrous round with double digit inflation.

Philip E. Coldwell, member of the Federal Reserve Board of Governors, stated October 19 at a Conference on Economic Development in Troy, Mich., that "the inflation rate has grown and is again approaching dangerous levels." He noted that "progress has been made in reducing the rate of growth of Federal Government spending and the projected deficit has been cut sharply from the \$60 billion initially projected for fiscal year 1979 to less than \$40 billion presently projected...But even larger cuts were warranted. Instead, Congress has passed spending bills and a large tax cut and has continued to support some of the principal impediments to capacity expansion. Moreover, it failed to take action to remove or mitigate some of the primary stimulants to inflation."

He cited the increases in minimum wages, social security taxes and inflationary costs and delaying impacts of excessive environmental and other regulatory impediments, such as OSHA, ECOA and Truth in Lending. He suggests the United States embark on this six-point program:

First, let us temporarily slow the rate of growth in the United States down to 2 ½ % a year, a level which will just barely sustain our current level of employment over the next year.



Second, let us remove the impediments to greater savings and investment by paying the savers a positive rate of interest, enlarging investment tax write-offs, and increasing capital gains tax credits. Individuals make the decisions to save or spend and business leaders decide to build new plants and such spending is vitally needed to create job opportunities in the United States.

Third, let us re-examine what we ask our Federal Government to do for us, eliminating those jobs which can be done for ourselves and reducing the spending load required of our Federal Government.

Fourth, let us have the courage and official support to contain our policies of monetary and fiscal restraint so that excessive credit supplies do not supply the fuel to support higher prices.

Fifth, let us bring all elements of management, labor, consumers and

government into a concentrated program of coordinated action so that the debilitating effects of excessive government restraint can be avoided.

Sixth, let us use the revenue margin from government spending cuts to provide tax reductions to keep up real personal income and take off the pressure for high wage settlements.

John McGillicuddy Will Be Manufacturers CEO

John F. McGillicuddy, 47, president of Manufacturers Hanover Trust Company, New York, will move up to the duties of chairman and chief executive officer next April 1 when Gabriel Hauge plans to retire from those positions and also will continue as president for the time being after assuming his new duties.

Two new vice chairmen who will form a management team with Mr. McGillicuddy are Harry Taylor, 51, who headed the international division, and John R. Torrell III, 39, who headed the metropolitan division. They assume their new offices at this time.

John A. Waage, current vice chairman, and Mr. Hauge will reach the retirement age of 65 within the next few months.

Heads Wisconsin Bankers

Bryant E. Wackman, president of the \$11.2 million deposit

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.

**With
our service,**
give your community a
lot of help for its
money.



Bernie Kersey

**IOWA-
Des Moines**
NATIONAL BANK

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

Brooklyn State Bank, Brooklyn, Wis. has been named president of the Wisconsin Bankers Association succeeding A. Robert Jones of Beloit who resigned because he is moving out of the state.

Mr. Wackman, who served as president of the Wisconsin BA in 1970-71 and is former chairman of the community bankers division of the American Bankers Association, took over last month following Mr. Jones' resignation to join a St. Cloud, Minn. bank.

Mr. Jones, who had been vice chairman of the \$80.9 million deposit Heritage Bank of Beloit, resigned to become president of the

**Don
Carmody:
BANKERS'
BANKER**

**Come Grow
With Us**



Jim is ready to help you.



As our new associate in the correspondent bank department, Jim Eick will show you that we do your kind of banking.



CAPITAL CITY BANK

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

\$43 million deposit St. Cloud National Bank. He had served as Wisconsin BA president since last June.

ABA Elects New Officers

John H. Perkins, 57-year old president of Continental Bank of Chicago, was elected president of the American Bankers Association at the annual convention in Honolulu. He succeeds A. A. Bud Milligan, president of the Bank of A. Levy, Oxnard, Cal. The new president-elect is C. C. Hope, Jr., 58, vice chairman of First Union National Bank of North Carolina, Charlotte. Thomas R. Smith, president of Fidelity Brenton Bank & Trust Co., continues as treasurer for one more year. Willis W. Alexander, Jr., continues as ABA executive vice president in Washington, D. C. headquarters. The announced candidate for office of president-elect at the convention next year is Lee Gunderson, president, Bank of Osceola, Osceola, Wis.

