

NORTHWESTERN Banker Newsletter

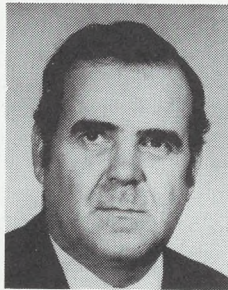
Vol. 9 No. 7

Des Moines, Iowa

June 9, 1980

"Bank Regs Aid Competitors"

CERTAIN contradictory and ineffective laws and regulations governing investments are counter-productive to the government's stated goal of "creating a level playing field between financial intermediaries, for encouraging savings and for stopping inflation," according to Lee Gunderson, president-elect of the American Bankers Association.



L. E. GUNDERSON

Mr. Gunderson, who is also president of the Bank of Osceola, Wis., expressed his concerns about the regulations affecting banking's ability to compete during the National Conference of American Institute of Banking Leaders held recently.

"At a time when banks need all the flexibility we can muster to serve our customers and communities, we find ourselves subject to laws and regulations—both proposed and already on the books—which are out of step with the times. Furthermore, they are contradictory, non-productive and increasingly expensive to comply with," Mr. Gunderson said.

To achieve a "level playing field" for financial institutions, Mr. Gun-

derson said the ABA is working to end situations where bank regulation is "used as a weapon against banks by our competitors." He cited the recent growth in money market funds as a prime example. Money market funds have gained more than \$62 billion in assets in less than two years, primarily because banks and other traditional depository institutions are subject to federally controlled interest rate ceilings whereas money funds are not, Mr. Gunderson said.

He added that, unlike banking, money funds have no penalty for early withdrawal and can operate freely on a national basis—all of which add up to a competitive disadvantage for banks and other financial institutions.

Mr. Gunderson also warned that consumers are often misled by the money funds' use of banking terms such as check, deposit and withdrawal. "The consumer may be fooled by ads using such terminology which imply that the money fund offers some things that bank depositors take for granted . . . such as federally insured deposits . . . or a constant interest rate yield."

In working towards a more competitive financial environment, ABA's Money Market Mutual Fund Strike Force has taken definitive action, Mr. Gunderson said, including:

- A request to the Securities and Exchange Commission to immediately enforce a rule that "prohibits misleading statements that omit explanations, limitations or other statements necessary to clearly define the investment being offered."

- Commending the Federal Reserve Board for imposing reserve requirements on the money market mutual funds, and recommending

MONEY FUNDS . . .

(Turn to page 3, please)

Drovers Bank, Chicago Sponsors BP Check



Frank E. Bauder, pres., Drovers Bank of Chicago, was the first to have his blood pressure checked by Judith Drich, a nurse from Central Community Hospital, Chicago, during three days of blood pressure screening at the bank. The program was co-sponsored by the bank and the hospital. More than 500 people had their blood pressure taken.

Don't gamble when choosing a correspondent bank. Come to the professionals.

For any correspondent banking need . . . overline assistance, data processing services, investment counseling . . . just give us a call. We're the professionals who put the response in correspondent banking.

"C"

Central National Bank & Trust Company

DES MOINES • MEMBER FDIC • TOLL FREE NUMBER (800) 362-1615

Digitized for FRASER
<https://fraser.stlouisfed.org>
Federal Reserve Bank of St. Louis



Eddie A. Wolf, Sr. Vice President

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.

Iowa News

CLARION: Larry Ites has joined the First National Bank here as an assistant vice president. He was previously with the Webster City PCA, Security State Bank at Sheldon and Commercial Equipment Corp.

EARLHAM: Richard Z. Wolf, formerly president of the Union Savings Bank, Manchester, Mich., has joined the Earlham Savings Bank in an executive position.

MUSCATINE: L.G. "Larry" Hamburg has accepted the position of vice president and cashier of the new Community National Bank in Muscatine, which recently completed its public stock offering and is scheduled to open for business July 1. Mr. Hamburg has been in banking in the Sioux City area for several years.

Nebraska News

The NETS board of directors on June 2 voted to continue with MICOR for a one-year contract and two one-year options. The current contract, which expires in October, 1980, was for three years. NETS di-

rectors met in the preceding week with officials of the Iowa Transfer System to discuss an ITS proposal that it become the central switch for both states.

As reported earlier, two of the NETS processing banks—First National and National Bank of Commerce, both of Lincoln—presently are incompatible with ITS, although the other processing banks are. Although no reference was made to this in announcing the new one-year contract with MICOR, it is believed the NETS interest in a joint operation with ITS continues.

