

# NORTHWESTERN Banker Newsletter

Vol. 10 No. 10

Des Moines, Iowa

June 29, 1981

## Multi-Bank Bill Awaits Signature

**M**EMBERS of the Association for Modern Banking in Illinois are confident that Governor James R. Thompson will sign a bill allowing bank holding companies to acquire other banks in the state.

The multi-bank bill passed the legislature June 18 after nearly 10 years of lobbying by AMBI banks. Acquisitions could be made starting January 1, 1982, within the boundaries of five regional zones. The bank holding companies could also acquire banks in contiguous regions. The bill would also allow banks to open a third limited banking office in their home county or, if outside the county, no further than 10 miles from the main office.

In the past, opponents of the AMBI bill, particularly smaller downstate banks within the Illinois Bankers Association, have argued that passage of the measure would dry up credit downstate as funds would be funneled to the larger Chicago banks.

The newly-elected president of the Illinois Bankers Association, James A. Fitch, president of the South Chicago Savings Bank, made these comments:

"All of this should have taught us at least three things. First, the only thing constant about the business of banking is change. Secondly, judgment of and confidence in people is the substance of our survival. Lastly,

never say never.

"For how many years have we as solid independent bankers said we will never change the unit banking structure in Illinois? At each threat we have clung to our staunch principles, oblivious of forces working all around us and within our own membership. The fact that we are seeing a structure change is because bankers have done it, mostly by our members and former members.

"The whole issue has become an emotional one with us so it is important to keep the matter in perspective. This multi-bank holding company legislation provides for the purchase of a bank with bank capital and the sale of a bank to a broader market place. Except for the license to open an additional facility, which I believe is desired by most of our members, it offers nothing more and nothing less."

Following passage of the bill, the Governor's office said that Governor Thompson hasn't made a decision on signing the bill, and that it might take several weeks. The Illinois legislature is scheduled to adjourn tomorrow, June 30.

### Iowa News

The Iowa Bankers Association's consumer lending forms and procedures workshops will be held July 7 at the Conway Civic Center in Waterloo and July 9 at the Hilton Inn in Sioux

City. Speakers will include Tom Salsbery from the Davis Law Firm and Dave Brodsky from the Dave Brodsky Law Firm, both members of the Forms Committee and noted consumer banking attorneys.

The workshops will begin at 10:00 a.m. and adjourn at approximately 3:00 p.m. A registration fee of \$50 will cover handout materials and lunch.

\* \* \*

An IDEA annuity workshop will be held July 9 at the Hyatt Hotel in Des Moines from 9:00 a.m. to 4:00 p.m. The workshop on tax deferred annuities is sponsored by IBA and Iowa Bankers Insurance & Services, Inc. Registration fee of \$30 includes lunch and study materials.

**ALBERT CITY:** C.E. Kindwall, president of the Albert City Savings Bank until his retirement in 1970, died recently. Mr. Kindwall also was chairman of the Bank of Willamette Valley in Dallas, Oregon. He was a member of the Iowa Bankers Association's "Over 50 Years of Service" group.

**BUSSEY:** James L. Gass has been named assistant vice president of the State Bank. Mr. Gass will manage the Lovilia office.

**CORALVILLE:** Unibank & Trust Co. has been granted approval to establish an office in Iowa City.

**COUNCIL BLUFFS:** Robert L.

## 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.





Dorothea Wolfe

**IOWA-Des Moines**  
NATIONAL BANK

Member FDIC

**Teamwork:**  
One of the  
reasons we're  
first in Iowa.

Cyndi Watkins  
Wire Transfer

An Affiliate of Northwest Bancorporation **BANCO**  
Call (515) 245-3131 or toll-free (800) 362-2514

Kirchner and Dennis H. Madigan have been elected vice presidents of the First National Bank. Mr. Kirchner was previously assistant vice president at Wells Fargo Bank in San Francisco. Mr. Madigan was formerly second vice president with the Omaha National Bank.

DES MOINES: Paul W. Leming II has recently joined the Iowa-Des Moines National Bank as vice president-commercial banking. He was most recently an assistant vice president with the Shawmut First Bank & Trust Co., Springfield, Mass. Also at the Iowa-Des Moines, Donald E. Allison has been named second vice president-national banking. He joined the bank in 1978 in corporate services.



**ASK  
JOHN MANGOLD**

**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

GRUNDY CENTER: Farmers Savings Bank has announced the promotion of Allen Cramer to vice president in charge of loans.

