

NORTHWESTERN Banker Newsletter

Vol. 7 No. 40

Des Moines, Iowa

January 29, 1979

Favorable Outlook for Agriculture

The 1979 agricultural outlook is favorable, since farm prices will be buoyed by relatively strong demand from both domestic and foreign sectors, according to Dr. C. Edward Harshbarger and Dr. Marvin R. Duncan of the Federal Reserve Bank of Kansas City.

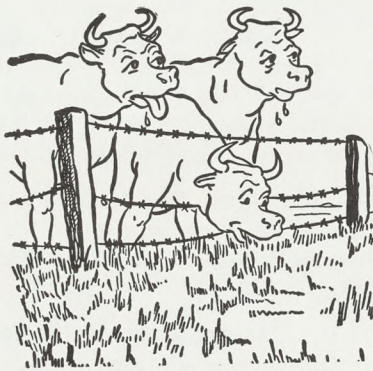
A larger population and a moderate rise in disposable income should help support demand from the domestic side. Foreign sales are also expected to hold up well, despite growing food reserves throughout the world and the possibility of a stronger dollar. However, the economists point out, recent U.S. Government actions to slow the economy will increase the probability that domestic consumer demand could slacken before the end of the year.

Livestock

The financial picture is especially bright for livestock producers, given the prospects for low feed costs and rising market prices. If pork producers continue to exercise caution in their expansion plans, output in 1979 is not likely to be more than 4% to 6% above 1978 levels. However, some analysts expect pork output to increase rather significantly in 1979, given the outlook for favorable profit margins.

Prices on barrows and gilts should remain very profitable during the first half of 1979—prob-

ably averaging \$50 per hundred-weight or more. Although some weakness can be expected during the second half, the average price for 1979 should be near the \$48 per



hundred-weight now estimated for 1978.

The economists note that cattle producers are continuing to liquidate inventories, which should bolster cattle prices in the future. However, heavy feedlot placements during the second half of 1978—reflecting low feed costs—are expected to support fed-beef supplies at a high level in the coming months, effectively tempering any upward price movements.

Total beef supplies for the year will probably decline 4% to 6% from 1978 levels, which should push prices higher. Though some price strength may occur during the winter and spring, most of the rise will probably occur in the second half of the year when beef supplies

begin to shrink more rapidly. The average price for choice steers in 1979 may approach \$60 per hundred-weight, as compared with the \$52 estimated for 1978.

Feeder cattle prices are now well above year-ago figures, and further strength is likely, the economists point out.

Prices in the second half of 1979 may not show the strength that many analysts and cattle producers are now expecting.

Crops

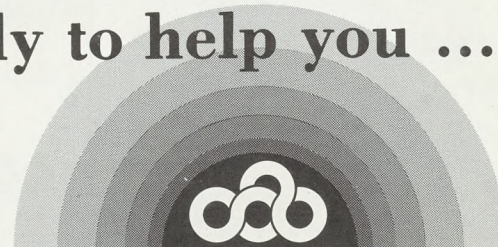
In the crop sector, supplies for the 1978-79 marketing year are expected to be plentiful due to relatively large harvests in 1978 and, in some cases, bulging carryover stocks. However, prices are not likely to exhibit significant weakness due to heavy exports and the cushioning effects of the Government crop loan program. Also, deficiency payments will help bolster 1979 crop receipts.

Total cash receipts from farm marketings should rise moderately in 1979, with most gains coming from the livestock sector, the economists conclude. Government payments may decline somewhat, but will still lend support to gross farm income. However, production costs are expected to rise again in the coming year, and these gains may offset most, if not all, of the increase in gross income. Thus, net farm income probably will remain about the same as the \$26 billion realized in 1978.

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

Don Carmody: BANKERS' BANKER

Come Grow
With Us



Robert Krane Named EVP At Northwest Banco

Robert A. Krane has been elected executive vice president of Northwest Bancorporation. He will leave his post as president and chief operating officer at United States National Bank of Omaha to assume his new duties.