AUBURN: Keith A. Bourn has been named executive vice president of the Carson National Bank here. He formerly held a similar position at the Martell State Bank and has served with banks in Lexington and Wyoming.

HARRISON: The Sioux National Bank here has received consent from the department of banking and finance to convert to a state bank and to transact a limited trust company business in a trust department. The bank will operate as the First Sioux Bank.

NELIGH: Promoted recently at the National Bank of Neligh were Ralph C. Schrader, cashier to vice president; Carolyn Johnson, assistant cashier to cashier; Barbara C. Hughes, assistant cashier to trust officer, and William R. Bates and Kirk K. Cisler to loan officer and assistant cashier.

OAKLAND: Robert J. Keating, a 1980 graduate of Wayne State College, has joined the Farmers & Merchants National Bank in the insurance department.

OMAHA: Robert J. Thilgen has left his post as president of the Nebraska State Bank of Omaha to assume the presidency of the First Nebraska Savings Company of Papillion. He had been president of the bank since 1978.

Minnesota News

CALUMET: The Minnesota Commerce Commission has approved a relocation and corporate name

change for the Calumet State Bank. The bank will move from Calumet to Grand Rapids and will be known as the Itasca State Bank of Grand Rapids. A detached banking facility will operate at the former Calumet location. Ron Nelson of Grand Rapids will continue as president.

EMMONS: The conversion of the First National Bank of Emmons in Freeborn County to the First State Bank of Emmons has been completed. A state bank charter was issued effective June 2. Herbert A. Lund is president and managing officer.

Illinois News

COAL VALLEY: Funeral services were held in April for Gustav Dick, 65, chairman of the Coal Valley State Bank. A Moline resident, Mr. Dick was a retired Deere & Co. executive and had served as the bank's chairman since 1971.

ELMHURST: Carl A. Lofgren has been appointed comptroller of the Elmhurst National Bank. Genevieve M. Carbray was promoted to assistant cashier.

South Dakota News

SIOUX FALLS: Three promotions were announced recently at the Northwestern National Bank of Sioux Falls. They are Leonard S. Dankey, personal loan officer, Westwood office; Robert C. Oliver, commercial loan officer, main office, and Marilyn J. Murray, personal banking/student loan supervisor, main office.

Colorado News

LITTLETON: Jack Todd has been promoted to assistant vice president, cashier and security officer of

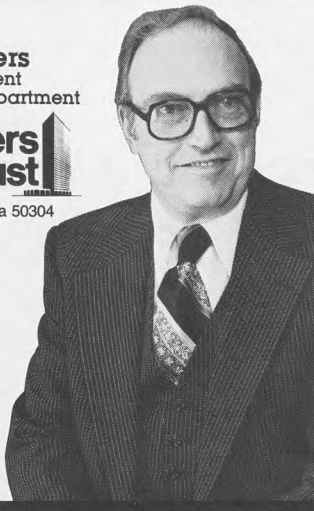
Call a BANKERS' BANKER

1-800-362-1688, toll-free in Iowa

Ben Eilders
Correspondent
Banking Department

Bankers Trust
Come Grow With Us

Des Moines, Iowa 50304
Member FDIC,
Federal Reserve
System



- 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



NEW ISSUE

SALE DATE: June 3, 1980

\$26,000,000
AMES, IOWA

MOODY'S: MIG 2

Electric Revenue Pledge Orders, Series 1980

Dated: June 1, 1980

Denomination: \$25,000

Both principal and semiannual interest (June 1 and December 1, first coupon due on December 1, 1980) payable at the Office of the City Treasurer, Ames, Iowa; and Citibank, N.A., New York, New York.

IN THE OPINION OF COUNSEL INTEREST ON THESE PLEDGE ORDERS IS EXEMPT FROM ALL PRESENT FEDERAL INCOME TAXES AND ALL PROPERTY TAXATION IN THE STATE OF IOWA.

MATURITY

6.75%

\$26,000,000 due June 1, 1981 6.25%

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

The City of Ames is located in Central Iowa, approximately thirty-two miles north of the City of Des Moines, the State capital. Incorporated in 1869, the City has experienced steady growth and has become the principal city in Story County. The City occupies an area of approximately 20 square miles and has a population estimated by the City to be 46,796. While the City is adjacent to and is within the economic influence of the Des Moines/Polk County Standard Metropolitan Statistical Area, it maintains a unique cultural and economic identity in the Central Iowa region. Iowa State University, with an anticipated fall 1979 enrollment of 23,400 and a staff of over 7,000, is an integral and major part of the community. Major industry provides a considerable proportion of local employment and contributes significantly to the economic vitality of the City. Ames also serves as a retail center, with a regional shopping center complementing retail and service establishments.

