

NORTHWESTERN Banker Newsletter

Vol. 8 No. 29

Des Moines, Iowa

November 12, 1979

House-Senate Set Showdown on Reg Q

POLITICAL maneuvering was pursued by House banking leaders last week as they looked ahead to a conference committee with the Senate to resolve differences in the two banking bills passed in recent days. Under the weekly suspension of rules last Wednesday, Rep. Henry Reuss (D-Wis.), chairman of the House Banking Committee, solidified the House position on H.R. 7 (Federal Reserve Bill) and its NOW account legislation approved September 11 by a 367-39 vote. This approach omits any reference to Reg Q.

The matter of Reg Q is central to the Senate's Proxmire-Cranston bill (S. 1347), since it would phase up interest rate ceilings over a 10-year period until ceilings are high enough that they make rates competitive for all financial institutions. The Senate bill also restores all automatic transfer accounts that would expire December 31 under a Court of Appeals ruling last March, and would make NOWs nationwide, except for California. Other changes in financial structure would give additional advantages to s&ls and credit unions and simplifies Truth-in-Lending. The Senate bill is backed by the ABA, since it deals directly with the crucial matter today of interest rates governing savings.

The Senate bill omits any reference to the Federal Reserve issue, which is being taken up separately.

So, with the Senate bill pushing for Reg Q reform, and the House bill pushing for Fed action, a confrontation at the conference committee table is certain. As of last week, no date had been agreed upon for that important meeting.

The Senate Banking Committee took up discussion last Wednesday morning on the Fed issue. When a straw vote of the committee showed members voting for Senator John Tower's (R-Tex.) bill instead of the one proposed by Committee Chairman William Proxmire (D-Wis.), Sen. Proxmire immediately adjourned the meeting. It was not indicated when it would be reconvened.

Meanwhile, ABA leaders felt the public should be encouraged to have its voice heard on the interest rate situation in Washington. As a result, ABA has prepared a newspaper ad that was to be placed in daily papers in Boston, Washington, Milwaukee and Chicago, and sent camera-ready art to all state associations, urging them to place the ad in leading local papers. The ad explains the federal restrictions placed on financial institutions' ability to pay a full savings rate, explains the rate differential, and encourages readers to contact their Congressmen immediately with support for changing the Reg Q regulations.

Camera-ready, full size newspaper page reproductions (13"x20") of

the ad were received by the state associations late last week. A half-size reproduction of the ad appears on an inside page of this issue of the Weekly Newsletter.

ABA President C. C. Hope addressed a letter to presidents of all member banks and enclosed a copy of the ad with the request that it be displayed to employees and directors, encouraging them also to express their personal feelings to their Congressmen regarding the issue. □

Prime Rate Goes to 15½ %

Chase Manhattan Bank, N.A., New York, advanced the prime rate to a record 15½ % last week, and other major banks were expected to follow.

Fed Official to Join IBAA Washington Office

Kenneth A. Guenther, 43, currently assistant to Federal Reserve Board Chairman Paul A. Volcker, will leave that position December 3 to become manager of the Washington office of the Independent Bankers Association of America.

An earlier date for the transition was delayed at the request of Mr. Volcker because of important Fed membership legislation now underway. Mr. Guenther is slated to succeed Howard Bell, IBAA executive director, when Mr. Bell becomes eligible for retirement at the end of 1981.

Correspond with the bank that can give you

**a lot of help for
your money.**



**IOWA-
Des Moines**
NATIONAL BANK

Member FDIC

An Affiliate of Northwest Bancorporation



George Milligan 1-800-362-2514

Iowa News

Iowa Independent Bankers will sponsor a seminar entitled "Practical Ways to Protect Your Assets" on Wednesday, November 28, at the Hotel Savery in Des Moines with registration beginning at 9 a.m.

