

NORTHWESTERN Banker Newsletter

Vol. 7 No. 47

Des Moines, Iowa

March 19, 1979

IBAA Elects Officers

New officers for 1979-80 were elected by delegates at the Independent Bankers Association of America annual convention in New Orleans last week. Raymond D. Campbell, president of Oberlin Savings Bank Co., Oberlin, O., was advanced to president to succeed Ivan D. Fugate, chairman, Western National Bank, Denver, Colo. Other officers are:



R.D. CAMPBELL

1st V.P.—Thomas F. Bolger, president, McHenry State Bank, McHenry, Ill.

2nd V.P.—W.C. Bennett, chief executive officer, Arthur State Bank, Union, S.C.

Treas.—Robert H. Fearon, Jr., chairman, Oneida Valley National Bank, Oneida, N.Y.

There were 2,400 people registered for the convention. The 1980 convention will be March 9-13 at the San Francisco Hilton Hotel. In the following years the conventions will be in Las Vegas (1981) and Honolulu (1982). A full report with pictures from Publisher Malcolm Freeland will appear in the April Northwestern Banker.

Iowa News

The following Iowa banks have

increased their capital accounts by stock dividend: Iowa State Savings Bank, Clinton, \$375,000 to \$750,000; Council Bluffs Savings Bank, \$1 million to \$2 million; Farmers Savings Bank, Fremont, \$75,000 to \$300,000; Farmers Savings Bank, Keota, \$180,000 to \$360,000; Farmers Savings Bank, Ricketts, \$60,000 to \$120,000, and Farmers Savings Bank, Traer, \$300,000 to \$350,000.

CORYDON: John Brewer has been named president of Citizens State Bank here succeeding Dale Heimann. Mr. Brewer was formerly a vice president of Iowa Trust and Savings Bank, Centerville. Mr. Heimann resigned to become president of the Douglas County Bank and Trust Co. in Omaha, Neb.

DES MOINES: The Iowa-Des Moines National Bank has scheduled a series of seven meetings in Iowa during March and April. Titled "Insights '79," the traveling conference will feature key people from the host bank discussing such topics as long range planning, investments, retail banking, strategies, marketing concepts, personnel and computer planning alternatives. John R. Fitzgibbon, chairman, president and chief executive officer, and M. M. "Mike" McMichael, vice chairman, will address each meeting. George F. Milligan, senior vice president in charge of the correspondent bank

department, will host the meetings and be moderator at each session. The meetings are scheduled as follows:

March 26—Hilton Inn, Des Moines.

March 27—Ottumwa Country Club.

March 28—Highlander Inn, Iowa City.

March 29—Holiday Inn, Red Oak.

April 3—Sportsmen Club, Oelwein.

April 4—Charlies Supper Club, Algona.

April 5—Lake Creek Country Club, Storm Lake.

KEOTA: Farmers Savings Bank here has received consent from the FDIC to exercise limited trust powers.

LAKE CITY: Jack Patrick has been named president and chief executive officer of the Lake City State Bank. He was formerly executive vice president of the First National Bank, Le Mars. The Lake City bank recently became an affiliate of Hawkeye Bancorporation.

Nebraska News

ASHLAND: Cheron Beran has been named president of the Ashland State Bank succeeding Marvin L. Killion. Mr. Beran joined the bank in November and has been

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associated with financial institutions in Creston, Iowa, Broken Bow and Hay Springs.

LINCOLN: An application by South Ridge Bank here for Federal deposit insurance has been approved by the FDIC.

NORTH BEND: Emil E. Wolf Jr., 61, president of the Platte Valley Bank here, died last month at his home. He was a prominent North Bend attorney and businessman and was president of Wolf Sand and Gravel Co. of Morse Bluff.

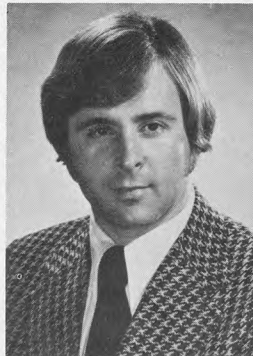
OMAHA: Bowman Capital Co. here has received consent from the

John Murano: BANKERS' BANKER

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Jerry Trudo
Asst. Vice President

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Federal Reserve to become a bank holding company by acquiring the First National Bank of Bowman, N.D.

