

ABA Presses for Rate Deregulation

THE ABA addressed the following letter on January 26 to Treasury Secretary Donald T. Regan from Willis W. Alexander, ABA executive vice president:

January 26, 1982

The Honorable Donald T. Regan
Department of the Treasury
15th and Pennsylvania Avenue, NW
Washington, DC

Dear Mr. Secretary:

Commercial banks and their specialized thrift counterparts must have new deposit tools to offer rates of return competitive with those offered by money market mutual

funds. If these new deposit tools fail to materialize soon, many depository institutions may find it impossible to catch up in the competitive race with the money market funds in the years ahead. The unfair handicap the Federal government imposes on depository institutions grows heavier every day.

Last week, assets of those money market mutual funds open to consumers soared about \$1.59 billion. The industry as a whole registered about a \$1.4 billion increase and reached a record total of \$188.14 billion.

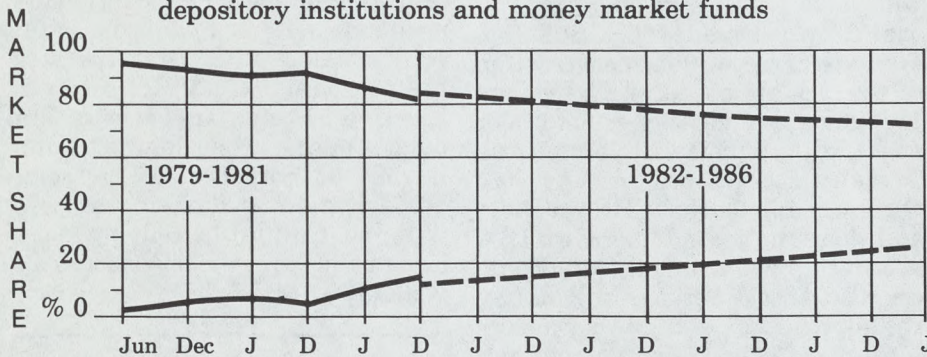
Several months ago, the assets of

the funds surpassed the total assets of a major component of the financial services industry, the mutual savings banks. Why were the funds able to amass a larger financial base in just a few years than the savings banks built in more than a century? Is it no accident that the unregulated funds grow, while thrift institutions, constrained by Federal controls, watch their financial base disintegrate?

Enclosed you will find a projection of the market share of consumer-type, interest-yielding accounts held by depository institutions and money market funds. This highly conservative projection shows that the funds will hold 25 percent of this market in 1986 if no new competitive tools are forthcoming, if interest rates maintain their course, and if historical growth trends continue. In other words, if the Federal government fails to restore competition, depository institutions will be forced, at best, to sacrifice a quarter of this market by 1986 — money needed to finance local agriculture, homebuilding, and other important sectors of the economy.

Does the Federal government really want to force depository institutions down this ever-narrowing road? Is a graph really needed to see that depository institutions and money market mutual funds are on a collision course? As a staunch supporter of the President's economic plan, the

Actual and projected market share of interest bearing consumer-type accounts at all depository institutions and money market funds



Top: Actual/projected depository institution market share
Bottom: Actual/projected money market fund market share

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.



Linda Collins

IOWA-Des Moines
NATIONAL BANK

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

Mitch Christensen
Electronic Banking

Member FDIC

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

nation's banking community believes that substantive progress must be made toward deregulation before the economy can return to health. The Depository Institutions Deregulation Committee must begin deregulating deposit interest rates no later than March 22.