The Ames Municipal Electric Light and Power Plant and System was established pursuant to an election in 1896. Since that time the system has been periodically updated within the area of generating capacity and distribution facilities. The System now serves the entire City, as well as certain installations of Iowa State University, either by direct service or by wheeling power generated by the Iowa State University generating facilities, which system is interconnected with that of the City. The present service boundary of the Ames Electric Utility covers an area of approximately 19 square miles and includes approximately 12,300 residential customers, 1,400 commercial customers, and 170 industrial customers.

These Pledge Orders are being issued pursuant to the provisions of Chapter 384, Code of Iowa, 1979, as amended and constitute a promise to pay out of the Net Revenues of the Municipal Electric Utility. In the opinion of counsel, these Pledge Orders are a first lien of the following bond issues: Electric Revenue Bonds, Series 1978, 1971, 1968 and 1967, all of which are payable solely and only from the future net revenues of the Municipal Electric Light and Power Plant and System of the City.

EARNINGS STATEMENT

Year Ended June 30

	1979	1978	1977
Total revenues	\$12,349,883	\$9,810,800	\$8,647,535
Total expenses	8,249,588	6,903,917	6,496,445
Net Revenues	<u>\$ 4,100,295</u>	<u>\$2,906,883</u>	<u>\$2,151,090</u>

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

The information contained herein 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.

Working for Bache is often our brokers' second encounter with success.

Some were in sales. Some were brokers elsewhere. Some were entrepreneurs. Most were successful. What they have in common is a trait we seek in all our people—a winning attitude.

If you have been successful selling on commission or have owned your own business, you have already exhibited to us that you want to write your own pay-check. However, you still might be selling yourself short. We offer an uncommon alternative: no territories, no quotas, no income ceilings.

Bache is one of the world's largest investment banking and brokerage firms and we could offer you the same incentives we offer all our brokers, a prestigious job with a truly unlimited income potential. If you're selected to become one of our brokers, you'll receive what we believe to be one of the best training programs in the business. You'll be selling over 65 financial products and services, and you'll benefit from the kind of research, marketing services and computer technology that a major full-service firm like Bache can provide.

If you'd like to consider becoming a Bache broker for the prestige, unlimited income potential, minimal travel or, in short, the opportunity to pursue a higher level of success, please get in touch. We might like to consider you...

Call Gregory Fisk, toll free (800) 221-5737.
Positions available in our Des Moines office.

Bache

The winning attitude at Bache. Put it to work for you.

Bache is an equal opportunity employer m/f.

More than 190 offices worldwide • Member SIPC
Member of all leading exchanges



ASK TERRY MARTIN

to make MNB work for you.

Toll free 1-800-332-5991



the Arapahoe Colorado National Bank. James A. Hesman was named an assistant vice president, and Robert Collins III was promoted to loan officer.

Montana News

HAVRE: Several appointments have been announced at First Bank Havre including: Melanie Dickinson, commercial loan officer; Karen Miller, personnel officer; Bill Filler, manager of the instalment loan department; Tom Kuka, instalment loan representative; Don Lloyd, compliance and loan review representative; Farrel Alleman and John Stott, management associates; Jean Scofield, operations officer; Carolyn Begger, auditor, and

Randy Smith, ag loan officer and manager of the agricultural department.

North Dakota News

The following North Dakota banks have increased their amounts of capital stock by stock dividends: Bank of Beulah, \$300,000 to \$600,000; Grant County State Bank, Carson, \$150,000 to \$200,000; First State Bank of Casselton, \$100,000 to \$300,000; American State Bank, Dickinson, \$100,000 to \$500,000; Stutsman County State Bank, Jamestown, \$500,000 to \$600,000; American State Bank, Killdeer, \$300,000 to \$450,000; American State Bank, New England, \$100,000 to \$250,000; Citizens State Bank of Ray, \$180,000 to \$270,000, and Strasburg State Bank, \$100,000 to \$105,000 (by cash subscription).

GOODRICH: Roy W. Dockter has joined the First State Bank of Goodrich as a loan officer. He succeeds Magnus Meier who has accepted a position at the newly-established West River State Bank at Hettinger.