Banks of Iowa Assets Pass One Billion

F. Forbes Olberg, chairman and president, Banks of Iowa, Inc., reported that the registered bank holding company's resources as of September 30 were \$1,000,813,721, up 14.7% from the same date a year ago. Figures published for the firm in the October 30 Newsletter were incorrect.

Total deposits were \$848,953,000 at the end of the third quarter, up 13.4% from \$748,341,256 a year ago. Total loans were \$580,557,670 representing an increase of 14.6% over the \$506,432,206 outstanding as of September 30, 1977. Stockholders' equity increased 9.8% from \$68,367,507 to \$75,084,959.

Consolidated income before securities transactions for the nine months ended September 30, 1978 at \$7,003,867 was up 22% from \$5,739,388 earned in the first three quarters of 1977. Such earnings per

share of common stock outstanding were \$3.64 compared with \$2.98 last year. Net income for the period ended September 30, 1978 after losses taken on securities for portfolio adjustment purposes was \$6,862,017 or \$3.57 per share compared with \$5,796,053 or \$3.01 per share for the same period last year.

Iowa News

CEDAR RAPIDS: Peter Bailey has resigned from Merchants National Bank after 20 years of service with the bank, including 10 years in the correspondent bank division and the last 10 as vice president-investments. He has purchased the Morris Sanford & Co. store here. It was founded in 1851 as a book and stationery store.

CLARINDA: Mrs. E. W. (Ruth) Freeland, 85, died here November 1 after a brief illness. She is survived by one daughter, Mrs. Eloise Dunn of Ohio, and one son, Malcolm K. Freeland, publisher of the Northwestern Banker. She was preceded in death by her husband, a prominent dentist in the area and a long-time director of the Citizens State Bank, Clarinda.

DES MOINES: Tom Huston, Iowa superintendent of banking, has ruled that "no basis exists for authorizing Iowa credit unions to initiate or participate in lender credit card programs, involving third-party payments." His ruling

**"Opportunity
Calls..."**

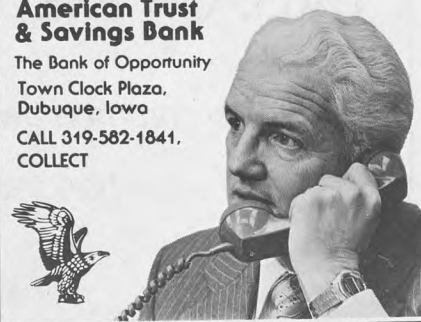
Leo Kane, Correspondent Banker

**American Trust
& Savings Bank**

The Bank of Opportunity

Town Clock Plaza,
Dubuque, Iowa

CALL 319-582-1841.
COLLECT





Carleton D. Beh Co.

Investment Securities

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

NEW ISSUE

MOODY'S: "A-1"

\$7,450,000

GRAND FORKS, NORTH DAKOTA

General Obligation Refunding Improvement Bonds Series of November 1, 1978

Dated: November 1, 1978

Denomination: \$5,000

Both principal and semiannual interest (May 1 and November 1, first coupon due May 1, 1979) payable at Northwestern National Bank of Minneapolis, Minneapolis, Minnesota.

IN THE OPINION OF COUNSEL INTEREST ON THESE BONDS IS EXEMPT FROM ALL PRESENT FEDERAL INCOME TAXES.

MATURITIES

	<u>5.00%</u>				<u>5.30%</u>	
\$350,000	May 1, 1979	4.80		\$525,000	May 1, 1988	5.30
550,000	May 1, 1980	5.00			<u>5.40%</u>	
550,000	May 1, 1981	5.00		450,000	May 1, 1989*	5.40
550,000	May 1, 1982	5.00			<u>5.50%</u>	
	<u>5.10%</u>			450,000	May 1, 1990*	5.50
550,000	May 1, 1983	5.05		450,000	May 1, 1991*	5.55
550,000	May 1, 1984	5.10			<u>5.60%</u>	
	<u>5.20%</u>			450,000	May 1, 1992*	5.60
525,000	May 1, 1985	5.15			<u>5.70</u>	
525,000	May 1, 1986	5.20		450,000	May 1, 1993*	5.70
	<u>5.25%</u>					
525,000	May 1, 1987	5.25				

*Optional in inverse order beginning May 1, 1988 at 100%.