MAQUOKETA: The Federal Reserve Bank of Chicago has approved the application by Hawkeye Bancorporation of Des Moines to acquire Jackson State Bank & Trust Co. here. The bank, with assets of over \$65 million, will become Hawkeye's 27th affiliate. Jackson State has offices in Delmar and Bernard.

SCRANTON: Harold H. Hess has been named president of the Security Savings Bank. He succeeds Charles W. Thomas, who has been president for the past 44 years. Mr. Thomas will continue to serve as a director. Jerry Marso, executive vice president and chief executive officer, was elected to the board.

STORM LAKE: Dennis Dean has joined the Commercial Trust & Savings Bank as assistant cashier. He was most recently associated with the Manson State Bank.

### Minnesota News

GROVE CITY: First State Bank

**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

recently moved into its new building on Highway 12 and North Second Street. The bank had been in its former location since 1912. Roger Peterson is president.

ST. PAUL: Victor P. Reim, chairman and c.e.o. of Commercial State Bank, has announced the appointment of Michael McNeil as vice president-business development/commercial lending. Mr. McNeil was previously vice president-correspondent banking with American National Bank & Trust Co.

### Illinois News

The Illinois Senate has passed bill 438 which would permanently eliminate interest rate ceilings on all consumer loans. The bill was sent to the House for concurrence.

ROCKFORD: Jay R. Maddox has been promoted to vice president and trust officer of American National Bank & Trust Co. Mr. Maddox joined the bank in 1973.

### BANK EXAMINERS/CREDIT ANALYSTS

Outstanding opportunities for credit administration program specialist who will examine loan portfolios of Farm Credit System lending institutions, review the credit decisions on individual loans, and participate in making comprehensive evaluations of the credit operation of Farm Credit System banks. Salaries range from \$18,000 to \$49,000. Positions are located in the following cities: Columbia, South Carolina; St. Louis, Missouri; Bloomington, Minnesota, or Spokane, Washington. Travel will be 50 to 60 percent.

All applicants must demonstrate a knowledge of agricultural financing, and a general knowledge of farm operations. Depending on quality and quantity of experience, appropriate qualifications requirements may be met by relevant: (1) academic training, (2) work in commercial banks and lending institutions, or (3) credit administration work in other business enterprises. Send resumes or SF-171s to:

**FCA**  
FARM CREDIT ADMINISTRATION

Farm Credit Administration  
12101 Woodcrest Executive Drive  
Suite 315  
St. Louis, Missouri 63141  
Telephone: (314) 263-7101

An Equal Opportunity Employer





# Carleton D. Beh Company

Division of E.F. Hutton & Company Inc.  
Investment Bankers/Financial Consultants

Supplement to Northwestern Banker Newsletter 6-29-81

## NEW ISSUE

**SALE DATE: June 22, 1981**

### **\$750,000** **CLARION, IOWA** Hospital Revenue Bonds, Series A

Dated: June 1, 1981

Denomination: \$5,000

Both principal and semiannual interest (June 1 and December 1, first coupon due on December 1, 1981) payable at the office of the Treasurer, Clarion, Iowa.

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

#### MATURITIES

<u>12.00%</u>			<u>11.75%</u>		
\$25,000	June 1, 1983	9.00	\$ 45,000	June 1, 1989	10.40
25,000	June 1, 1984	9.25	50,000	June 1, 1990	10.60
30,000	June 1, 1985	9.50	60,000	June 1, 1991	10.80
35,000	June 1, 1986	9.75	65,000	June 1, 1992*	11.00
35,000	June 1, 1987	10.00	70,000	June 1, 1993*	11.20
			80,000	June 1, 1994*	11.40
			90,000	June 1, 1995*	11.60
			100,000	June 1, 1996*	11.75
<u>11.75%</u>					
40,000	June 1, 1988	10.20			

\* Optional in inverse numerical order beginning June 1, 1991 at 102% and declining by one-half of one per cent each full year thereafter.

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

The City of Clarion, county seat of Wright County, is located in north central Iowa, approximately 80 miles north of Des Moines. This progressive community serves as a trading center for one of Iowa's most productive agricultural areas. Transportation facilities are provided by Iowa Highway 3, U.S. Highway 69 (3 miles east), and U.S. Interstate 35 (approximately 15 miles east). Railroad service is provided by the Chicago Northwestern Railway. The City maintains a municipal airport adequate for light aircraft with commercial airline service available in nearby Fort Dodge. Commercial banking deposits within the City during 1980 exceeded \$60,521,000 supporting taxable retail sales activity of \$19,699,663. Continuing education centers within commuting distance include: Iowa Central Community College, Fort Dodge; Ellsworth Community College, Iowa Falls; and Iowa State University of Science and Technology, Ames.