Mr. Krane joined U.S. National April 30, 1976, as vice chairman and was elected president in November, 1977. Previously, Mr. Krane was president of the Iowa-Des Moines National Bank in Des Moines, a Banco affiliate where he began his banking career in 1959

We're interested in

services that give you a lot of help for your money.



Lance Davenport

IOWA- Des Moines

NATIONAL BANK

BANCO

after graduation from the University of Iowa.

Iowa News

The annual meeting of the Iowa Investment Bankers Association will be held Thursday, February 15, at the Des Moines Club, Ruan Center, in Des Moines. Guest speaker will be Richard Zecher, the new dean of the College of Business Administration at the University of Iowa.

GREENFIELD: T.N. Howe, chairman of the Adair County State Bank here, has announced the election of K. F. Leuthauser to the office of president.

IOWA CITY: Richard D. Smith has been promoted from data processing officer to vice president-data processing at the Iowa State Bank & Trust Company.

MILES: Miles Service Corp. has received consent from the Federal Reserve Board to acquire additional shares of the Miles Savings Bank.

VILLISCA: James L. (Jim) Hyink has been named executive vice president and chief executive officer of the Nodaway Valley National Bank here. Walter Hyink will remain as president and chairman of the board but will be semi-retired after 35 years of banking.

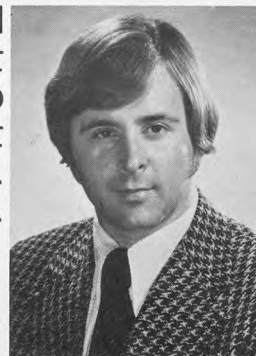
WINTERSET: Irvin W. Martens has retired as cashier of the Farmers & Merchants State Bank here. Eugene W. DeRaad has been elected vice president and James W. Mease was elected cashier.

Illinois News

BOURBONNAIS: An application for a permit to organize has been issued to the Municipal Trust and Savings Bank, 475 Municipal Center Drive here. The bank's

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

Jerry Trudo
Asst. Vice President



"Opportunity Calls..."

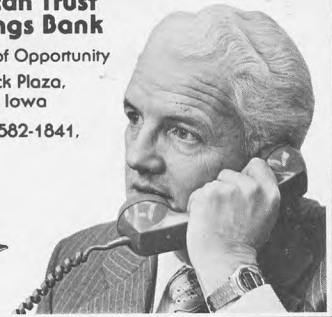
Leo Kane, Correspondent Banker

American Trust
& Savings Bank

The Bank of Opportunity

Town Clock Plaza,
Dubuque, Iowa

CALL 319-582-1841.
COLLECT



capitalization of \$1 million would consist of \$375,000 in capital stock, \$375,000 surplus and \$250,000 reserve for operating expense. There would be 25,000 shares of stock with a par value of \$15. Correspondent is Donald C. Starks, Momence.

QUINCY: Approval has been given by the Federal Reserve Board for T & C Bancorp, Inc., St. Joseph, Mo., to become a bank holding company by acquiring Town and Country Bank here. Principals of T & C are also affiliated with two other bank holding companies which control banks in Oregon, Mo., and in West Point, Neb. They are Roger A. Hegarty, president, and Benton O'Neal, executive vice president, both with First National Bank of St. Joseph, Mo.; Dean Phillips, owner of Bank of LaBelle, Mo., and Ward Sauvage, owner of Sauvage Oil Co., Oberlin, Kan.

Nebraska News

BURWELL: Two additional officers were recently elected at the Bank of Burwell. June Janicek was named assistant cashier, and Sharon Boucher was named assistant operations officer.

CENTRAL CITY: Dennis V.