Sincerely,
(Signed)

Willis W. Alexander

First Chicago Will Sell T.C. Business to Chase

First Chicago Corporation has signed an agreement to sell the assets of First Chicago Cheque Corporation — its VISA Travelers Cheque operation — to Chase

Manhattan Corporation, New York. First's Travelers Cheques are sold through more than 5,000 outlets worldwide, with annual sales exceeding \$500 million. This should boost Chase's VISA Travelers Cheques outlets to about 10,000 worldwide, bringing in about \$1 billion in annual sales, placing it in contention with Barclays as the top VISA Travelers Cheque issuer. Last summer First Chicago Corporation agreed to purchase the \$600 million credit card portfolio of Bankers Trust Company, New York, which is getting out of the retail banking business. Barry F. Sullivan, chairman of First Chicago, said his company will concentrate on the credit card business.

Iowa News

The Iowa Bankers Association will move part of its operations to the Brown Engineering Building, 508 10th Street. Due to construction of the Des Moines skywalk system, IBA must evacuate its ground floor space in the Liberty Building. Iowa Transfer System will occupy half the ground floor of the Brown Bldg. and share the second floor with IBA accounting department. Iowa Bankers Insurance & Services will occupy the fourth floor and Iowa Bankers Mortgage Co. will occupy about half the fifth floor. IBA then will occupy about 10,300 square feet in the new location. IBA headquarters operations will remain at 430 Liberty Building. The print shop operations and human resources offices will be moved on the fourth floor, and some other offices will be rearranged.

AMES: Robert O. Grathwohl was recently elected as pres. of the University Bank & Trust Company. He has been with the bank since 1979, most recently as exec. v.p. and c.o.o.

CURTIS: Mike Jorgensen has recently been elected a.v.p. of the



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

FINANCIAL SPECIALIST IN THE TWIN CITIES AREA

Call Bruce Meyer • 612/835-4466
7625 Metro Blvd., Suite 350 • Minneapolis, MN 55435



**MANAGEMENT
RECRUITERS**

300 Offices
Nationwide

The Search and Recruiting Specialists

Curtis State Bank. He joined the bank in June, 1981.

DEWITT: Betty Green and Franklin Hunter have been named v.p. of First Central State Bank.

DUBUQUE: American Trust & Savings Bank has promoted Eugene E. Hayertz and Charles J. Schrup, III to v.p. Both will continue to specialize in investments and retail banking services at the bank's downtown main location.

DYERSVILLE: Harvey Robinson has been elected v.p. at Dyersville National Bank and v.p. of the Farm Credit Corporation, a subsidiary of the bank. He was formerly with Farmers Savings Bank of Wever.

HAZLETON: Richard C. Bueneke, v.p. of the Maynard Savings Bank, has been elected manager of the bank's Hazleton office. He has been with the bank nine years.

HUMBOLDT: First Investors Service, Inc., and Joe W. Dodgen, pres., have announced the sale of their interest in The First National Bank of Humboldt to Hawkeye Bancorporation, Des Moines. First National at year-end had \$54 million in assets. At the same time, First Investors has purchased a 51% interest in the Livermore State Bank, also in Humboldt County, from John and June Rowles of Fort Dodge. Livermore State had \$9 million in assets at year-end. Clifford Lewellyn will continue as pres. at First National and William D. Dodgen as exec. vice

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



Carleton D. Beh Company

Investment Bankers / Financial Consultants
1300 Des Moines Building / Des Moines, Iowa 50309
515 / 288-2152

We own and offer subject to prior sale and change in price the following Pledge Orders:

AMOUNT	MUNICIPALITY	MATURITY	YIELD	TAXABLE EQUIVALENT AT 46%
\$200,000	FREDERICKSBURG, IOWA Sewer Revenue Pledge Orders Interest: 6-1 and 12-1	9-01-82	9%	16.67
\$175,000	GLENWOOD, IOWA Sewer Revenue Pledge Orders (HFA-EPA-DEQ Take Out) Interest: 6-1 and 12-1	12-01-83	9¼ %	17.13
\$250,000	HARLAN, IOWA Electric Revenue Pledge Orders Interest: 6-1 and 12-1	6-01-82	9%	16.67
\$300,000	IOWA FALLS, IOWA Hospital Pledge Orders (G. O. Supported) Interest: 6-1 and 12-1	12-01-82	9%	16.67
\$270,000	TIPTON, IOWA Electric Revenue Pledge Orders Interest: 6-1 and 12-1	6-01-82	9%	16.67