TRENTON: Treleco, Inc. here has received consent from the Federal Reserve to become a bank holding company by acquiring additional voting shares of the State Bank of Trenton.

Illinois News

BUFFALO: Farmers State Bank of Buffalo has received consent from the FDIC to exercise limited trust powers.

GIBSON CITY: A charter has been issued to the Bank of Gibson City, junction of U.S. 54 and Illinois Routes 47 and 9 here. The state bank's total capitalization of \$1.2 million will consist of \$400,000 in capital stock, \$400,000 surplus and \$400,000 reserve for operating expense. There will be 40,000 shares of stock with a par value of \$10 each. The officers are Fred McCullough, president, and Lee Cordes, vice president and cashier.

JACKSONVILLE: The Federal Reserve Board has approved the application of Elliott State Bank here to merge with the First National Bank of Jacksonville under the emergency procedures of the Bank Merger Act. The present office of Elliott State will become a branch office of the resulting bank.

LEMONT: A charter has been issued to the Bank of Lemont, 1200 S. State St. here. The states bank's total capitalization of \$1,250,000 will consist of \$500,000 in capital stock, \$500,000 surplus and \$250,000 reserve for operating expense. There will be 50,000 shares of stock with a par value of \$10 each. The officers are Gary J. Leonardo, president; Seymour R. Goldgehn, vice president-secretary, and Keith Leonardo, cashier. The bank's application for Federal deposit insurance has been approved by the FDIC.

Minnesota News

BAUDETTE: Controlling interest in First National Bank and First National Agency of Baudette was sold March 9 by Harold Hanson, president, to Lowell Swenson and family of Thief River Falls. Mr. Swenson is vice chairman of Arctic Enterprises and will become president and chief executive officer of the bank, but will continue to reside in Thief River Falls. His son, David, will be a vice president of the bank and will live in Baudette. Mr. Hanson will be chairman and will continue active in the bank.

NEWPORT: Town and Country State Bank of Newport has received consent from the FDIC to establish a detached facility at the corner of

(Turn to page 5, please)



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NEW ISSUE

MOODY'S: "Aa"

\$635,000 CEDAR FALLS, IOWA General Obligation Bonds

Dated: March 1, 1979

Denomination: \$5,000

Both principal and semiannual interest (June 1 and December 1, first coupon due June 1, 1980) payable at the Office of the City Treasurer, Cedar Falls, 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>6.00%</u>			<u>5.35%</u>	
\$25,000 June 1, 1980	5.20		\$50,000 June 1, 1989	5.30
25,000 June 1, 1981	5.20		50,000 June 1, 1990	5.35
30,000 June 1, 1982	5.20		<u>5.40%</u>	
30,000 June 1, 1983	5.20		50,000 June 1, 1991	5.40
35,000 June 1, 1984	5.20		<u>5.45%</u>	
<u>5.35%</u>			55,000 June 1, 1992	5.45
35,000 June 1, 1985	5.25		<u>5.50%</u>	
40,000 June 1, 1986	5.25		55,000 June 1, 1993	5.50
45,000 June 1, 1987	5.25		<u>5.55%</u>	
50,000 June 1, 1988	5.25		60,000 June 1, 1994	5.55

LEGALITY TO BE APPROVED BY AHLERS, COONEY, DORWEILER, HAYNIE & SMITH, ATTORNEYS, DES MOINES, IOWA.