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

Grand Forks is located in the northeast section of the state on the Red River of the North, which divides the land of North Dakota from Minnesota. Ranked as the second largest City in the state, Grand Forks serves as a retail trade center for approximately 220,000, a host city to the University of North Dakota and the site of a major Air Force Base. East Grand Forks, Minnesota, the City's neighbor across the river, recorded a 1970 population of 7,607, an increase from 6,998 of 1960. The adjacent boundaries of the two cities warrant consideration as complements in retail trade and industry for the area. Major employers located in the area include: International Potato Co-op, producers of Okray's potato products, 100 to 450 employees; American Crystal Sugar Plant, refiners of sugar beet, 170 to 680 employees; Burlington Northern Railroad; Lystad's Inc., pest exterminators and janitors; Pillsbury Company, potato flakes; Concrete, Inc. and North Dakota Mill. Agriculture also plays an important role in the economy of the area. There are approximately 1,120 farms in Grand Forks County, with average farm size of 780 acres. Land values are estimated to be as high as \$1,400 per acre with averages of \$750 to \$850 per acre. There are six banks located in the area with deposits in excess of \$237,846,000.

The proceeds of this issue will be used to refund temporary improvement warrants previously issued by the City to provide temporary financing of the cost of 73 improvement projects of special benefit to various improvement districts in the City. These bonds are payable primarily from assessments levied against the benefited properties. In the opinion of counsel, these bonds are also legal and binding general obligations of Grand Forks, North Dakota, 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 should the assessments prove insufficient.

FINANCIAL STATEMENT

Market value of taxable property, 1977-78	\$528,208,169
Assessed valuation of taxable property, 1977-78	68,667,062
Gross direct debt, including this issue	29,511,030
Net direct debt, excluding self-supporting	24,240,515
Total net direct, overlapping and underlying debt	26,560,195
Population, 1978 estimate: 44,000	
	Gross direct debt per capita: \$670.75
	Net direct debt per capita: 550.92
	Total direct debt per capita: 603.64

Tax collections have approximated 97.33% 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:

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.

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



Mark Christen
Asst. Vice President

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

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

resulted from a petition of last July 31 by the Iowa Credit Union League seeking such authorization for its members. In response to the Credit Union League challenge as to authority of banks to issue credit cards, Mr. Huston cited Section 524.802 (6) Code of Iowa which says in part that banks shall have "all other powers incidental to the conduct of the business of banking.

Nebraska News

COLUMBUS: The First National Bank and Trust Co. of Columbus recently reached a banking milestone when its assets totalled more than \$100 million. According to the Nebraska Department of Banking and Finance, only eight banks in the state have reached that level.

FULLERTON: Services were held for Clifton H. Hosler, 83, retired president of the Fullerton National Bank and present chairman of the board. He had been in the banking business for 60 years.

LINCOLN: Retired state Banking Director Cecil R. Haines, 84, died recently in Lincoln. He joined the state Banking Department in 1930

and was the second career employee to gain the department's top post. He retired in 1969.

OMAHA: The United States National Bank of Omaha recently received approval from the Comptroller of the Currency to establish a customer-bank communication terminal to be located at 13945 "S" Plaza.

YORK: Roger Burgess has been appointed agricultural loan officer at the First National Bank, replacing Fred Morgan who moved. He has banking experience at the State Bank of Waverly, Ia., where he served as farm representative and assistant cashier.

Illinois News

Regional Agricultural Workshops sponsored by the Illinois Bankers Association will be held as follows: November 21, Jacksonville; November 28, Pontiac; November 30, Dixon; December 5, Mattoon; December 7, Mount Vernon, and December 12, Galesburg.

BLOOMINGTON: The National

Bank of Bloomington has received approval by the Comptroller of the Currency for a detached facility to be located at 1332 E. Empire St.

CHICAGO: PDB Investment Corp., a one-bank holding company, has purchased Plaza Bank and added \$2 million new capital to the bank. Roy Brown is president of the holding company and chairman of the bank.

WHEATON: The First National Bank of Wheaton has received approval from the Comptroller of the Currency to establish a detached facility at the southwest corner of Lorraine and Roosevelt Roads.