Opening speakers Richard H. Buenneke and Charles L. Ryan will discuss Preparing a Bank for Sale—How to Sell—When to Sell. Speaking on Some Often Overlooked Estate Planning Alternatives will be Joe D. Young.

The afternoon sessions will feature a panel discussion, an open session and separate sessions with the morning speakers. Adjournment will be at 3:30 p.m.

COUNCIL BLUFFS: State Bank & Trust will host a reception November 14 to celebrate the opening of the new bank headquarters located at Broadway and 4th Street here.

DECORAH: The Decorah State Bank has increased its common capital from \$500,000 to \$1 million by a stock dividend.

DELHI: John H. Bauch, a prominent Traer attorney, has purchased controlling interest in the Delhi Savings Bank from A. J. Schmidt, president. Mr. Bauch has retained William J. Beohm, president of the Tama State Bank, to manage the Delhi bank. Mr. Beohm will serve as executive vice president at Delhi and continues as active president at

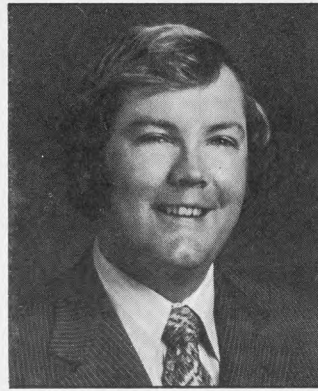
For availability of funds, knowledgeable people and professional service, call our correspondent bank department.

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

"C"
**Central National Bank
& Trust Company**

LOCUST AT 6TH/DES MOINES, IA 50309
MEMBER FDIC

AFFILIATED WITH CENTRAL NATIONAL BANCSHARES, INC.



We're Committed.

For ag overlines, data processing, investment services and all your correspondent banking needs, think of your Security Banker. We're committed to helping you!

Wayne Johnson
Senior Correspondent Banking
Officer 712/277-6526



SECURITY NATIONAL BANK

SIoux CITY, IOWA 51101 MEMBER FD.I.C.

© 1979 SNB

Tama. Other personnel at Delhi will continue with the bank.

MARSHALLTOWN: Ronald E. Fenton, president of Security Savings Bank of Marshalltown, and Lavera M. Boll, president of State Bank of Gladbrook, have announced their respective boards have agreed to a merger plan. Under the terms the State Bank would become the Gladbrook office of Security Savings Bank, which would be the surviving corporation. The merger is subject to the approval of bank shareholders and regulatory authorities. As of June 30 the deposits of Security Bank and State Bank totaled \$81,799,439, and \$1,902,531 respectively.

MAXWELL: Ernest J. Travis has been appointed chairman of the Maxwell State Bank. Morgan D. Monroe, who has been executive vice president since joining the bank last March, has been promoted to president.

SUMNER: Reid C. Giese, president of The First National Bank of Sumner, has announced his intention to sell his controlling interest in the bank to Russell S. Howard Jr., and others, subject to approval of the Comptroller of the Currency. Mr. Giese will remain with the bank on a consulting basis. All other personnel will continue with the bank in their present positions.

Nebraska News

HARRISON: Charles R. Leffler is heading a group purchasing the Sioux National Bank here from Ted King, who is retiring from the bank to devote full time to his other interests, including a large ranch. Mr. King was president and director for many years. Mr. Leffler will be elected chairman of Sioux National and other personnel will continue in their positions at the bank. Mr. Leffler also will become chairman of The Swanton Bank at Swanton, where

his son, Charles R. Leffler Jr., is president and chief executive officer. The senior Leffler recently announced his resignation as vice president and head of the correspondent bank department at First National Bank of Lincoln, effective January 1, 1980.

NELIGH: The state director of banking and finance has denied a charter application by organizers of the proposed Antelope County State Bank to be located at 106 W. Fourth St. in Neligh.

OMAHA: Peter Zandbergen has been named vice president for commercial loans and bank marketing at First Westroads Bank. Dane Erichsen was named cashier and Susan Hoefler and Robert Auerbach were appointed assistant cashier.