These bonds are being issued in accordance with the provisions of Chapter 384, Code of Iowa, 1981, as amended, to pay a portion of the cost of building an addition to and remodeling the existing Community Memorial Hospital owned and operated by the City of Clarion, Iowa. In the opinion of counsel, these bonds are payable solely and only from the future net revenues of the Community Memorial Hospital and the lien securing their payment ranks on a parity with the lien securing the payment of \$400,000 Hospital Revenue Bonds, Series (FMHA) to be issued approximately May 1, 1982.

#### REVENUE DEBT

Average Principal and Interest (FY 1983-96)	\$135,142.57
Average Principal and Interest (FY 1983-2021)	62,715.28
Maximum Principal and Interest (FY 1991)	138,353.00

#### COVERAGE

The Hospital projects completion of this project by July 1, 1982. The projected net revenues available for debt service following construction completion provide the following coverage:

Year Ended June 30	1983	1984
Net Revenues Available for Debt Service	\$235,000	\$280,000
Revenue Debt (Series A and B)	133,125	133,904
Coverage	1.76 X	2.09 X

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 are based. Bonds of a particular maturity may or may not still be available or may now be available at a price or yield different from that indicated above.



13



# A Banking System Designed For "NOW" and the Future



## Applications

- |   |  |
|---|--|
| <input type="checkbox"/> C.I.F.           | <input type="checkbox"/> Installment Loans |
| <input type="checkbox"/> Proof of Deposit | <input type="checkbox"/> Real Estate Loans |
| <input type="checkbox"/> D.D.A.           | <input type="checkbox"/> C.D.'s            |
| <input type="checkbox"/> Savings          | <input type="checkbox"/> General Ledger    |
| <input type="checkbox"/> N.O.W.           | <input type="checkbox"/> Just ask          |
| <input type="checkbox"/> Commercial Loans |  |

---

## Reports

we have them all

- |   |  |
|---|--|
| <input type="checkbox"/> Call Report              | <input type="checkbox"/> Stop Payment Report                               |
| <input type="checkbox"/> Participation Register   | <input type="checkbox"/> Closed Account Report                             |
| <input type="checkbox"/> Yield Forecast           | <input type="checkbox"/> New Account Report                                |
| <input type="checkbox"/> Financial Statements due | <input type="checkbox"/> Maturity notices                                  |
| <input type="checkbox"/> Annual Interest received | <input type="checkbox"/> Interest checks                                   |
| <input type="checkbox"/> Late payment notices     | <input type="checkbox"/> "Just Ask" (Allows you to choose your own report) |
| <input type="checkbox"/> 1099's                   |  |

Our typical system includes -  
Hardware, software, training and service for less than \$800/month

**SERVICE**  
is the  
**HEART**  
of our  
business

### We Feature:

- Fully trained service technicians
- Factory manufactured parts
- Experienced personnel (over 115 years worth) (Both systems and service)
- Lower operating costs

### DATA BUSINESS EQUIPMENT, INC.

#### OFFICES:

1228 - 2nd Ave., Des Moines, Iowa 50314  
(515) 288-3000

625 - 1st Ave. S.W., Cedar Rapids, Iowa 52405  
(319) 366-6000

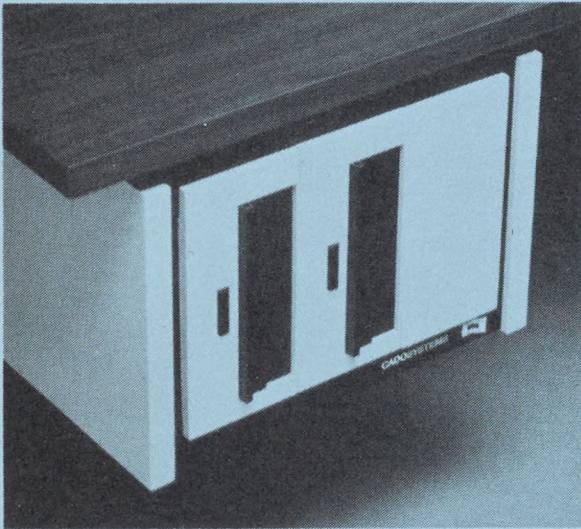


# AN UNBEATABLE OPERATING SYSTEM

Here are just a few of the many features of the remarkably low-cost CADO System 20/IV. Your nearby CADO Representative has the complete story.