Minnesota News

CALLAWAY: Farmers State Bank of Waubun has opened an office here. Manager and vice president is Rick Clemenson, formerly with the First National Bank of Pine City.

DODGE CENTER: Northwestern State Bank has announced the promotion of Hazel Volberding from loan department compliance officer to assistant cashier and head of real estate loans.

MANKATO: Dale Kuper has been named president and was elected to the board of directors at the National Bank of Commerce in Mankato. He succeeds Jack Weber, who resigned to join a family food operation in the Twin Cities area.

NISSWA: The Nisswa State Bank held its grand opening recently with a ribbon cutting ceremony. The bank has been operating since August 1.

RACINE: The Racine office of the First American State Bank of Grand Meadow recently held its grand opening. The new facility marks the return of banking to the community after an absence of 22 years. It is located on Main Street near the post office building, which served as the original bank in town.

WINONA: Dennis L. Cleveland

Supervisory Credit Examiner [Agricultural Emphasis] GS-14-\$32,442

The Farm Credit Administration has a career opportunity for a person with managerial or supervisory experience, a strong credit background, and a knowledge of agricultural lending. Will direct and supervise credit examiners in conducting examinations of Farm Credit System banks throughout the Mid-Western United States. Headquartered in a Minneapolis/St. Paul suburb, the position requires about 50 percent travel and at least three years of experience dealing with a complex corporate and individual loans. This is a civil service position with additional salary incentives.



AN EQUAL OPPORTUNITY EMPLOYER

Send SF-171 or contact:
Farm Credit Administration
Special Examining Unit for the Civil
Service Commission
P. O. Box 23711
L'Enfant Plaza Station
Washington, D.C. 20024

We can save you money on
MICROFILM LAMPS. We solicit your inquiries.



SITLER'S SUPPLIES, INC.

Box 10-Z
702 E. Washington St.
Washington, Iowa 52353
Phone 319-653-2123

Farm Tax Saver

Tips for Income Tax and Estate Planning

A FARM PROGRESS PUBLICATION

See you at Nashville

"FARM TAX SAVER is equal to the Kiplinger Tax Letter which cost me \$42 per year."

J. B. - Wisconsin

"FARM TAX SAVER looks like a most practical and useful newsletter for both taxes and estate planning."

M. A. - Kansas

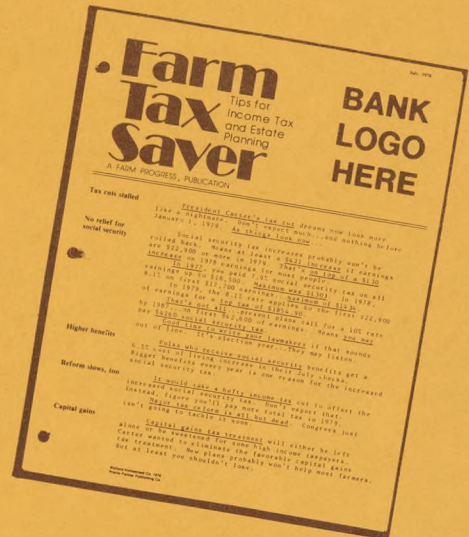
"Get more mail than I care to read now. Too much repetition. I read it and changed my mind."

V. A. - Kentucky

Help your customers with taxes and estate planning by putting a copy of FARM TAX SAVER in their mailbox every month and they won't forget you.

Sign up for your complementary subscription to the FARM TAX SAVER at the National Agricultural Bankers Conference. You will be doing yourself and your customers a favor. FARM TAX SAVER is published by the same people who publish Prairie Farmer, Wallaces Farmer, Indiana Prairie Farmer and Wisconsin Agriculturist.

FARM TAX SAVER is written by Robert M. Dunaway, an income tax and estate planning specialist. It's reviewed by a farm tax specialist, a top accounting firm and the Internal Revenue Service.



BUSINESS REPLY MAIL
NO POSTAGE STAMP NECESSARY IF MAILED IN THE UNITED STATES

POSTAGE WILL BE PAID BY
Farm Tax Saver
A Farm Progress Publication
2001 Spring Road
Oak Brook, Illinois 60521

FIRST CLASS
PERMIT NO. 764
OAK BROOK, ILL.