Cedar Falls is located in Black Hawk County in northeastern Iowa, approximately 100 miles northeast of Des Moines and directly adjacent to Waterloo. The City is known as one of the fastest growing cities in Iowa. The Census has been as follows: 1950 - 14,334; 1960 - 21,195; 1970 - 32,964 and 1979 estimate - 33,500. Cedar Falls is the home of the University of Northern Iowa, a four year liberal arts education college with an enrollment in excess of 10,000. Major industrial employers located in Cedar Falls include: Clay Equipment Co. (barn equipment); H & H Machine Tool (press and stamping work); Processess, Doerfer Div. (tools, dies and machines); Viking Pump Div., Houdaille Ind. (castings and pumps) and Wayne Engineering Corp. (hoists, cranes & bodies). Transportation is provided by three railroads, two U. S. highways, two Iowa highways and an excellent network of paved county roads. In addition, all the transportation facilities of Waterloo are available including two scheduled airlines. There are three banks in Cedar Falls with total deposits in excess of \$90,300,000.

These bonds are being issued pursuant to the provisions of Chapter 384, Code of Iowa, 1977, as amended, for the purpose of providing funds to pay the costs of construction of sanitary sewer improvements. In the opinion of counsel, these bonds are legal and binding general obligations of Cedar Falls, Iowa, 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

Actual and assessed value of taxable property, 1978	\$346,269,084
Direct debt, including this issue	5,155,000
Total direct and overlapping debt	8,635,350
Population, 1979 estimate: 33,500	
	Direct debt per capita: \$153.88
	Total debt per capita: 257.77

Tax collections have approximated 102% 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:

Report From State Legislatures

STATE legislatures throughout the nation are considering the usual mass of bills, and many of these touch directly on the banking business. A report on some of these bills follows:

Nebraska

A multibank holding company bill for Nebraska, LB 69, was advanced to the floor by a vote of 5-3 by the banking, commerce and insurance committee. It is opposed by the Nebraska Bankers Association and the Nebraska Independent Bankers. Presently, Northwest Bancorporation of Minneapolis is grandfathered in the state with its three banks in Omaha and one each in Norfolk and Hastings. The bill would permit Banco to expand by purchasing stock in other banks, and would allow other multibank holding companies to enter the state or be formed within the state.

The NBA supports LB 491 as a "compromise" measure. It would allow banks to have three detached facilities instead of the present two, and would make them full service facilities by allowing loans to be made at them.

Illinois

Two bills that would greatly liberalize banking activity in Illinois and concerned with electronic banking, are being sponsored in the Senate by Sen. Vince Demuzio (D., Carlinville), chairman of the Senate finance and credit regulations committee. Both bills are supported by the Illinois Bankers Association, which has a membership of more than 1,000 banks, and the Independent Community Banks in Illinois, whose members consist of more than 400 independent banks

statewide, almost all of whom are members of IBA.

Sen Demuzio's first bill is entitled "Electronic Fund Transfer Transmission Facility Act." It sets guidelines, defines functions permitted at POS machines and deployment of the machines. Ownership of a funds transfer corporation must consist of at least 200 banks, with no bank owning more than 1/2% of the corporation. It requires mandatory access to any transmission facility and each such facility must access no fewer than 100 banks in Illinois and may access any number of credit unions and s&ls. POS terminals may begin check guarantee function January 1, 1980, and other functions January 1, 1981. Only a funds transfer corporation may operate a switch.

The second bill authorizes banks to establish up to two automatic teller machines starting January 1, 1980. If they are more than 3,500 yards from the bank they must be shared with any other bank desiring to do so. Chicago banks may deploy theirs city-wide or five miles from the main office, whichever is greater. Banks outside Chicago may deploy theirs up to 25 miles from the main bank and they must be shared with other banks.

Colorado

The Colorado Bankers Association bill that would define the banking business in Colorado awaits a hearing in the House. It was drawn up after the CBA's unsuccessful fight to bar Merrill Lynch, Pierce, Fenner & Smith from operating its Cash Management Account in Colorado, maintaining it was in the banking business without a charter.

Another Colorado bill to expand the detached facility law has been voted out of the Senate business affairs committee and is awaiting second reading in the Senate. It would allow any bank three detached facilities, with only one being opened per year. In Denver, the facilities would be limited to a distance of three miles from the main bank; however, this was amended in the Senate to include any Standard Metropolitan Statistical Area. This would then include cities like Colorado Springs, Pueblo, etc. Banks outside a SMSA could operate their facilities anywhere in the county.