## THE COMPUTER

CADO's operating system permanently resident on ROM supports a user program overlay structure from diskette to RAM memory to give you a virtually limitless program capacity. 1.23 million bytes in standard storage capacity. Additional disk storage can give you up to 52 million data bytes.



## OPERATING SYSTEM FEATURES

- Interactive Terminal Control
- Foreground/Background Processing
- Four Independent Simultaneous Programs
- Four Interrupt Driven I/O Devices
- Memory Bank Switching for Reduced System Overhead
- Compiled/Interpretive Program Increases Memory Efficiency 10 Times over Other Systems
- Quasi-Virtual Memory Handles over 200,000 BASIC Instructions

## DATABASE MANAGEMENT

- Unlimited Number of Files with 10 open on each application at one time
- Up to 4 million Records Per File
- Totally Randomized Indexed Files
- Unique Record/File Compression uses only one-third the space of IBM formats
- Real-Time Updates

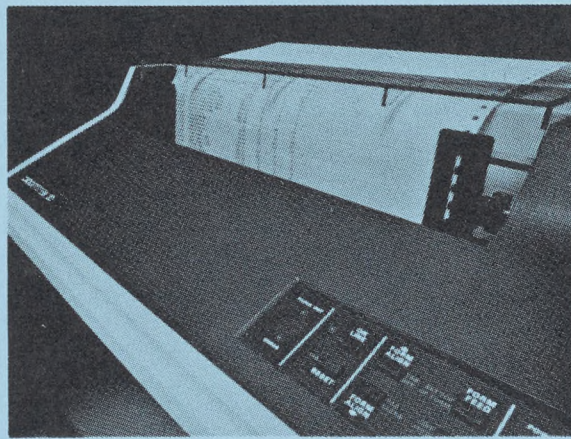
## COMMUNICATIONS

- Software Programmed Terminal Emulators
- IBM 2770, 2780, 3780
- TWX, Telex, Async DDD
- Operator Selectable Options
- Task Sequence Processor
- Formatted Report Printer
- Auto Answer and Disconnect

## LINE PRINTER

It gives you fast throughput (150 characters per second), high reliability, up to six high-quality copies, and other features usually found on larger, more expensive printers.

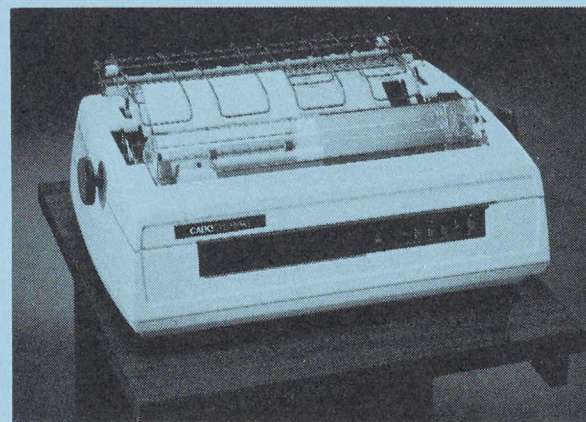
- Bi-directional printing minimizes print-head travel time
- Programmable tabs
- 9 x 7 dot matrix character font
- Rear or bottom form loading
- Large first-in/first-out buffer allows printer to receive and print at the same time
- Parity checking
- 132-column wide carriage
- Compressed print option
- Choice of six or eight lines-per-inch



## WORD PROCESSING PRINTER

Get letter-perfect typewriter-style print fast ... 55 characters per second. For daily correspondence and your long documents.