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

Pledge Orders are issued in accordance with the provisions of Chapter 384, Code of Iowa, 1981, as amended, to provide funds necessary for the construction of improvements to municipal utilities. In the opinion of counsel, Pledge Orders are subject to the first lien of outstanding debt, if any, and together with such outstanding debt are payable solely and only from the future net revenues (except where otherwise indicated) of the respective municipal utilities.

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

4 pres. Joe Dodgen is resigning as chmn. at First National. He also announced that Robert L. Wilson will continue as pres. at Livermore State, and Marie M. Wilson as vice pres. and cashier. Mr. Dodgen will be chmn. at Livermore. He said he wants to diversify his investments and spend more time with his other business interests, which include a large scale hog farrowing business. Both bank transactions await regulatory approval.

IOWA CITY: Harry E. Bigger, in charge of the real estate loan department at Iowa State Bank & Trust Company, has recently been promoted to v.p. Mr. Bigger joined the bank in 1972.

LISBON: The recent promotion of Bob Leinhart to exec. v.p. and Sue Kortemeyer to a.c. and the appointment of David Blakeley as ag. rep. was announced by the Lisbon Bank & Trust Company.

LOVILIA: Christy Chance was

recently elected to succeed Edward T. Beary as manager of the Lovilia office of the State Bank of Bussey. Mr. Beary has retired after 20 years in that position.

MADRID: Don L. Fatka has recently been elected v.p. of the City State Bank. He joined the bank in 1974 and has been serving as a v.p.

RIDGEWAY: At a recent meeting of the Farmers State Bank of Ridgeway Diane Hovden was promoted to v.p. and Dennis Hovden to cashier.

WINTERSET: Don Bolton was recently elected as pres. and trust officer of the Union State Bank to succeed A.D. (Don) Beeler who has retired as pres. Mr. Beeler has served as pres. since 1964 and will remain on the board as a director. Also at the bank Gail Leeper was advanced to exec. v.p. and ass't. trust officer; Ernest R. Stowell, Elmer F. Lange, Jean W. Lange, Duane R. Pearson and David L. Swenning were elected v.p.; Duane Gordon, a.v.p., and Timothy Byrnes, cashier.

Nebraska News

COLUMBUS: Preliminary approval has been received from the Regional Administrator of National Banks, Kansas City, for chartering of Platte Valley National Bank here, with capital and surplus of \$500,000 each. Kermit Wagner, owner of Wagner Mills in Schuyler, and Richard Weerts, pres. of Weerts, Boettcher Realty in Columbus, are two of the 10 organizers. A temporary facility is expected to open by May 1 on property owned by the new bank at King Corners Site, Hwys. 81 and 30.

GORDON: Tim Keller was recently promoted to v.p. at Gordon State Bank. He has been with the bank since 1979.

MARTELL: Brian K. Renz has been promoted to v.p. and director of The Martell State Bank.

NEBRASKA CITY: Otoe County National Bank recently promoted Ronald H. Watton to v.p. and ag loan officer; Mary Lou Rivett to mortgage loan officer, and Jacqueline A. Smith to cashier.

RAVENNA: The Ravenna Bank has announced the promotion of Douglas C. King to v.p. and Alan D. Kegley to a.v.p. Both joined the bank's staff in 1979.

Does an airline flight attendant's appearance impress you? Call us today and find how your tellers can do the same to your customers.