North Dakota

A bill to allow North Dakota banks to make loans at detached facilities was defeated on the floor of the House after

being voted out of committee on a vote of 8-6.

Three interest rate bills were passed by the Senate and came out of House committees with strong support. They will probably be debated today (Monday) on the House floor. The first raises the usury rate from 9 1/2% to 12%; the second raises the instalment rate from 12% to 15%; the third rewrites the Instalment Sales Act to change from add-on to simple interest, with a rate of 18% across the board.

Adjournment is expected March 23. The North Dakota legislature will not meet again until January, 1981.

Iowa

The House last week was debating legislation that combined the subject of share draft authority for credit unions and the maximum allowable mortgage interest rate into one bill. The Senate had passed such a bill and it gave share draft authority to the credit unions. It basically continues the temporary law passed by the last legislature which allows the usury ceiling to float two percentage points above the interest rate on 10-year government bonds and notes. The Senate version also allows lenders to charge one point on mortgages.

In its debate last week, the House approved share drafts 95-1, then on the mortgage issue rejected the Senate portion permitting a one point charge. The vote was 88-8. An amendment to the Senate bill by the House commerce committee changed that by exempting the first \$12,500 from point charge. This was finally supported by the Iowa Bankers Association in a compromise. Debate continued on the bill late last week.

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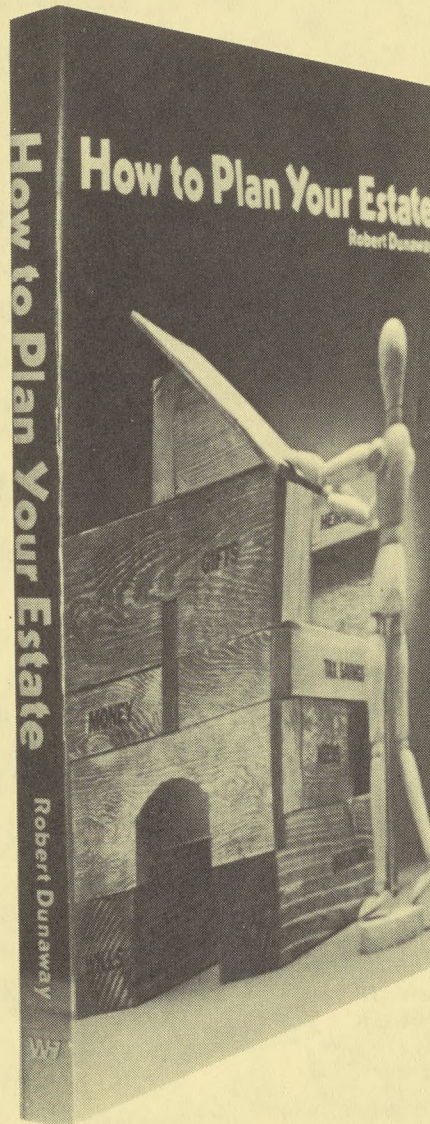
What: name of secured party
When: the date the loan was filed with the Secretary of State

Where: location where loan made

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Inflation has created major estate planning problems for most farm families. Continued inflation which seems likely, will make the problem even greater.

At long last, there is an understandable book explaining estate planning in language that anyone can understand.

HOW TO PLAN YOUR ESTATE was written with your needs in mind. It's author, Robert M. Dunaway is founder and editor of Farm Tax Saver, a monthly national newsletter that gives income tax and estate planning tips. He is also tax editor for Farm Progress Publications - of Indiana Prairie Farmer, Prairie Farmer, Wallaces Farmer, and Wisconsin Agriculturist.

His readers have written that his legal and legislative updates have saved them thousands of tax dollars. The accuracy and helpfulness of Dunaway's articles were also recognized with a Meritorious Public Service Award given to Wallaces Farmer by the Internal Revenue Service.

While researching numerous income tax and estate planning articles during those years for the magazines, he saw the lack of practical and accurate interpretations on these subjects. To fill that gap, he founded Farm Tax Saver and wrote **How To Plan Your Estate**.