Richard E. Retz, Agricultural Consultant and Trust Officer of Home State Bank, Jefferson, Iowa says this about FARM TAX SAVER:

"We've been supplying FARM TAX SAVER Newsletter to our farm friends and their tax practitioners since the first issue. It has given us many opportunities to get better acquainted with the people who are receiving FARM TAX SAVER."

"A recent questionnaire which we circulated asking for an evaluation of the newsletter was 96% favorable."

Here is just a small sample of what your customers will be reading when you receive this timely newsletter.

- Pay your children for work they do on the farm. If you do it right, you get a deduction, your kids pay little if any tax, and you both get to claim a personal deduction.
- Get more tax savings on machinery . . . cut your after tax cost by as much as 40%, maybe even more.
- Shift more of your income to capital gains . . . only half as much tax.
- Avoid the pitfalls of joint tenancy ownership to greatly reduce your taxable estate.
- See how gifts and trusts can slash your estate tax.

Our bank customers tell us **FARM TAX SAVER** tips are saving their average farm customers **\$400 a year in farm taxes.**

Help your customers today by getting the full details on how FARM TAX SAVER can help you and your customers.

If you will not be attending the National Agricultural Bankers Conference, fill out, cut off and mail this postage free card for more information about the FARM TAX SAVER program.

**Yes, Send Me A Complimentary
Subscription For Three Months.
No Obligation**

Name

Yes, Contact Me

Bank **Title**

**Not Interested Now But
Contact Me in Three Months**

Address **Zip**

Phone

to
grow
on



UNITED MISSOURI BANK OF KANSAS CITY, N.A.

10th and Grand • Kansas City, Mo.
816-556-7000

Member FDIC

has been appointed president of Town & Country State Bank, Winona. An officer of Merchants National Bank of Winona for the past 10½ years, Mr. Cleveland succeeds G. D. (Jerry) Herman who resigned to accept appointment as executive vice president of the new Prairie State Bank, Eden Prairie.

Colorado News

DENVER: Pioneer Bancorporation, Inc. has received approval from the Federal Reserve Board to become a bank holding company by acquiring Colfax National Bank of Denver.

DENVER: Howard R. Fairbairn and Richard M. Hall Jr. were recently appointed assistant vice presidents at United Bank of Denver.

ENGLEWOOD: John Simmons was promoted to vice president in

Estate Appraisals

Purchase of Collections

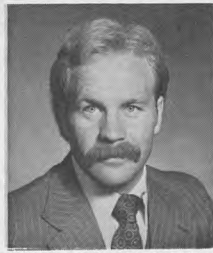
Sale of Rare Coins

Reliable and respected service
for over 20 years

Used by bankers
throughout the midwest

Ben E. Marlenee Coins

913 Locust
Des Moines, Iowa 50309
515-243-8064



DOUGLAS SCHMIDT
Correspondent
Banking Officer

DOUGLAS SCHMIDT

*Your Man
on the First Team.*

712/277-1500

First National Bank 
Sioux City • A 'BANKS OF IOWA' BANK

the commercial loan department at the First National Bank of Englewood. In another appointment, Susan Weaver, was named personnel officer.

North Dakota News

The North Dakota Bankers Association's 6th annual Bank Women's Conference will be held at the Holiday Inn, Jamestown, on Thursday evening and Friday, November 16-17.

This conference is not restricted to female bank employees and has been planned to help educate and inform all bankers in the state on matters relevant to the business, according to the association.

Guest speakers will include Jack Whittle of Chicago, noted lecturer and instructor at six banking schools; Bob Albright of the ABA, and Mary George Jordan Waite of Alabama, who spoke at the NDBA 1972 annual convention.

Registration will begin at 4 p.m. November 16 and the business meeting will begin at 9 a.m. November 17.

BELFIELD: The First National Bank of Belfield has received approval from the Comptroller of the Currency to establish a detached facility two miles south of I-94, Exit 11, in South Heart.

MAYVILLE: Steve Dahlstrom has been hired as operations officer for the Goose River Bank, Mayville.