- Interchangeable, fully-formed character sets
- One to 99-line selectable form feed
- Choice of fabric or multi-strike "carbon" ribbons
- Line Drawing Option allows operator to make exact copies of source documents on the screen reducing operator training time and decreasing operator errors

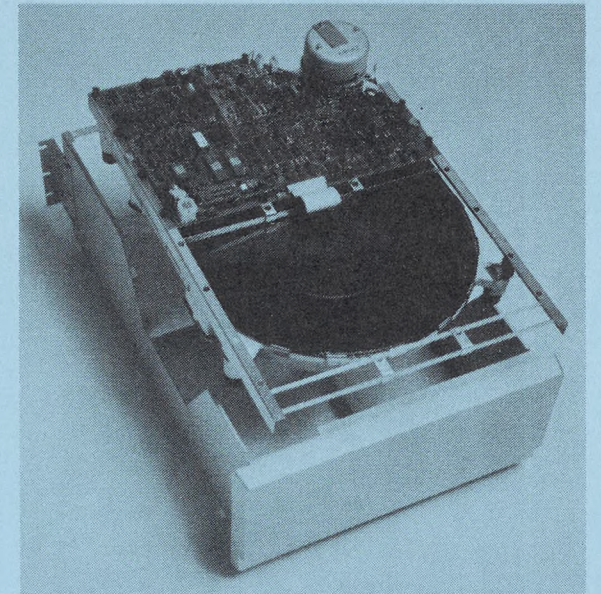


Specifications subject to change without notice.  
Document # 110,144

## WINCHESTER DISK DRIVE

Now you can have state-of-the-art, mass storage technology...with 13.2 million data bytes on each disk drive...up to 52 million data bytes in all!

- Sealed disk environment for extended Mean-Time-Between-Failure
- Fast access times
- No preventive maintenance required



## THE VIDEO DISPLAY

It gives you a cleaner input and higher throughput with features like a 9 x 12 dot matrix for sharp, clear, well-formed characters, and one-touch keys for editing, updating, rewriting and changing.

Some other features:

- Numeric Pad—10 keys plus (,) and (.) symbols
- 12-inch diagonal, ultra-sharp wide-bandwidth monitor, bonded antiglare screen
- 24-line display, 80 characters per line—standard
- Choice of black-on-white or white-on-black display; switch selectable and programmable
- 96-characters ASCII set including control characters and Word Processing function keys

### P.S.

There must be a reason Data Business is servicing equipment in over 200 Iowa banks.

**SAVE MONEY** by buying your Equipment — Service — Supplies  
**FROM**  
**DATA BUSINESS EQUIPMENT, INC.**



**BANKING PLACEMENTS**  
 "Successful Banking is Quality Personnel"  
 Eighteen years banking experience serving as president of rural and metropolitan banks enables me to find the "right" banking position for you as a banker or the "right" officer for your bank.

**DON SCHOULER Jr.**  
 AND ASSOCIATES

901 A. West Jackson • Ozark, Missouri 65721  
 417/485-6020

**COMPLETELY CONFIDENTIAL**  
 "Employment Service"

**Nebraska News**

**BELLEVUE:** Harold Engelkamp has been promoted to assistant vice president of the First National Bank. Mr. Engelkamp will be in charge of marketing at the Mission and Franklin facility.

**BRAINARD:** Louis Novak, who joined the Bank of Brainard in 1924 as a cashier, died recently at age 82.

**OMAHA:** Recently promoted at Center Bank are Patrick J. McPherson to vice president-retail banking and Thomas A. Steenson to vice president and cashier. Mr. McPherson joined the bank in 1967 as a teller. Mr. Steenson joined Center Bank in 1968 and was promoted to controller in 1976.

**South Dakota News**

**SELBY:** First National Bank recently celebrated its 75th anniversary with an open house, barbeque pork dinner and dance.

**SIOUX FALLS:** At Northwestern Bank, Linus V. Boehmer has been elected vice president and manager of the Chamberlain branch. He joined Northwestern Bank of Gregory in 1972.

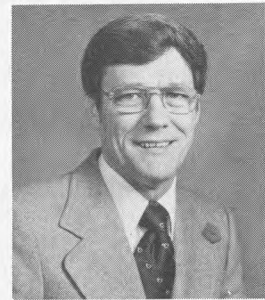
**SIOUX FALLS:** National Bank of South Dakota has advanced Brad J. Schmidt to vice president and

**Single System Banking  
 With  
 Availability**

Availability of funds . . . availability of people . . . responsive to your needs.

**National Bank of Waterloo**

Waterloo, Iowa 50704 Member FDIC



Phone Milt Hennick at 1-800-772-2411.

controller-corporate office. Mr. Schmidt joined the bank in 1978 as a controller from First Bank System.

**SIOUX FALLS:** Ross Fenn has joined First Northwestern Trust Co. of South Dakota as a vice president specializing in trust administration.

**Montana News**

**BILLINGS:** Gary Johnson has been promoted to vice president-operations at Security Bank. He joined the bank in 1968 as a computer operator.