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

607 Marquette Ave. • Minneapolis, Minnesota 55402 • 612-332-8825

NEW ISSUE

\$3,000,000

ATLANTIC, IOWA

Electric Revenue Bonds 1979 Series

MOODY'S: "A-1"

Dated: January 1, 1979

Denomination: \$5,000

Both principal and semiannual interest (June 1 and December 1, first coupon due June 1, 1979) payable at the office of the City Treasurer, Atlantic, 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>6.75%</u>			<u>5.60%</u>		
\$ 40,000	December 1, 1979	5.40	\$140,000	December 1, 1990	5.60
45,000	December 1, 1980	5.40		<u>5.70%</u>	
45,000	December 1, 1981	5.40	150,000	December 1, 1991*	5.65
50,000	December 1, 1982	5.40	160,000	December 1, 1992*	5.70
50,000	December 1, 1983	5.40		<u>5.75%</u>	
50,000	December 1, 1984	5.40	170,000	December 1, 1993*	5.75
	<u>6.50%</u>		180,000	December 1, 1994*	5.80
70,000	December 1, 1985	5.45		<u>5.80%</u>	
85,000	December 1, 1986	5.45	190,000	December 1, 1995*	5.90
110,000	December 1, 1987	5.50		<u>5.90%</u>	
	<u>6.25%</u>		280,000	December 1, 1996*	6.00
120,000	December 1, 1988	5.50		<u>6.00%</u>	
	<u>6.00%</u>		295,000	December 1, 1997*	NRO
130,000	December 1, 1989	5.55	310,000	December 1, 1998*	NRO
			330,000	December 1, 1999*	NRO

*Optional in inverse order beginning December 1, 1990 at 100%.

LEGALITY TO BE APPROVED BY CHAPMAN & CUTLER, ATTORNEYS, CHICAGO, ILLINOIS.

Atlantic, the county seat of Cass County, is located in western Iowa approximately 70 miles west of Des Moines and 50 miles east of Council Bluffs-Omaha, Nebraska. Atlantic serves as the major trading center for the majority of western Iowa. Major employers located in Atlantic include: Allied Mills (livestock feed, 53 employees); American Buildings Company (steel buildings, 137 employees); Atlantic Bottling Co. (soft drinks, 48 employees); Beaudine Mfg. Co. (lamp shades, 48 employees) and W. R. Grace (Walnut Grove feed supplements, 200 employees). Gould, Inc. has a 115,000 square foot sleeve bearing factory under construction in Atlantic. When this factory opens in late Spring, 1979, it will employ 320 people. The City owns and successfully operates its electric, water and sewer systems. Transportation is provided by one railroad, one Interstate highway, two U.S. highways and one Iowa highway. There are two banks located in Atlantic with total deposits in excess of \$83,000,000, up from \$55,000,000 only four years ago. The population of Atlantic is presently estimated at 7,500.

These bonds are being issued under the provisions of Chapter 384, Code of Iowa, 1977, as amended. The proceeds derived from the sale of these bonds will be used to defray a portion of the costs of construction of the Utility's 2.5% undivided interest in Unit 3 at the Council Bluffs Generating Station, transmission facilities and other improvements. Unit 3 is a 650 MW coal-fired unit under construction and currently owned as tenants in common by two investor owned utilities, three electric cooperatives and two municipal electric systems (including the Atlantic Municipal Utility). Costs associated with the project have been met by the sale and issuance of \$3,150,000 Electric Revenue Bonds, 1975 Series; \$4,000,000 Electric Revenue Bonds, 1977 Series; and this issue. In the opinion of counsel, these bonds, together with the \$6,725,000 presently outstanding Electric Revenue Bonds, are legal and binding obligations of Atlantic, Iowa, payable from the net earnings of the Municipal Electric Light and Power Plant. The system presently has 4,598 connected customers. The Utility has interconnections with the Bureau of Reclamation and also with Iowa Power & Light Co. Rates were increased by about 7%, effective January, 1978, to provide better coverage for this issue.

EARNINGS

	*Pro-forma	Year	Year	Year
	6-30-78	6-30-78	6-30-77	6-30-76
Gross revenues	\$2,923,903	2,845,303	2,462,828	2,089,060
Expenses	1,758,955	1,758,955	1,636,527	1,272,774
Net revenues	<u>\$1,164,948</u>	<u>1,086,348</u>	<u>826,301</u>	<u>816,286</u>

*As if new rates had been in effect for the full year.