Ellerbroek's
CAREER APPAREL

523 N. Main St., Carroll, Ia., 51401 712-792-2748

Minnesota News

The Minnesota Bankers Association Agricultural and Rural Development and Lending Committees are sponsoring a series of "Lending Challenges and Opportunities" workshops in March to replace the March agricultural workshops and April lending workshops for 1982. The joint program is designed to reduce costs to bankers by attending one meeting instead of two. Arlan Tengwall, Northwestern National Bank, Mpls., and Wayne LeBoeuf, Richfield Bank and Trust Company, are co-chairing the planning committee.

BAYPORT: First State Bank of Bayport has announced the promotion of Gregory L. Benson to v.p. in addition to his duties as manager of First State Insurance Agency, Judith A. Peterson to v.p. and cashier and Carolyn Willett to a.c.

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

MANAGER OF LEGAL REGULATORY RELATIONS

Citibank is a major financial organization located in Sioux Falls, South Dakota that has one of the largest Bankcard Customer Service bases in the United States.

This creates an immediate opening for a position as Manager of Legal Regulatory Relations, with responsibility of conducting reviews of the bank and recommending actions necessary for compliance with federal laws and regulations.

The position requires a B.A. degree, 2-3 years experience on Comptroller of the Currency general examination staff, knowledge in Section 12, CFR and related codes and regulations, familiarization with correct preparation of all federal agency reports.

Interested persons should send salary history and resume to:

Patricia Barber, Professional Recruiter
Citibank, South Dakota, N.A.
P.O. Box 6000

An equal opportunity employer
M/F/V/H

CITIBANK 
(SOUTH DAKOTA), N.A.

- 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

CRYSTAL: Michael S. Higgins has been elected exec. v.p. and Paula M. Mitchell as consumer loan officer of Crystal State Bank.

HINCKLEY: Donn Haugen has been promoted to v.p. and LaVern O'Donovan to loan officer of Farmers & Merchants State Bank of Hinckley.

MINNEAPOLIS: Fenwick C. Atwill, who joined First Bank Minneapolis in 1947, has been elected an exec. v.p. Mr. Atwill will continue as head of the cred. admin. department.

MINNETONKA: First Minnetonka City State Bank in Glen Lake has promoted C. Lee Anderson to v.p. of commercial banking.

REDWOOD FALLS: Roger Hebeisen has been promoted to v.p., commercial loans; Craig Hilton to a.v.p., personal loans, and Brad Dammann, personal loan officer at First Northwestern National Bank.

ROCHESTER: Northwestern National Bank of Rochester has announced the election of Jeffrey J. Setterlund to senior v.p. and chief financial officer.

ST. CHARLES: Jerry Fix has recently been elected to succeed Don Campbell as pres. of First National Bank in St. Charles. Mr. Fix started in the banking business in 1962. Mr. Campbell will remain on with the bank, working in various other positions.

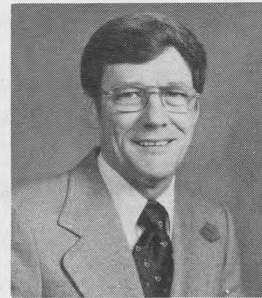
ST. PAUL: Northwestern National Bank of South St. Paul recently promoted Anthony W. McGuire to ex-

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.

ec. v.p. and John A. Marien to senior v.p.

Illinois News

STERLING: Central National Bank of Sterling recently announced the promotion of Andrew R. Cullum to exec. v.p. and dir.; James E. Dillion to senior v.p., agriculture and real estate, and William R. Hoefler and John R. Kuczynski to v.p.

South Dakota News

SISETON: Bonnie Enwiller was recently elected v.p. and loan officer of First State Bank. She has been with the bank eight years.

STOCKHOLM: Ray Knapp was promoted to v.p. and Michael Malimanek to a.c. at the annual stockholders meeting of Stockholm State Bank.

North Dakota News

DEVILS LAKE: Joanne Durbin and Goodwin Helseth have been named v.p. and Duane Pesek, loan officer at First National Bank, Devils Lake.

ELLENDALE: The Dickey County Bancorporation has recently received approval from the Federal Reserve Board to acquire the First National Bank and Trust Company of Ellendale.