**MILES CITY:** Allen G. Miller, 71, former president of First National Bank, died recently. Mr. Miller joined the bank in 1941 and retired in 1970.

**HAVRE:** Raymond G. Gehlen, Jr. has rejoined First Bank Havre as a vice president-commercial loans. Mr. Gehlen first joined the bank in 1969.

**Wyoming News**

**BAGGS:** The opening of the first bank in Baggs since 1923 was recently commemorated by a ribbon-cutting ceremony performed by Valley State Bank President Richard Anthony. The new 38,000 square-foot facility is the product of over two

years of community planning and construction, according to Mr. Anthony.

**CHEYENNE:** A.W. Dowdy, president, First Bankshares of Wyoming, has announced that negotiations with a principal shareholder of Jackson State Bank have been discontinued. The negotiations were an effort to merge the Jackson State Bank into First Bankshares, but the parties were unable to agree on all terms necessary to consummate the transaction.

**GET THE  
 COMPETITIVE EDGE  
 over savings and loan,  
 credit unions, etc.**

This "on-premise" system gives you complete independence, competitive flexibility and control.

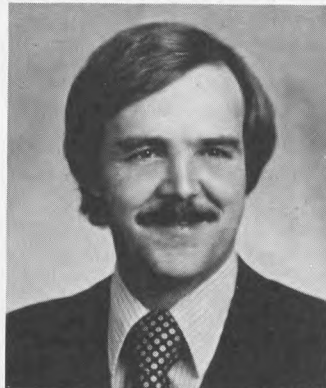


Get tighter instantaneous reporting in every phase of your operation. At the same time reduce your operating costs.

A program for your every need — and more. The best banking system in the industry.



**Modern Banking Systems, Inc.**  
 6818 Grover St.,  
 Omaha, Nebraska 68106  
 (402) 392-0151



**We're people you can  
 turn to for investments.**

For investment services, data processing, ag lending and overlines . . . we're the people you can turn to.

**We're more than western Iowa's largest bank.  
 We're people.**

Stephen J. Hatz  
 Vice President  
 712/277-6526



**SECURITY NATIONAL BANK**

IN SIOUX CITY, IOWA. MEMBER F.D.I.C. © 1980 Security National Bank

**North Carolina Locating & Recovery Service**  
 Statewide—Since 1922

**HOME DETECTIVE COMPANY, INC.**

Administrative Offices • 110 South Walnut Circle • Greensboro, NC 27409

**Field Divisions:**

Asheville • Charlotte • Durham • Raleigh • Fayetteville • Jacksonville • Rocky Mount • Tabor City

(919) 299-1641

59th Year

Licensed • Trustworthy

Bonded • Dependable

- 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.**

39 Ginger Woods Road, Valley, Nebraska 68064  
Phone: (402) 553-6400

**WANT ADS**

Rates are \$5.00 per line per insertion. Add \$3.00 for file letters per insertion. Identity of file letter advertisers cannot be revealed. **NORTHWESTERN BANKER, 306-15th Street, Des Moines, Iowa 50309.**

**POSITION AVAILABLE**

**\$150 million bank in north Iowa looking for experienced operations officer (2-3 yrs.) for second position in correspondent banking department. Good communications skills necessary, excellent potential for advancement. Salary \$17,000. Write file NBR, c/o Northwestern Banker. (PA)**

**EMPLOYMENT OPPORTUNITY for an experienced trust officer with legal background. Contact: R.O. Johnson, President, First National Bank, 120 North Mill Street, Fergus Falls, Minnesota 56537. Phone: 218-739-4461. (PA)**

**Central Iowa bank located in excellent small community seeking aggressive young college graduate as trainee for agricultural loan officer position. No previous experience necessary. Write file NBM, c/o Northwestern Banker. (PA)**

**TRUST OFFICER/NEW BUSINESS MANAGER—**Challenging opportunity in a \$150-\$200 million trust department. This position requires a law degree with experience in all phases of trust services in order to direct trust business development. Excellent benefits and salary commensurate with experience. Send resume and salary requirements in confidence to Valley National Bank, Personnel Department, Box 906, Des Moines, Iowa 50304. An Equal Opportunity Employer. (PA)

**EMPLOYMENT OPPORTUNITY—**CEO for Northeast Nebraska Bank under \$5 million. Must also be qualified in all areas of insurance and capable of managing and selling. Send resume and compensation requirements to file NBN, c/o Northwestern Banker. (PA)