In 1978, Dunaway successfully completed the Advanced Estate Planning course offered by The American College. Also that year, he was invited by the IRS to present ideas on how to improve their tax forms.

Through his experiences in writing numerous articles and consulting with farmers and businessmen on estate planning, Dunaway has gathered practical information into book form.

HOW TO PLAN YOUR ESTATE is 160 pages of jammed packed information on every phase of estate planning.

- ✓ It takes you from the first steps in estate planning through transfer taxes, income tax angles, property ownership, private annuity, planning for retirement and planning ahead.
- ✓ His book takes you logically and easily from the first steps of deciding what you want through examining alternatives for achieving your goals.
- ✓ It's complete and up-to-date including revisions from the legislation of late 1978. Special worksheets help you estimate taxes in complete privacy.
- ✓ With **How to Plan Your Estate** you can stop worrying about trust, marital deductions, and other unfamiliar terms. They are set out in an easy to understand manner that lets you choose what's best for your situation.
- ✓ No book on estate planning is able to do the entire job for you. That requires personal information which you alone can provide along with the help of an attorney, accountant or tax man, banker, and perhaps insurance expert.
- ✓ But **HOW TO PLAN YOUR ESTATE** provides in advance the information you'll need to stay in command of the estate planning process. Then you can take full advantage of that help from the others on your estate planning team.
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MINNESOTA NEWS . . .
(Continued from page 2)

Valley Creek Road and Woodland Drive in Woodbury.

RED LAKE FALLS: Red Lake County State Bank has received consent from the FDIC to establish a detached facility at Garfield and First Street South in Mentor.

ST. PAUL: Eastern Heights State Bank of St. Paul has received consent from the FDIC to establish a detached facility at the corner of Valley Creek Road and Bielenberg Road in Woodbury.

Colorado News

ARVADA: Glenn Heuer has been named assistant vice president of the instalment loan department at Northwest State Bank here.

DENVER: Don Carney has been elected chairman of the board of Lakeside National Bank. The bank also announced that Paul Hutt, commercial loan officer, and James Reese, director of personnel, have been named assistant vice president.

DENVER: William C. Story has been appointed vice president of corporate planning at American National Bank. Michael V. Grady was named assistant vice president of corporate planning.

DENVER: Armand Carabello Jr. and Jerry W. Keel have been elected officers at Central Bank of Denver. Mr. Carabello is a collection officer in the consumer sales division.

Montana News

BILLINGS: Security BancShares of Montana, Inc. here has received consent from the Federal Reserve Board to acquire the Rimrock Bank of Billings.

BILLINGS: First Citizens Bank here has received consent from the FDIC to change the location of its main office from 2659 to 2810 First Avenue North.

North Dakota News

The Ramada Inn in Minot will be the site of the North Dakota Bankers Association Consumer Credit Conference March 22-23. Guest speakers will include Thomas F. Kelsch, NDBA general counsel and legislative lobbyist, Bismarck; Chuck Tomhave, vice president and general manager, Red River Collections, Inc., Fargo; Harold Helferich, president, Capital Credit Union, Bismarck; Dan Baker, Bulverde, Tex., and Timothy D. Marrinan, associate general counsel, First Bank System, Inc., Minneapolis.

FARGO: C. S. Miller has been named president and chief executive officer of the Fargo National Bank & Trust Co. He has been with the bank since 1946, has been a director since 1967, and chairman of the board since 1977. He previously was president from 1974-1976.

FARGO: Wayne C. Leiner has been elected a senior vice president of the Dakota National Bank & Trust Co. of Fargo. Mr. Leiner was most recently senior vice president of the Northwestern National Bank of Great Falls, Mont.

GRAFTON: Walsh County Bank & Trust Co. here has received consent from the FDIC to exercise limited trust powers.

MINOT: American Bank and Trust Co. has increased its capital and surplus accounts from \$2 million to \$2.5 million by stock dividend.

Wyoming News

CASPER: Roger R. Viets has been



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elected senior vice president and senior trust officer at Wyoming National Bank of Casper. He replaces Charles A. Wendtland who recently resigned for health reasons.