FARGO: Jerry Just will join Fargo National Bank March 1 as exec. v.p., according to David D. Gordon, who

was advanced at year-end to be president of the bank. Mr. Just will leave his present position as v.p., Northwestern Nat'l. Bank, Sioux City, Ia., to return to Fargo. He is a native of North Dakota and has served with Banco Banks in Bismarck, Fargo and Sioux City since 1961.

FINLEY: Richard Solberg, pres. of the Citizens State Bank of Finley has announced that he will resign his position sometime this summer to accept a similar position with the State Bank of Fargo. Mr. Solberg joined the bank in 1970.

LITCHVILLE: Gary G. Justesen was recently promoted to v.p. and cashier, and Jerald J. Johnson to a.v.p. at Litchville State Bank.

VALLEY CITY: Gerald Zinck, pres. of Farmers and Merchants Bank, has announced the promotion of Charles Stowman to senior v.p. and cashier and Judy Nicholson to a.c. and auditor.

Bankers Service

LOAN ACTIVITY BULLETIN

Who: names of all debtors in the county recorded during the period

What: name of secured party

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

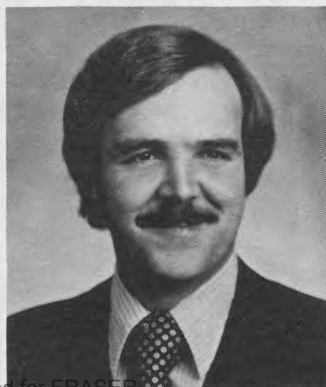
Where: location where loan made



FOR FAST SERVICE
515-244-2463

**IOWA
PUBLIC RECORDS
SEARCH, Inc.**

BOX 6129
EAST DES MOINES STATION 50309



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

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
Phone 515/244-8163

CREDIT MANAGER WANTED—We are an agricultural company located in north central Iowa with sales in excess of \$100 million per year. Applicant should have working knowledge in all areas of credit evaluation, UCC documentation, risk management, collection, and have good people communications. Credit Manager is part of our sales and management team. Salary commensurate with experience. Excellent benefits including health insurance, pension, dental, eye-glasses, life insurance and long term disability insurance. For confidential consideration, send resume to file PBK, c/o Northwestern Banker. (PA)

WANT TO BUY

High performance midwest bank president looking for bank to purchase. Cash or contract in NE, IA, KS, or MO. Bank size \$10 million to \$100 million. All replies confidential. Write file PBJ, c/o Northwestern Banker. (WTB)

FOR SALE

Burroughs L6000 with general ledger and loan program. In good condition; always under service agreement. Call Gary Ferris, at 308/773-2222. (FS)

BANKERS AVAILABLE

If you are seeking a qualified officer for your bank, we have the top applicants in the midwest. Listed below are a few of our current applicants:

CEOs with heavy ag lending exp. to \$50,000
Commercial Lenders to \$32,000
Ag Lenders to \$25,000
Generalists (Operations/Lending) to \$36,000
Operations/Cashiers to \$28,000
Installment Lenders to \$25,000
Trust Officers to \$30,000

Write or call Malcolm Freeland, Freeland Financial Service, Inc., 246 Insurance Exchange Bldg., Des Moines, Iowa 50309. 515/282-6462. Describe your needs, and we will assist you. Employer pays reasonable fee.

POSITIONS AVAILABLE

Florida Banking opportunities for commercial lending officers with college degree and 3-5 years experience. Salary open.

Retail Marketing expert with knowledge of installment lending pricing of services, teller operations. Must have heavy marketing experience and college degree. Major bank in Upper Midwest. Salary open.

Operations Person for major midwest bank. Must have experience in all phases of operations in larger financial institution. Salary open.

Commercial Lender with knowledge of account receivable financing. Twin Cities area. Salary to \$30,000

Second Person for \$20 million Minnesota bank. Opportunity to invest. Salary open.