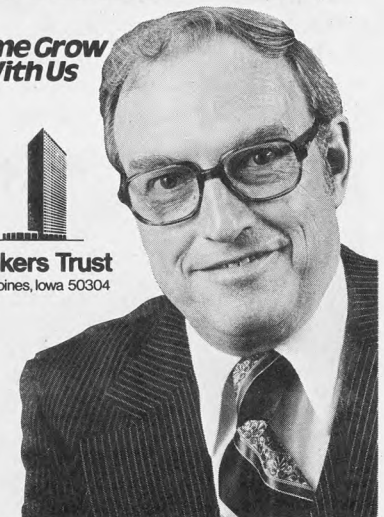
Minnesota News

EDINA: William P. Garber has

**Ben
Eilders:
BANKERS'
BANKER**

**Come Grow
With Us**

Bankers Trust
Des Moines, Iowa 50304



1/2 Price Introductory Offer 3 months for Iowa Bankers on the Crop Lien Report

Iowa Public Records Search, Inc.		MEMBER	
BOX 6129 EAST DES MOINES STATION		Page _____	
DES MOINES, IOWA 50309		TELEPHONE: (515) 244-2463	County _____
Inst. No. Date Filed Hour Filed	Debtor(s) Name and Address(es) Name(s) of Party(ies) Signing	Secured Party(ies) and Address(es) Assignee (if any) and Address	

CROP LIEN REPORT

Who: names of all producers against whom crop liens are filed during the period

What: name of secured party

When: the date the loan was filed with Secretary of State

Where: location of producer's residence

Bulletin subscription rates: \$8.50 monthly
(issued twice monthly)

Additional services available upon request, including telephone searches for UCC crop liens, federal and state tax liens, judgments, and corporate information.

Call: 515/244-2463
Iowa Public Records
Search, Inc.

Please start my subscription at the 1/2 Price rate.
_____ counties.

Name _____

Address _____

City _____ State _____ Zip _____

Officer Signature _____

Reprinted from:

PAGE #3, BULLETIN #15, OCTOBER 17, 1979, IOWA GRAIN AND FEED ASSOCIATION

DON'T PAY FOR GRAIN TWICE Most buyers of goods are protected under the Uniform Commercial Code (UCC) even though a secured party has a perfected security interest (a recorded lien) in the goods and the buyer knows of the interest.

This is not true in the purchase of "farm products from a person engaged in farming operations;" i.e., when you pay a farmer for farm products, if there is a lien on those products, you may have to pay the lienholder again. (See Grain & Feed Review, January-February, 1978). Section 554.9307 provides "ordinary course of business" protection to some purchasers but not to purchasers of farm products.

All perfected security interests in grain are required to be filed in the UCC Division of the Secretary of State in Des Moines. (Some old interests arising in 1975 may still be recorded in the County Recorder's Office in the county of the debtor's residence).

To determine whether there is a perfected security interest in grain to be purchased, you must check the name of the proposed seller in the records of the UCC Division of the office of the Secretary of State and the office of the County Recorder (the latter office only until January, 1980).

A purchaser of grain may check the records himself, he can contact the Secretary of State who will certify his records for a statutory fee, or he can call Iowa Public Records Search, Inc., will will search the records for him for a fee. For information on the service, you can call 515/244-2463 or write Iowa Public Records Search, Inc., P.O.Box 6129, East Des Moines Station, Des Moines, Iowa 50309.

In addition, a Crop Lien Report is published by Iowa Public Records Search, Inc., which lists all of the current filings by farmers on crops in the local trade area. This Report will provide information on current filings by prospective customers; but to avoid buying grain subject to a perfected lien, a check of the records is necessary.

FOR SALE Feed business in north central Iowa - located in an important hog and cattle area. Feeds and animal health products, plus expanding livestock equipment and building lines. Grind and mix and grain banking facilities. Contact S-258, Iowa Grain and Feed Association, 320 Shops Building, Des Moines, Iowa 50309, Ph. 515/283-0431.