JACKSON: Jo Thomas has been elected executive secretary and loan operations officer at the First Wyoming Bank, N. A. - Jackson Hole. She joined the bank in 1974.

RAWLINS: Robert W. Pappenheim has been named president of the First Wyoming Bank, N. A. - Rawlins succeeding Dave Fleming, who is now president of the American State Bank in Olivia, Minn. Mr. Pappenheim was formerly executive vice president at the First National Bank of Lander.

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TRUST OFFICER WANTED

To head \$30 million rapidly growing department. Experience in defined contribution pensions desired; J.D. degree preferred; accounting background helpful. Compensation commensurate with qualifications. Write file DBC, c/o Northwestern Banker.

POSITION AVAILABLE

\$28 million Western Nebraska bank needs instalment loan officer. Prefer 1 to 2 years experience. Write file CBQ, c/o Northwestern Banker.

POSITION AVAILABLE

Have position available for experienced officer, both instalment and commercial lending. Western Nebraska bank. Write file CBR, c/o Northwestern Banker.

POSITION AVAILABLE

\$27 Million South Central Iowa - Instalment Loan Manager, Prefer 1 - 2 years experience. Contact B.B. Cross, President (515) 774-2176.

POSITION AVAILABLE

Rural Bank in Siouxland area seeks second man. Lending experience desirable. Write P.O. Box 3248, Sioux City, Iowa 51101.

POSITION AVAILABLE

Rapidly growing 10M bank in central Nebraska is seeking president—chief executive officer. Applicant should possess strong commercial background, trust exposure and excellent business development capabilities. Write file CBW, c/o Northwestern Banker.

POSITION AVAILABLE

18 million livestock bank in Nebraska Sandhills has opening for an agri loan officer. Some instalment lending and operations knowledge helpful. Excellent opportunity to gain broad lending and banking experience. Contact: R. K. McEvoy, Pres., Bank of Burwell, Burwell, Neb. 68823. Ph. 308-346-4700.

POSITION AVAILABLE

Immediate opening for agricultural loan officer in an aggressive agriculture bank. Strong ag background, 2-3 year ag lending experience. Excellent opportunity. Jackson State Bank and Trust Co., 120 South Main, Maquoketa, Iowa 52060. Phone (319) 652-2487

POSITION AVAILABLE

Financial Research Associates, the consulting division of Bank Building Corporation, has an opportunity for an individual with a strong background in banking operations/administration. Must be capable of performing operational audits and effectively presenting developed information to our financial clients. This position offers an attractive compensation plan including a full scope of benefits. Please send complete resume detailing education, work experience and income history to: G. Wall, Bank Building Corporation, 1130 Hampton Avenue, St. Louis, Missouri 63139.
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POSITION AVAILABLE

EXCELLENT POSITION for ambitious person. 90M bank in NE Iowa is seeking a branch manager. Operations and instalment lending experience needed; salary commensurate with qualifications. Contact Elaine Anderson, V.P., Peoples Bank & Trust Co., Box 360, Waterloo, Iowa 50704.

POSITION AVAILABLE

Commercial Loan Officer experienced in all phases of commercial lending. Excellent opportunity in suburban Des Moines bank. Call Mrs. Huston at (515) 279-3693 for appointment or write P.O. Box 2098, Des Moines, Iowa 50310.

POSITION WANTED

Second man. Agricultural loan in Rural Midwestern Bank. Experience in operations, commercial, instalment loans, real estate (broker), and insurance, M.S. degree in agriculture, attended several banking schools. Write File DBA, c/o Northwestern Banker.

POSITION WANTED

Loan Officer, 25 years experience, all phases of banking, seeks new position in Iowa. Contact Norm Rossow, 911 Valley View Drive, Ida Grove, Iowa 51455. Telephone (712) 364-3426.

POSITION WANTED

CPA with seven years experience, including three with Big Eight firm, desires career in banking. Has significant bank audit experience as well as previous bank employment. Write file DBD c/o Northwestern Banker.

POSITION WANTED

Young man, single, looking for a job in rural bank. Will have finished 1 year Bank related course May 15th. Willing to start at the bottom. Write file DBC, c/o Northwestern Banker.