Wyoming News

CHEYENNE: James L. Hunnicutt has been named to succeed Roger Schreiner as executive vice president of the Wyoming State Bank. Mr. Hunnicutt, who will serve as managing officer, formerly was vice president and manager of the consumer loan department at the First National Bank and Trust Company of Wyoming in Cheyenne.

SHERIDAN: Construction is underway for a new nine-lane drive-in banking facility for the Bank of Commerce here, according to Robert Ferril, president. The architecture will feature wood beams with crushed marble panels and copper trim.

"Opportunity Knocks..."



Bernie Miller, Correspondent Banker



American Trust & Savings Bank
The Bank of Opportunity
Town Clock Plaza, Dubuque, Iowa
Call 319-582-1841, COLLECT

MONEY FUNDS . . .

(Continued from front page) that reserve requirements be made permanent.

• Repeated requests to the new Depository Institutions Deregulation Committee to "consider competitive conditions surrounding the operations of regulated depository institutions versus those of the money market funds." In addition, ABA has also expressed support for legislative authority that will "enable banks to create new types of deposit instruments or to alter the terms of existing instruments to better compete for depository dollars with the money fund investment vehicles," Mr. Gunderson said.

Reform

Mr. Gunderson added that the money fund situation makes it important for banks "to press our case for reform of the Glass-Steagall Act with extra effort. This would permit banks to underwrite municipal revenue bonds, offer commingled agency accounts and other competitive services that would greatly benefit the public, as well as banking's competitive picture."

Pressing for such reform will help make "the new decade one that bankers and consumers can look forward to with confidence," he concluded. □

Call our Bond Department
For up-to-the-minute, accurate information



COMMERCE BANK of Kansas City N.A.

Member FDIC

10th and Walnut (816) 234-2000



Tom Steffens
Vice President
234-2462



Terry Mercurio
Vice President
234-2458



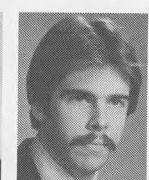
Jim McLaughlin
Asst. Vice President
234-2673



Tony Paugoulatos
Asst. Vice President
234-2647



John Henderson
Vice President
234-2463



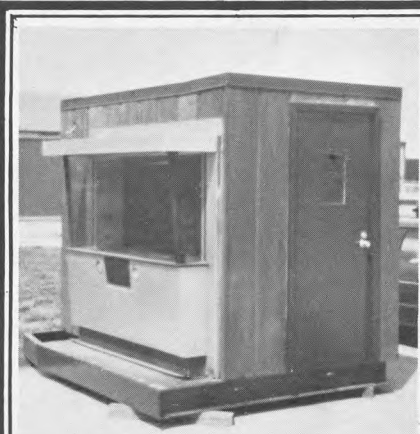
Rusty Reese
Bond Representative
234-2674

BANKERS PARTICIPATING



LeasePlan, Inc.

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



Portable Modular Bank Building

Lease • Rent • Buy

Please call for details:

General Bank Equipment & Systems, Inc.

13312 Giles Road
Omaha, Nebraska 68138
Phone: (402) 895-6200

AG BANKING CAREERS

SENIOR LOAN OFFICER. . .Indiana	\$16-23,000
CREDIT MANAGER. . .Ohio	\$23-25,000
AG LENDING OFFICER. . .SE Minnesota	\$16-18,000
COMMERCIAL. . .Iowa	\$20-25,000
LOAN OFFICER. . .Iowa	\$15-20,000
CREDIT SUPERVISOR. . .Ohio	\$17-21,000

Since 1968, banks and other ag-related employers have been paying us to find the personnel they need. For more information, give Linda (our banking specialist) a call today.

agriCAREERS, INC.
AGRICULTURAL PERSONNEL RECRUITERS

(515) 394-3145

New Hampton, IA 50659

Our credit union is looking for someone to take charge in areas of electronic funds transfer. We are an aggressive credit union and desire to hire an experienced person to move us rapidly forward in this growing field.

The person we select will be responsible for the further development of our current programs in the areas of EDP, direct deposit, ATMs, demand deposit accounts (share drafts) and will come to us with complete working knowledge in these areas.

Your reply to this ad should contain complete job and training biography, current and required wage requirements. Applications will be accepted through June 30, 1980. All replies should be mailed to:

Layton Stump, Manager
John Deere Employees Credit Union
1827 Ansborough Avenue
Waterloo, Iowa 50704
Phone (319) 235-4441

KINGSTON-FPC, Inc., one of the West's leading bank placement firms, is seeking qualified persons in the following areas for positions in the Sunbelt:

Trust Operations	to \$28K
Trust Auditor	27K
Cashier (new bank)	30K

These other opportunities are now open! If you are a capable BANKER . . . interesting in locating in the West, send you resume in confidence to:

KINGSTON-FPC, Inc.
3030 N. Central Ave. - Suite 1017
Phoenix, AZ 85012
or Call at:
(602) 264-1484

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 OR LEASE

One Olivetti P-603 posting machine with a BRD disc. \$1,800. Call (515) 245-7222.