POSITION WANTED Former grain elevator manager with 30 years experience (including 15 with major feed company) desires elevator management position. Available October 1st. Contact: PW-255, IGFA, 320 Shops Bldg., Des Moines, Iowa 50309. Ph. 515/283-0431.

POSITION WANTED Experienced man with 23 years of ag chemical and fertilizer sales, desires ag sales position in S.W. Iowa. Will consider working on 10-month basis. Contact: PW-256, IGFA, 320 Shops Bldg., Des Moines, Iowa 50309. Ph. 515/283-0431.

FOR SALE South-Central Iowa elevator on Rock Island. Going feed, seed and fertilizer business. Contact: S-257, IGFA, 320 Shops Building, Des Moines, Iowa 50309. Ph. 515/283-0431.

FOR SALE NW Iowa feed and grain business on ICG. Good feed business in good livestock area. 250,000 bu. capacity. Contract terms possible. Write S-256, IGFA, 320 Shops Bldg., Des Moines, Iowa 50309. Ph. 515/283-0431.

FOR SALE Establsihed country elevator in southeast Iowa. Going feed and seed business with good potential. Selling due to health. Contact: S-252, IGFA, 320 Shops Building, Des Moines, Iowa 50309. Ph. 515/283-0431.

FOR SALE Country elevator in S.W. Iowa. 338,000 bu. storage on Burlington. Contact: S-255, IGFA, 320 Shops Bldg., Des Moines, Iowa 50309. Ph. 515/283-0431.



If you're bent out of shape
by the low ceiling
on your savings interest rate,
you don't have to take it anymore.
**NOT IF YOU GET CONGRESS TO ACT
NOW**

In a matter of weeks, members of the Senate and House will be holding a final meeting to decide the fate of the rate of interest on your savings. They will be finishing a bill many people call the "Small Savers Equity Act."

There exists, however, a difference of opinion as to just what this bill should accomplish. If one side gets its way, the "Small Savers Equity Act" will have some real guts to it. The unreasonably low ceiling on your savings interest will begin to be phased out to let competition set the rate. But if the opposing side gets its way, the interest rate ceiling will remain. The law that is presently restricting higher earnings on your savings (Interest Rate Control Act of 1966/Regulation Q) will be left on the books.

What does all this mean to you? It means if you have a savings account, you are being crushed by government regulation. With inflation at 13%, the law limits your day-to-day savings interest to less than half of that. Regulation Q has cost savers an estimated \$42 billion in lost interest since 1968.

Knowing this, there are still some savings organizations that want to keep your interest rates down. They say the way to get you more money for your savings is through tax relief.

Now tax relief is a good idea and we are in favor of it. It would give a modest tax break to savers. But considering the need to stop inflation and balance the Federal Budget, the question of tax relief for the saver must be considered in overall tax reform.

The real issue now before Congress, and the one that can benefit you most, is the removal of the law that regulates your savings interest rate.

Why are we for this bill? We are America's FULL SERVICE BANKS who want to end Federal discrimination against the savers who have their savings accounts in our banks. We are for fair and equal competition in the money marketplace, and we believe this bill will start to give everyone a fair return on their savings.

We are in good company. A strong "Small Savers Equity Act" is supported by the American Association of Retired Persons, the White House, and all key federal agencies.

What can you do? Help us tell Congress you want a strong "Small Savers Equity Act." Three administrations have tried to get this bill through Congress and have failed because special interest lobbies have blocked it. But with enough support from people like you, Congress will surely vote the right way. So rise to the occasion. Do something to get what you deserve for your savings dollars. You don't have to take it anymore.

Write your U.S. Senators and your Congressman to phase out Regulation Q (Congressional Bill H.R. 4986).