COVERAGES

(All issued, based on 6-30-78 pro-forma net revenues)

Average debt service	\$806,367	Maximum debt service	\$815,367
Coverage of average	1.44X	Coverage of maximum	1.43X

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

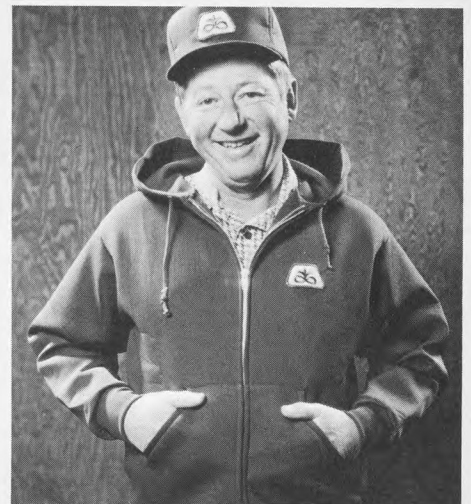
Supplement To Northwestern Banker Newsletter 1-29-79

HELP YOURSELF

Pioneer Days...February 14, 15 & 16



You know you'll be helping yourself to the **best hybrids you can plant** when you come in during Pioneer Days...February 14th, 15th and 16th. Because you've seen the difference first-hand. And if you've looked over the 1978 Yield Comparison Book, you also know that Pioneer® brand corn did the best job all across your part of the country... again.



When you pay for your Pioneer brand seed during Pioneer Days you can also help yourself to a **4% savings**...and a **free hooded sweatshirt**. There'll be some good coffee and snacks, too.

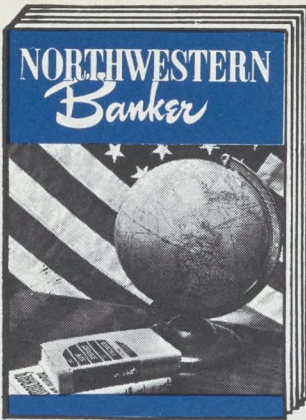
So see your Pioneer salesman during Pioneer Days... February 14, 15 and 16 and help yourself.

The limitation of warranty and remedy attached to each bag of Pioneer brand seed is part of the terms and conditions of the sale thereof. Pioneer is a brand name; numbers identify varieties. *Registered trademark of Pioneer Hi-Bred International, Inc., Des Moines, Iowa, U.S.A.

Living,
Learning & Planting
PIONEER
BRAND SEEDS



Supplement To Northwestern Banker Newsletter 1-29-79



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.

Loewe has been promoted from assistant cashier to cashier at the Farmers National Bank here.

COLUMBUS: Gerald Micek has been named cashier at the First National Bank & Trust Co. He has been at First National since 1973 as assistant vice president in retail banking.

FREMONT: John R. Young Jr. will resign as president and chief executive officer of the First National Bank & Trust Company effective January 31. He will assume the position of president and chief executive officer of the Farmers & Merchants Savings Bank of Manchester, Iowa. Mr. Young joined the Fremont bank in 1968 and has served in his present position since 1973.

OMAHA: First National Bank has scheduled its 14th Annual Chuck Wagon Roundup for Thursday, March 22, in the Ak-Sar-Ben Sales Pavilion. Merv Aegerter again will be Wagon Master.

WALLACE: Jim Bowman has been named manager of the insurance department of the Farmers State Bank. He was formerly area insurance adjuster for Farmers Mutual Insurance Co., North Platte.

Minnesota News

AUSTIN: Dorothy Owens has been promoted to assistant operations officer at the Northwestern State Bank here.

BENSON: Dennis Larson has joined the Swift County Bank here

in the insurance department. He was formerly employed in the insurance department of the First State Bank of Benson.

BLAINE: Janet Hoffer has been promoted to assistant vice president in the commercial lending department of the First Northtown National Bank here. She joined the bank in 1967 and formerly served as assistant instalment loan manager.

BLOOMINGTON: Teresa J. Kiemele has been named marketing officer at Northwestern National Bank Southwest. She began her banking career in 1975 as a management trainee at Northwestern Bank of Hastings and joined Northwestern Southwest here in 1977 as research and communications assistant.