PARK RIVER: Gary L. Scofield has been elected president and managing officer at the First State Bank of Park River effective December 1. He will succeed Gordon S. Larson, who will retire on December 31. Mr. Scofield is currently a liaison credit officer at First Bank System, Inc. in Minneapolis.

South Dakota News

BELLE FOURCHE: An application for a charter for the Tri-State National Bank in Belle Fourche has been approved by the Comptroller of the Currency. The principal organizer is Arthur W. Jones.

BROOKINGS: An application for a detached facility by the Brookings branch of the Northwestern National Bank of Sioux Falls has been approved by the Comptroller of the Currency. The facility will be located at 700 S. 22nd Ave. in Brookings.

HURON: Dwayne Backes has been elected assistant vice president and assistant manager of the Huron branch of the National Bank of South Dakota. He has been with the National Bank since 1968 and was promoted to assistant vice president in 1975.

MILLER: Byron M. Bennes has been added to the staff of the First National Bank, Miller, as an agricultural trainee.

Bank on our Best.

Vault Doors • Drive-In Windows • Remote Kiosks •
Night Deposits • Metal Counter Equipment • Alarms • Cameras •
Filing Equipment • Coin & Currency Handling Equipment



Call or write us today.
GENERAL BANK EQUIPMENT & SYSTEMS, INC.
13312 Giles Road, Omaha, Nebraska 68138
Omaha phone — (402) 895-6200
Des Moines phone — (515) 255-7603

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



BANKERS PARTICIPATING

LeasePlan, Inc.

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

SALE OR LEASE, TEMPORARY OR PERMANENT

12'x40' steel & brick modular bank building in
Kansas, 14'x60' wood modular bank building in
Missouri, 14'x50' wood modular bank building in
Minnesota. Other sizes (2000 sq.ft.) available. All
bank equipment included. Available now, from the
leading distributor of preconstructed Financial
buildings. SON CORPORATION, Box 684, Wichita,
Kan., 67201, (316) 942-8167, call collect.

TRUST OFFICER OPPORTUNITY

Agriculture Community Bank of 35 MM needs Trust
Officer to head growing Trust Department.
Experience in estate planning, Keogh's & I.R.A.'s
needed. Salary commensurate to experience and
background. Write file VXZ, c/o Northwestern
Banker.

POSITION AVAILABLE

\$14MM S.W. Iowa bank needs operations person
with 2-3 years experience. Excellent future. Write file
BBB, c/o Northwestern Banker.

POSITION WANTED

Vice President, 15 years experience all phases of
banking, heavy in Commercial and Agricultural
loans, seeks CEO or Senior Management position in
Montana, Wyoming, Colorado. College graduate.
Native North Dakotan. Reply file BBA, c/o
Northwestern Banker.

TRUST OFFICER

\$18,000 to \$25,000 immediate opening to head Trust
Department. Requires approximately three years
experience. Law degree beneficial. Position offers
excellent employee benefit package. Eastern
Nebraska bank. Write file ABF, c/o Northwestern
Banker.

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

Reporter/producer for Public Radio Station. Host
three-hour morning news and information show plus
general reporting assignments. Good broadcasting/
reporting skills, clear voice and diction. BA
broadcast journalism or communications, two years
experience. Third class FCC license. Minimum
salary: \$9,536. Good fringe benefits. Application
deadline: 11/10/78. Resume/tape to: Dan Johnson,
KESD-FM, Pugsley Center, SDSU, Brookings, S.D.
57007. South Dakota State University is an
Affirmative Action/Equal Opportunity Employer
(Female/Male.)

POSITION AVAILABLE

\$40MM Eastern Iowa bank in rapidly growing area
looking for trust officer to head a growing trust
department, presently with \$5MM in assets. 3-5 years
trust experience preferred. Salary open. Write file
ABT, c/o Northwestern Banker.

POSITION AVAILABLE

LOAN OFFICER: Loan Officer in growing \$30MM
bank located in good South Central Illinois county
seat town, with 5-10 years experience in commercial,
agriculture and real estate lending. Good salary and
fringe benefits. Send resume and salary require-
ments. Write file ABR, c/o Northwestern Banker.