U.S. Senate, Washington, D.C. 20510
U.S. House of Representatives,
Washington, D.C. 20515

AMERICAN BANKERS ASSOCIATION
1120 Connecticut Avenue, N.W.
Washington, D.C. 20036

Suggested newspaper full page ad
[appears here half-size] as noted in

story Page 3ER
https://fraser.stlouisfed.org
Federal Reserve Bank of St. Louis

© 1979 American Bankers Association

Supplement To Northwestern Banker Newsletter 11-12-79

to
grow
on



UNITED MISSOURI BANK OF KANSAS CITY, N.A.

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

Member FDIC

been named an assistant vice president at First Bank Edina. Steven Hatzung has been elected personal banking officer, and Brad J. Wivell elected sales finance officer.

HOPKINS: Ann Carr has joined Northwestern National BankWest here as director of communications. Most recently she served as manager of employe relations in the Banco corporate office.

JACKSON: Charles Cuykendall has joined the First National Bank in Jackson as cashier. A New York native, he succeeds Harry W. Berner who will retire as vice president and cashier effective November 23.

Illinois News

PEORIA: J. Bryce Hessing has joined University National Bank of Peoria as executive vice president. He formerly was president and cashier of First Security Bank in Mackinaw.

North Dakota News

The 18th annual Agricultural Credit Conference of the North Dakota Bankers Association will be held November 28-29 at the Ramada Inn in Jamestown.

The conference will begin with social activities scheduled for Wed-

nesday evening, followed by a full program of meetings on Thursday and concluding with a banquet Thursday evening. Speakers will address a variety of agri-business related topics. Advance registration is requested by November 16.

South Dakota News

BIG STONE CITY: Ray Nelson will retire as president and chief executive officer of the Big Stone State Bank effective December 1. He will be succeeded by Ralph Ramsey who is currently vice president and cashier of the Dakota State Bank in Milbank.

PIERRE: Glen F. Ritterbusch has been appointed director of banking and finance for the State of South Dakota succeeding Walt E. Wintrode. Mr. Ritterbusch has over 25 years of experience as a bank officer in South Dakota, Wyoming, Montana and Nebraska and most recently was vice president, commercial loans, at the United National Bank of Libby, Mont.

Colorado News

DENVER: Donald A. Ferguson has been appointed vice president and trust officer at Colorado National Bank. Robert M. (Rod) Shattuck has been promoted to vice president of commercial loans.

GRAND JUNCTION: Colorado National Bankshares, Inc. has received consent from the Federal Reserve Bank of Kansas City to acquire all of the outstanding shares of the Bank of Orchard Mesa here. Orchard Mesa, which opened in 1975, has assets of \$18 million. The transaction will be finalized November 15.

Montana News

Douglas L. Lott has been elected president and a director of the Blaine Bank of Montana, Chinook, effective December 1 to succeed Fred H. Mielke. Mr. Mielke will transfer to Citizens Bank of Montana, Havre, as vice president in the commercial and agricultural loan department for personal health reasons.



ASK MARK CHRISTEN

to make MNB
work for you.

Toll free
1-800-332-5991

Merchants
National Bank 
Member F.D.I.C. A 'BANKS OF IOWA' BANK

Mr. Lott, currently president of Farmers-Merchants Bank of Montana, Rudyard, will be succeeded in that position December 1 by Howard C. Torgerson, presently vice president and cashier of Liberty Bank of Montana, Chester.

BILLINGS: An application by the Pioneer Bank here for Federal deposit insurance has been approved by the FDIC. The bank's total capital accounts are \$1 million.

Wyoming News

CASPER: Vi McKinney has been named marketing representative for the First National Bank of Casper to handle customer contact and public relations.

LUSK: Lee R. Denny has been promoted to vice president at First Wyoming Bank here. He joined the bank in 1977 and has served as loan officer and assistant cashier.

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.