BRAINERD: Three promotions were announced recently at the First National Bank of Brainerd. They are Donald W. Willette, assistant vice president and cashier; Robert Musielwicz, adjuster, and Rosalind G. Haapajoki, personal banking officer.

JASPER: Keith G. Eitrem has been elected assistant cashier at the Jasper State Bank.

North Dakota News

The North Dakota Bankers Association will hold its 18th annual Bank Management Conference February 6-7 at the Holiday Inn-Bismarck. The theme is "Maximizing Utilization of Human Resources in Your Bank."

Registration will begin February 6 at 3:30 p.m. followed by a social

hour and banquet. Guest speaker at the banquet will be Dr. Michael H. Mescon, chairman of the department of management, Georgia State College, Atlanta.

Featured topics at the February 7 morning session will include Maintaining Your Freedom to Manage, a legislative panel and a personnel management roundtable.

The afternoon session Wednesday will feature the topics Credit Union Competition and You Catch A Thief. Adjournment will be at 4:30 p.m.

BISMARCK: The North Dakota State Industrial Commission recently directed the Bank of North Dakota to transfer \$2 million from its undivided profits to its capital account. The bank's capital now stands at \$12 million. The bank's lending limit was increased by \$500,000, bringing it to \$6 million for any one borrower.

Colorado News

DENVER: Irving L. Berlau has been appointed a vice president and officer in the trust department of Colorado National Bank.

FORT COLLINS: Amos C. Lawrence Jr. has joined United Bank of Fort Collins as vice president and head of operations administration. He has worked for the United Banks system for eight years; as cashier of United Bank of Colorado Springs, president at United Bank of Fountain, and most recently as vice president of lending at the United Bank of Boulder.

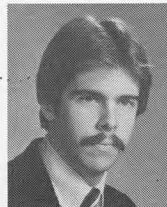
Call our
Bond Department

For up-to-the-minute,
accurate information

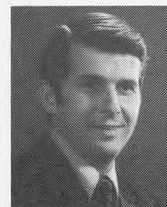


COMMERCE BANK
of Kansas City ^{NA} 10th and Walnut
(816) 234-2000

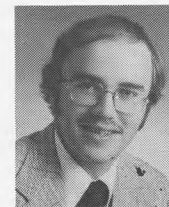
Member FDIC



John Reese
Bond Representative
234-2674



John Henderson
Asst. Vice President
234-2463



Jim McLaughlin
Bond Officer
234-2673

South Dakota News

McLAUGHLIN: Larry D. Peterson has been elected executive vice president at the First State Bank of McLaughlin. He has served as vice president since 1973. Steve Stoecker has been promoted to assistant cashier.

YANKTON: Three promotions were announced recently at the Valley State Bank here. They are Glenn B. Paulsen from assistant vice president to vice president; Wendell Renken from assistant cashier to assistant vice president, and Elezabeth Wright from teller to assistant cashier.

Wyoming News

KEMMERER: David M. Nelson has been elected to the board of the Fossil Butte National Bank here. He is a local rancher and businessman.

WORLAND: Bonnie Ditsch has been promoted from executive secretary to loan officer at the First National Bank in Worland.

Montana News

BOZEMAN: Promoted recently at the First Security Bank of Bozeman were: Emil Erhardt and Gary Sisson, vice president; Bruce Gerlach and Rosemary Barnett, assistant vice president, and Joseph K. Johnson, instalment loan officer. Carol Kelly retired as a personal loan officer.

GREAT FALLS: Nancy Trackwell was recently promoted from assistant vice president to vice president at the Northwestern National Bank of Great Falls.

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

POSITION AVAILABLE

N.W. Iowa bank with \$38 million in footings in town of 4,000 seeks agricultural loan officer with livestock and commercial lending experience. Send resume in confidence to file RSV, c/o Northwestern Banker.

POSITION AVAILABLE

President and CEO of \$9 million bank. Western Illinois city of 40,000. Write file CBO, c/o Northwestern Banker.



BANKERS PARTICIPATING

LeasePlan, Inc.