**\$100 million northwest Iowa bank looking for someone to manage the bank's agricultural and farm management portfolios. Supervises three. Must have degree, 7-8 years ag lending experience, and proven sales and supervisory ability. Write file NBO, c/o Northwestern Banker. (PA)**

**\$50 million bank seeks qualified agricultural loan officer. Experience required. Excellent potential. Send resume and salary requirements to file NBQ, c/o Northwestern Banker. (PA)**

**POSITIONS AVAILABLE**

- Trust Officer for major N.E. Iowa bank . . . Salary open
- Ag Lender for Southern Illinois bank . . . \$18,000
- Second Person for S.E. Iowa bank . . . \$25,000
- Ag Lender for major N.W. Iowa bank . . . \$22,000
- Operations Officer for southern Iowa bank . . . \$17,000
- Second Person for N.W. Iowa bank . . . \$25,000
- Ag Loan Officer for western N. Dakota bank . . . Salary open
- CEO for \$10 million western Illinois bank . . . \$26,000
- Ag Loan Officer for Indiana bank. Fine opportunity . . . \$23,000 up
- Second Person for large central Illinois bank . . . Salary open

**Operations Officer for Wyoming bank . . . Salary open**  
Write or phone Malcolm Freeland, Freeland Financial Service, Inc., 246 Insurance Exchange Bldg., Des Moines, Iowa 50309. Phone (515) 282-6462. Employer pays fee.



**BANKERS PARTICIPATING**

**LeasePlan, Inc.**

545 - 31st Street Des Moines, Iowa 50312

R. L. "DICK" SELLOM

**POSITIONS WANTED**

- Loan Officer** with four years exp. and grad. of Univ. of Nebr. wants new challenge in Eastern Nebraska . . . \$24,000
  - Commercial Loan Officers** with 3 to 20 years experience seek new opportunities . . . \$20,000 up
  - Ag Loan Officer** seeks Illinois position . . . \$20,000
  - Office Manager** with well rounded operations experience seeks new opportunity in Iowa . . . \$23,000
  - Operations Officer** with solid experience seeks new opportunity . . . \$24,000
  - Fed Land Bank Officer** wants to join midwest bank . . . Salary open
  - Ag Loan Officer** with insurance and real estate licenses seeks new job in north central Iowa . . . \$25,000 up
  - Loan Officer** with insurance and real estate licenses wants to relocate near Des Moines . . . \$28,000
- If your bank needs a qualified officer, we have many more applicants in a wide range of experience. Call: Malcolm Freeland, Freeland Financial Service, Inc., 246 Insurance Exchange Bldg., Des Moines, Iowa 50309. Phone (515) 282-6462. Employer pays fee.

**FOR LEASE**

**PERMANENT OR TEMPORARY** - Sale or lease financial facilities. Available immediately: 14'x60' in Nebraska, 14'x50' with 2 DUWs in Illinois and in Missouri, and 12'x50' in Minnesota. Phone SON CORPORATION, Box 684, Wichita, KS 67201, (316) 942-8167, call collect. (FSorL)

**Mobile bank unit, 12'x62'.** Complete banking equipment, including drive-up window, night depository, two teller stations, private office off lobby. Available now. Drommer Leasing, 401 Queens Court, Sioux City, Iowa 51104, (712) 239-2315. (FL)

**WANT TO BUY**

**BANKS WANTED—** Paying 1 1/2 to 2 1/2 times book for controlling interest in profitable banks. Send details to Box #NBP, c/o Northwestern Banker, 306 Fifteenth Street, Des Moines, Iowa 50309. (WTB)

**Individual wants to acquire Iowa or Neb. bank.** Contact in confidence: Mike Keim, 9916 Fieldcrest Drive, Omaha, NE 68114, phone 402/393-8160. [WTB]

**FOR SALE**

**Burroughs S-100** single pocket proof machine. Like new. Will make excellent back-up machine. Ask for Marv or Arvon. Farmers Bank, Nebraska City, NE, phone (402) 873-5574. (FS)

**Burroughs S-1000** 12 pocket proof machine. Like new. Townner County State Bank, phone (701) 968-4421. (FS)

**NCR 349 Printer.** 200 LPM. Full acoustical cabinet. Excellent condition, under service contract. Phone (605) 426-6031, Roy Lippert, Ipswich State Bank. (FS)