Add Experience, Reliability And Creditability To Your:

- Charter and branch feasibility studies and applications
- Protests of charter and branch applications
- Expert witness

Personnel Services & Economic Analysis

**Clois
Coon
&
Associates**

**Management
Services &
Consulting**

**658 North 13th Street
Blair, Nebraska 68008
(402) 426-5150 (24 HRS)**

FREE JOB LISTING

Get your **FREE** listing of banking, other credit, agri-business and farm related positions employers are paying us to fill nationwide.

Also, for employers a **FREE** listing of screened candidates currently available. Since 1968 . . . now 14 recruiters.

Call or write Linda, our banking and credit specialist, for your **FREE** listing of what's available.

agRICAREERS, INC.
AGRICULTURAL PERSONNEL RECRUITERS
(515)394-3145 New Hampton, IA 50659

WANT ADS

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

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

FOR SALE

Burroughs F3050 Posting Machine. LeFebure Fire Resistor File. Double thick steel walls; 2" thick asbestos insulated. Meets insurance, accounts receivable, discount requirements. 54" long, 40½" high, 30" wide. Call Raymond Graalfs, (712)323-7521, at State Bank & Trust, Council Bluffs, Ia. (FS)

11 Burroughs Model No. 1010361 teller machines and 10 Burroughs Model No. 1010381 teller machines. Contact Andrew Kobs at First National Bank, Fort Dodge, Ia. (515)576-6811. (FS)

5 Burroughs TT102 with 8 custom prom chips on-line or off-line teller machines. Excellent condition; previously on maintenance contract. Cost new \$3,300; will sell for \$1,600 each. Call (512)836-5864. (FS)

6 NCR 1550 electronic teller machines. \$925 each. Call (512)836-5865. (FS)

Burroughs L8500 with 2 cassettes, mag. ledger feature. Excellent condition. Acceptable for Burroughs maintenance. Complete set of bank programs available. \$8,175 or best offer. Call (512)837-6783. (FS)

5 NCR full-key adders. \$285 each. Call (512)836-5864. (FS)

Burroughs L9500 mini-computer with low usage. Under Burroughs maintenance contract. Bank programs available. \$8,500. Call (512)837-6783. (FS)

12x40 Hillcrest mobile home remodeled for use as temporary bank. Fitted with drive-up window, lobby area, night drop, full alarm system, furnace and air conditioning. Currently in use at National Bank of Waterloo, Iowa. Available about 1/1/80. For further information call Mr. Wackerbarth, (319)291-5429. (FS)

Burroughs S-200 13-pocket proof machine. Call D. Bauer at (406)862-3535. (FS)

Electronic Terminal Insurance Policy

1. Provides coverage for the Terminal
2. Provides coverage for the Bank Customer
3. Provides coverage for the Bank
4. Broadest coverage available

**AUTOMATED SYSTEMS
OF IOWA, INC.**

301 N. Ankeny Blvd., Suite 220
Ankeny, Ia 50021 515-964-1358

Holder and Associates

Bank Consultants

Specializing in Bank Acquisitions

515-232-0814

P.O. Box 450 405 Main Ames, Iowa 50010

DONALD E. HOLDER, Principal

SERVING PROFESSIONALLY

**Banking, Financial & Business Personnel
Iowa and Nationwide**

CAPITAL PERSONNEL SERVICE

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

POSITION WANTED

Installment Loan Manager. Opening in northern Illinois bank. Must be able to supervise \$5 million department and be experienced in collections and new business development. Write file IBD, c/o Northwestern Banker. (PA)

Attorney, with five years experience, excellent background and member of Iowa Bank, seeks trust position with growing bank. Contact Malcolm Freeland, c/o Northwestern Banker. (PW)

C.E.O., with excellent administrative and commercial lending background, seeks new opportunity in central or southern Iowa. Contact Malcolm Freeland, c/o Northwestern Banker. (PW)

Commercial loan officer, under 45 with excellent experience and banking background, seeks new opportunity in Iowa or Nebraska bank. Contact Malcolm Freeland, c/o Northwestern Banker. (PW)



BANKERS PARTICIPATING

LeasePlan, Inc.