545 - 31st Street Des Moines, Iowa 50312

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

FOR SALE

First Floor, 3½" Crane hinge-type vault door, Right Swing, (3) 96-hr. timelocks, 11½" Architrave, daygate with 27" clear opening. Painted front. Est. 1915 mfrd. Good working condition. Available approx. March 1979. Call A. Kuhn, Naperville National Bank, Naperville, IL 312-355-8800.

FOR SALE

First Floor, 7" Crane Hinge-type vault door, Right Swing, (3) 96-hr. timelocks, 8" architrave, daygate, 32" clear opening. Painted hinge but remainder stainless steel (SS). Est. 1950 mfrd. Good working condition. Available approx. March 1979. Call A. Kuhn, Naperville National Bank, Naperville, IL 312-355-8800.

POSITION AVAILABLE

Immediate opening for Real Estate Officer. Knowledge of FHA, VA, and Conventional Loans required. Excellent opportunity in rapidly growing department. Send resume and salary requirements to: First Security Bank & Trust, PO Box 250, Miles City, Montana 59301.

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

FOR SALE

11NCR 152-70 teller machines. Excellent condition. Just had cleaned and oiled. \$745. each or best offer. Call (512) 837-6783.

FOR SALE

12 NCR 279-300, on-line or off-line, teller terminals, 2 years old. On NCR maintenance. \$2,600. each or best offer. Call (512) 836-5864.

POSITION AVAILABLE

N.E. Nebraska \$7M bank needs experienced loan officer in ag, commercial and instalment loans. Population 600. Call C. J. Marshall at 402-379-0302.

- 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

PARTIAL LIST OF AVAILABLE POSITIONS

COMMERCIAL LENDER - Growing bank in South Dakota wants a person with 5-6 years exp. Background should include some operations. Salary in low \$20's.

LENDING - Excellent opening for a generalist. Responsibilities encompass commercial, consumer & agri. Exp. must come from a bank. Located in thriving Ia. community. Salary in mid teens.

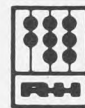
AG REP - Farm background very important for this spot. Duties are mainly lending but include some farm mgmt. Looking for 5 years exp. Salary to \$20,000.

LOAN OFFICER - Internal growth has created this opening. Three years exp. needed. Expanding bank in SE Iowa. Work mostly in commercial. Salary to \$20,000.

LENDING - Exp. needed. Great opportunity to join one of the better Iowa banks. Responsibilities are in the area of personal loans. Salary to \$15,000.

LOAN OFFICER - Will be primary lender in bank and do 85% of the loans. Work will be in all areas of lending. This is the #2 spot in the bank. Salary to \$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

SALE OR LEASE

Modular bank bldg: 12'x40' steel with brick 14'x70' and 12'x50' wood, 2,000 sq. ft. permanent bldgs. SON CORPORATION, Box 684, Wichita, Kansas 67201. (316) 942-8167.

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. Please send resume to file CBI, c/o Northwestern Banker.

POSITION AVAILABLE

Instalment loan department in Iowa bank with \$37 million assets. Send resume to box CBM, c/o Northwestern Banker.

EMPLOYEE TIME CLOCK

Need one good used employee time clock. Write file CBP, c/o Northwestern Banker.

POSITIONS AVAILABLE

AG LOAN—Prefer bank experience but would consider PCA or farm credit background. Iowa location.\$17,000
TRUST OFFICER—Law degree required but bank experience not necessary. Medium size department\$20,000
LENDING OFFICER—7MM bank. Handle ag, instalment and commercial credits. Excellent opportunity for junior officer to acquire administrative skills\$16,000
INSTALMENT LOAN—Addition to staff. Bank or finance co. experience required. Iowa location.\$16,000
COMMERCIAL LOAN—Major midwestern bank seeks well rounded commercial officer to assume portfolio duties. Degree and large bank experience necessary\$35,000
CORRESPONDENT OFFICER—Prefer lending background and some knowledge of EDP. Degree required.\$18,000
OPERATIONS OFFICER—Small urban bank, Regulatory reports, personnel and all operations\$23,000
Forward salary history and resume in confidence to:

TOM HAGAN & ASSOCIATES

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

Vol. 7 No. 40 Northwestern Banker Newsletter [USPS 873-300] 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.