POSITION WANTED

Experienced Cashier with over seven years in bank operations seeks position in Iowa bank providing opportunity to gain experience in ag lending. Write file DBB, c/o Northwestern Banker.



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Two Burroughs S100 proof machines—single pocket. (319) 291-5412.

FOR SALE

Mosler Vault door, Model #13, standard size 32X78 four years old. Excellent condition. Call (515) 456-2559 attention: M.D. Ackerman, Hampton State Bank, Hampton Iowa.

FOR SALE

Two model L3000 Burroughs accounting machines with available A562 punch tape attachments. Good operating condition. Farmers State Bank, Box 31, Winner, South Dakota 57580, 605-842-1313.

FOR SALE

12-NCR 279-200 online or offline teller terminals. Never put into service. Investment tax credit available. Available immediately. \$2700.00 each or best offer. Call (512) 836-5865.

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PARTIAL LIST OF AVAILABLE POSITIONS

INSTALMENT OFFICE - 2 yrs exp needed. Be resp for all phases of the lending process. Will interview clients, make credit decisions and handle collections. Also some floor planning. Salary \$16,000.

CONTROLLER/HEAD CASHIER - Responsibilities are extensive. Must be strong in gen acctg, cashiering & all areas of operations. Bank is looking for 5 yrs exp. Salary mid \$20's.

LOAN OFFICER - Exp needed for excellent opening with west la bank. Lending mainly in commercial with strong emphasis on small businesses. Salary \$16,000.

COMMERCIAL LOAN OFFICER - Outstanding oppty. Must have extensive commercial exp. Successful applicant will be groomed for top mgmt. Salary \$35,000.

CASHIER - Rural bank in comfortable community located close to major economic center. Oppty to become integral part of mgmt team. Salary \$16,000.

AGRI LENDER - Looking for 3 yrs lending exp in the ag area. Must have ability to generate new business. 100 MM+ bank in northern Ia. Salary mid teens.

FOR FURTHER INFORMATION
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Des Moines, IA 50309
(515) 244-4414

FOR SALE

NCR 482 Mechanical Proof Sorter. Good condition. Write or call Allan R. Thoren at First Northwestern National Bank of Ely, P.O. Box 329, Ely, Minnesota 55731. Phone (218) 365-3121.

FOR SALE

7-NCR teller machines. 5 years old, excellent condition, 30 day guarantee. \$745.00 each. Call (512) 837-6783.

FOR SALE

Brandt Model 740 coin packager with crimper model 760 and stand. Available May 15th \$250.00. Brenton First National Bank (319) 326-4001 ext. 30.

FOR SALE

Semi-portable drive-up window building, size; approx. 6' wide, 10' long and 10' high. Complete with Mosler window and work counter, completely insulated with heat and air conditioning unit, ready for use. Contact Don Gates, Farmers Savings Bank, Traer, Iowa 50675 (319) 478-2148.

POSITIONS AVAILABLE

AUDIT—200MM bank in western state. Degree with trust and D.P. audit experience necessary\$25,000

SECOND OFFICER—35MM suburban bank. Five or more years commercial loan background required.\$26,000

LOAN OFFICER—Missouri resort area. Position requires consumer and real estate lending skills\$20,000

OPERATIONS—Rural Iowa bank. Will assume position of Cashier with opportunity for future advancement. Farm background necessary\$18,000

INSTALMENT LOAN—Several attractive positions available in midwestern states for officers with 3-5 years consumer loan background.\$14-\$18,000

R.E. LOAN—Must be qualified FNMA underwriter. Prefer secondary market experience \$25,000

EXEC. VICE PRESIDENT—Western state. Heavy commercial and agri loan experience with ability to administer portfolio including R.E.\$30,000

TRUST—Law degree preferred but not required. Position available in Midwestern states\$25,000

Many other positions available for senior and junior officers. Resume and salary history requested.

TOM HAGAN & ASSOCIATES

Linda Blue Smith, President
P.O. Box 12346 - 208 E. 18th Ave.
N.K.C., Mo. 64116 (816) 474-6874

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