**Four NCR 775-1000** single pocket proofs. Two NCR 775-2100 12 Pocket proof machines with MDC. Ten Burroughs TR 101 Electronic Tellers. Eight NCR 152-70 Teller Machines. Phone 512/250-0794. (FS)

**Two Mosler drive-up teller windows.** Phone Don Jones, Billing, MT, 406/252-8432. (FS)

## Ag Banking Specialists

SINCE 1968

**When it comes to agriculture, banking and personnel . . . go to the specialists — go to AGRICAREERS, Inc.**

**Progressive bankers pay us to find the people they need.**

Retail Finance Rep . . . IA/NE . \$20-22,000  
 2 Ag Lending Officers . . . ND . \$20-24,000  
 Ag Loan Officer/Insurance IA . \$15-20,000  
 Professional Farm Mgrs. (2) . . . IA & IL . \$20-25,000  
 Ag Lending Officer . . . NE . \$15-16,000  
 Sales & Mktg. Rep. . . . NY . \$20-25,000

**Ask our banking specialist, Linda, what's available without cost or obligation.**  
 (515) 394-3145  
 NEW HAMPTON, IA 50659

### agri CAREERS, INC.

THE ORIGINAL AGRICULTURAL RECRUITER

**PARTIAL LIST OF AVAILABLE APPLICANTS**

- VP CASHIER** - 14 yrs banking with heavy operations exp. Loan exp includes Ag and Commercial. Excellent supervisory and communication skills. Has BS degree with Bus Admin major. \$23,000
- V.P. - Resp for mgmt and control of Ag and Commercial loans.** Other exp includes insurance sales, new business development, dealer floor planning and inventory financing. Major in Ag Business and Finance. \$28,000.
- CASHIER-LOAN OFFICER** - MBA, Finance Major. Primary responsibility includes Ag loans, full charge of accounting functions and counsel president on banking laws and regulations. Previous exp includes 3 yrs as bank examiner. \$21,000.
- LENDER** - Exposure to Commercial, Agriculture and Consumer Lending. Desires large bank. \$20,000.
- BRANCH MGR** - BS degree in Ag business. Well versed in Ag credit, budgets and planning, business development, insurance sales and supervisory skills. \$26,500.
- AG LENDER** - Has one yr exposure to Ag Lending. Real Estate License and BA degree in Accounting and Business. \$17,000.

ALL FEES COMPANY PAID.  
FOR FURTHER INFORMATION  
RESPOND IN CONFIDENCE TO:



Bank Division  
**ROBERT HALF** of Iowa, Inc.  
317 6th Ave.  
Des Moines, IA 50309  
(515) 244-4414

ALL FEES COMPANY PAID

**SERVING PROFESSIONALLY**

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

**CAPITAL PERSONNEL SERVICE**

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

*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**

**POSITIONS AVAILABLE**

- COMMERCIAL LOAN** \$100MM suburban bank seeks addition to staff. Duties involve commercial lending and some commercial real estate credits. Prefer 3-5 yrs. experience. \$28,000
  - OPERATIONS** - excellent opportunity for officer with 4-6 yrs. general operations background who wishes to live in western state. Advancement possible. \$25,000
  - AGRI-LOAN** - position is #3 in \$45MM bank. Prefer Ag Degree and 5 yrs. bank experience. Will also handle portion of commercial portfolio. \$25,000
  - AUDITOR** - due to promotion, growing \$50MM bank needs internal auditor with some banking experience. Knowledge of EDP systems necessary. \$20,000
  - FACILITY MANAGER** - full service facility located close to major metro area. Prefer lending experience with some knowledge of Ag credits. \$16,000
  - OPERATIONS OFFICER** - \$70MM affiliate of major midwestern holding company seeks officer to supervise internal operations. Prefer degree and five yrs. or more experience. \$25,000
  - CASHIER** - \$25MM rural bank has opening for junior operations officer. Position will lead to cashier's position in short time. Degree preferred. \$16,000
- Many other fine positions available in midwestern banks. To inquire, please submit resume' and salary history to:

**TOM HAGAN & ASSOCIATES**  
of Kansas City  
P.O. Box 12346, 2024 Swift  
North Kansas City, MO 64116  
816/474-6874

"Serving the Banking Industry Since 1970"

**Vol. 10 No. 10 Northwestern Banker Newsletter [USPS 873-300] is published weekly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines, Iowa 50309. Subscriptions \$1.00 per copy, \$15.00 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.**