545 - 31st Street Des Moines, Iowa 50312

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

- I would like to sell my majority bank stock.
- I would like to buy majority bank stock.

Please Contact: J. Mason Henry

Charles E. Walters Co., Inc.

P.O. Box 1313, Omaha, Nebraska 68101
Phone: (402)553-6400

PARTIAL LIST OF AVAILABLE POSITIONS

CASHIER—Branch operations for DM bank. \$16,000.

COMMERCIAL—Head of lending for large bank. \$40,000.

LENDER—Work in all lines for IL bank. \$14,000.

AG—Mt bank wants experienced lender. \$13,000.

AG—Combination lending & farm management. \$18,000.

MANAGEMENT—Will have total responsibility for small bank. \$17,000.

LENDING—Potential to become VP Cashier. \$15,000.

COMMERCIAL—Lending position calls for large bank experience. \$35,000.

GENERALIST—Small bank wants a person to groom for #2. \$17,000.

CEO—South Dakota S&L is anxious to hire. \$25,000.

TRUST—Investment portfolio manager. Experience needed. \$18,000.

INSTALLMENT—Will interview, approve & collect. \$16,000.

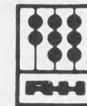
VP—Needs strong commercial & supervisory experience. \$28,000.

ALL FEES PAID BY MANAGEMENT

FOR FURTHER INFORMATION

RESPOND IN CONFIDENCE TO:

Bank Division



ROBERT HALF of Iowa, Inc.

317 6th Ave.
Des Moines, IA 50309
(515) 244-4414

FOR SALE OR LEASE

Modular bank bldg.: 12'x40' steel with brick, 14'x70' and 24'x50' wood; 2,000 sq. ft. permanent bldgs. SON CORPORATION, Box 684, Wichita, Kansas 67201. (316)942-8167.

POSITION AVAILABLE

EDP Auditor needed for western Iowa's largest bank. One to two years COBOL required; IBM, JCL, BAL and Mark IV preferred. Send resume to Personnel Department, Security National Bank, P.O. Box 147, Sioux City, Ia. 51102. Or call (712)277-6714. (PA)

Second man—experience in operations and ag lending—American Savings Bank Tripoli, Ia. (PA)

Loan officer as instructor-coordinator in well-established, two-year, post-secondary financial and credit management program. Should have both consumer and commercial (R.E. or Ag) lending and collection background at management level to qualify; 43-week contract. Business education helpful, but degree not required. Salary commensurate with experience. Send resume to: Vernon R. Maack, Director, Alexandria Area Vocational Technical Institute, 1600 Jefferson Street, Alexandria, Minn. 56308. (PA)

Second man for \$5 million installment loan department in out-state Nebraska bank. Some installment lending experience helpful. Write file IBC, c/o Northwestern Banker. (PA)

POSITIONS AVAILABLE

AGRI LOAN—Excellent farming community in central Iowa \$20,000

OPERATIONS—35MM rural bank. 3-5 years operations needed; will train for lending duties \$20,000

EXEC. VICE PRESIDENT—Opportunity to assume CEO spot in short time. Strong lending required for this growing suburban bank \$30,000

COMMERCIAL LOAN—Growth-oriented Iowa bank. Degree and large bank experience required \$28,000

CASHIER—20MM rural bank. Has own mini-computer. Advancement possible . . . \$18,000

PRESIDENT—Close to metro area. Must be strong in lending and community activities \$30,000

COMMERCIAL LOAN—Suburban 100MM bank. Background in real estate loans helpful \$28,000
Resume and salary history requested.

TOM HAGAN & ASSOCIATES

P. O. Box 12346
North Kansas City, Mo. 64116
(816) 474-6874

Vol. 8 No. 29 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, \$8.00 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.