Saxon Bond Copier. \$800. Call (515) 245-7222.

Insurance for Financial Institutions

Automated Systems of Iowa, Inc.
301 N. Ankeny Blvd., Suite 220
Ankeny, Ia 50021
515-964-1358

POSITION AVAILABLE

Executive Officer to manage new head office of Landmands National Bank in Audubon, Iowa. Contact Bruce Lauritzen, Box 3128, Room 525, Omaha, NE 68103; or phone (402) 341-7030. (PA)

Bank President needed in suburban Omaha (Neb.) bank. Assets \$10 million. Great opportunity; salary negotiable. Send resume to file KBL, c/o Northwestern Banker. (PA)

POSITION WANTED

Christian banker, with 19 years experience in operations and lending, seeks new opportunity. Write or call Freeland Financial Service, Inc., 306 15th St., Des Moines, IA 50309; or call (515) 243-8163. Employer pays fee. (PA)

Trust Officer in major midwest bank seeks new opportunity. Excellent references and qualifications. Contact Malcolm Freeland, Freeland Financial Service, Inc., 306 15th Street, Des Moines, IA 50309. Call (515) 244-8163. Employer pays fee. (PW)

CEO in north central community bank seeks new opportunity. Excellent track record and references. Contact Malcolm Freeland, Freeland Financial Services, Inc., 306 15th Street, Des Moines, IA 50309. Call (515) 244-8163. Employer pays fee. (PW)

If you are seeking a **qualified officer** for your bank, call Malcolm Freeland, president, **Freeland Financial Service, Inc.** at (515) 243-8163. Experienced people are available from \$20,000 to \$40,000. Employer pays service fees. (PA)

Ag banker with ISU degree wishes to relocate in central Iowa. Write or call Malcolm Freeland, Freeland Financial Service, Inc., 306 15th St., Des Moines, IA 50309. Phone (515) 244-8163. Employer pays fee. (PW)

SERVING PROFESSIONALLY
Banking, Financial & Business Personnel
Iowa and Nationwide
CAPITAL PERSONNEL SERVICE
714 Central National Bldg. 515-283-2545
Des Moines, Iowa 50309

PARTIAL LIST OF AVAILABLE POSITIONS

ASST. VP—Good spot for a generalist. Small bank in rural community wants a person that can help them grow. \$20,000

LENDING—Great opportunity to join a solid bank and grow with it. Responsibilities are general in nature and you will be groomed for the #2 spot. \$18,000

TRUST—Senior officer. Experience needed. Will eventually take full responsibility for department. \$22,000

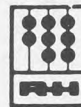
EVP—Must have solid experience and be able to run a small bank. Should have experience in commercial and ag. \$28,000

#2—Ground floor opportunity with new charter. Will be involved with all aspects of the bank. \$25,000

EVP—Minnesota bank. Must have BA degree with 5+ years experience. Ideal background will have both commercial and ag lending. \$32,000

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

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

POSITIONS AVAILABLE

EXECUTIVE VICE PRESIDENT—New charter in excellent suburban area. Opportunity for #1 spot in 2-3 years. 30K

AGRI LOAN—Position will be second officer in Rocky Mountain bank. Prefer 5-7 years experience. 25K

INVESTMENT OFFICER—Manage entire portfolio for \$50MM midwestern bank. Finance degree desirable. 28K

SENIOR ANALYST—Background in analysis of banks and related financial institutions required. Prefer CFA. 28K

OPERATIONS OFFICER—3-4 years experience with a large bank desired. This is the #2 spot with opportunity to advance to top spot. 22K

COMMERCIAL LOAN—\$30MM suburban bank seeks lending officer with commercial and real estate experience. Will advance to executive vice president. 25K

JUNE IS JR. OFFICER MONTH

We are featuring experienced officers in the 14M to 18M range. If you are in the salary bracket and want to make a change or if your bank is looking for a junior officer, please call us.

TOM HAGAN & ASSOCIATES OF KANSAS CITY

P.O. Box 12346 / 2024 Swift
North Kansas City, Missouri 64114
(816) 474-6874

Vol. 9 No. 7 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.