FOR SALE

3 Burroughs SR 206 13 Pkt. proof machines. Very
reasonable. Call L. Xintaris, Columbia Nat'l. Bank,
(312) 775-6800.

POSITION WANTED

Ag loan officer trainee. November, 1978 graduate
from Iowa State University, with B.S. in Ag Business
and minor in Finance. Strong background in ag and
finance. Paul Dorr, 108 G - University Village, Ames,
Ia. 50010. (515/292-2148)

POSITIONS AVAILABLE

TRUST OFFICER—Iowa location. Small
department in urban area. Head depart-
ment. Law degree not necessary \$18,000
AG LOAN—Prefer large bank and administra-
tive background. Position is in a metro
area and is not connected with a commer-
cial bank. \$30,000
SECOND OFFICER—Rural Iowa bank of
10MM close to metro area. Excellent
opportunity for someone with solid ag
lending background \$23,000
OPERATIONS—Supervise branch operations
for 3 locations. Should have EDP
background and administrative skills \$20,000
BRANCH MANAGER—Responsible for all
loan activity in rural branch. Ag lending
required. Close to metro area \$18,000
COMMERCIAL LOAN—Several spots avail-
able for both junior & senior officers.
Kansas, Missouri, Colorado, Iowa,
Indiana, Nebraska \$ OPEN
PERSONNEL OFFICER—Major mid-western
correspondent bank. Opportunity for
further advancement \$30,000

Just a sample of our current listings. Submit resume
and salary history in confidence to;

TOM HAGAN & ASSOCIATES

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

PARTIAL LIST OF AVAILABLE POSITIONS

COMMERCIAL LOAN MANAGER - Must be
capable of producing commercial loans. Looking
for an aggressive business developer. Base
salary to \$45,000.

COMMERCIAL LOAN OFFICER - Several yrs.
exp. needed. Must have good track record in
commercial lending for a \$100MM+ bank.
Successful candidate will be groomed for top
mgmt. Salary to \$35,000.

COMMERCIAL LOAN BRANCH MGR. - 6 to 7
yrs. strong commercial lending exp. needed.
Looking for supv. skills and branch mgmt. exp.
Salary to \$26,000.

COMMERCIAL LENDING OFFICER - Co. wants 2
yrs. commercial exp. with a large bank. Will need
good credit training, business development skills
and be able to close million dollar loans. Salary
to \$25,000.

COMMERCIAL LOAN OFFICER - Must have 5
yrs. exp. banking with 3 in commercial lending.
Will deal with small to medium size clients. Avg.
loan \$50M, portfolio \$4MM. Right person can
develop to Exec. VP. Salary to \$25,000.

COMMERCIAL LENDER - Will function as VP.
Work is commercial and Ag. Some operations
exp. a plus. Position has potential to become
CEO. Salary \$22,000 + Bonus.

COMMERCIAL LENDER - \$32MM bank. Exp.
should be 5 yrs. in commercial lending and some
operations. Salary in low \$20's.

COMMERCIAL LOAN OFFICER - #1 commercial
loan position in \$40MM bank. 3-4 yrs. exp.
preferred. Must enjoy small town living. Salary in
\$20M 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

FOR SALE

Burroughs T-1500 Exception Item Encoder that has
been under Maintenance and is less than two years
old. \$900. Contact Howard Longfellow, Drawer 32,
Rockwell City, Iowa 50579.

WANTED TO BUY

Two Burroughs teller machines—Model TT102-3.
Phone R. L. Lehmeier at Tipton State Bank
(319-886-6181).

- ESTATE APPRAISALS
- INSURANCE APPRAISALS
- BUYERS OF ESTATE JEWELRY
AND COIN COLLECTIONS

TOP PRICES PAID
40 YEARS IN OMAHA

SIMON'S JEWELRY CO.
328 SO. 72nd ST.
OMAHA, NEBR. 68114
PHONE 402-393-2320

**50/40 IOWA BANKS—OWNERS OF THE IOWA NEW OUTLOOKS ASSOCIATION
INVITE YOU TO ENJOY MORE**

CHECKING ACCOUNT PROFITS

THROUGH THE NEW OUTLOOKS CLUB—AMERICA'S MOST SUCCESSFUL
MOST PROFITABLE PACKAGE CHECKING PROGRAM.

CALL THE IOWA NEW OUTLOOKS ASSOCIATION: 515/382-5363

Vol. 7 No. 28 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.