Ag Lenders needed by numerous community banks in midwest. Salary to \$25,000.

Commercial Lender for \$150 million Illinois bank. Requires 3 to 5 years experience in bank over \$50 million. Salary to \$30,000

Write or call Malcolm Freeland, Freeland Financial Service, Inc., 246 Insurance Exchange Bldg., Des Moines, Iowa 50309. Phone 515/282-6462. Employer pays fee.

SKI THE SUMMIT!!!

New, three-bedroom, three-bath units available for sale or rent. Each unit has its own redwood hot tub on the deck. Contact:

Dwayne Smith
Paradise Properties, P.O. Box S
Dillon, Colorado 80435
Phone: 303/468-5846
or
Ann Marie
Phone: 303/468-2740

Now available
TIME - TEMPERATURE

Solid State Display
One Year Guarantee
30" x 96" Complete Sign

\$2,895.00

UNITED SIGNS, INC.
(308) 384-0111
321 N. Eddy St. P.O. Box 263
Grand Island, NE 68802

Thinking about
selling your bank?

Consult with
Homer Jensen
or
Dick Bueneke

Over 50 years' banking
experience
No fee to seller

246 Insurance Exchange Bldg.
Des Moines, Iowa 50309
Phone: 515-243-7434

POSITION AVAILABLE

LOAN OFFICER—Experience in installment, agriculture, and commercial lending for this growing \$18 million south central Nebraska bank. Some trust experience would be helpful. Salary open. Write file OBN, c/o Northwestern Banker. (PA)

"A very aggressive bank with strong growth record has a position open for an officer to assume responsibility for the marketing activities of our bank. Opportunities available to assist in the supervision of bank operations. Experience in bank marketing desirable. Looking for individual with leadership abilities. Complete job description and details available. Inquiries will be held confidential." Write file PBE, c/o Northwestern Banker. (PA)

"Position open for individual to head audit department in \$55 Million N.W. Minnesota bank. Experience in bank audit or accounting required. Excellent opportunity for aggressive person. Complete details available. Inquiries will be held confidential. Write file PBF, c/o Northwestern Banker. (PA)

Small, clean, high performance South Dakota bank looking for aggressive young man to fill second man position and to assume C.E.O. position within 2 years. Must be strong in ag loans, operations and insurance license is desirable. Salary open. Send resume to file PBI, c/o Northwestern Banker. All replies confidential. (PA)

LOAN OFFICER for smaller suburban bank. Three to five years installment and collection experience. Other experience a plus. Contact Roger Petersen, VP/Sr. Ln. Off., First Nat'l Bank, P.O. Box 65010, West Des Moines, Iowa 50265. (PA)

INSURANCE AGENT—Immediate opening for an Agency Manager in Western Nebraska. Excellent opportunity. Experience required. Salary open. Write file PBL, c/o Northwestern Banker. (PA)

OPERATIONS OFFICER—\$40 million northwestern Illinois community bank needs an operations officer with 3-5 years solid operations experience. Excellent opportunity in a good rural community. Call Andy Rogers, First National Bank, Galena, Illinois 61036. Phone (815) 777-0344. (PA)

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 SCHOOLER JR.
AND ASSOCIATES

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

COMPLETELY CONFIDENTIAL
"Employment Service"

PARTIAL LIST OF
AVAILABLE POSITIONS

FINANCIAL MANAGEMENT OFFICER—Eastern IA bank in immediate need of 4+ yrs CPA seasoned in acctg and controller type work. Assignments include financial planning — financial institutional bkgd a must. \$25-\$30K.

AG LENDER—Aggressive \$100 million south central Nebraska bank searching for individual degreed in Ag Economics or finance. Must have 3 yrs Ag Lending exp. Young staff, wanting to bring some maturity aboard. \$25K.

COMMERCIAL LENDER—Eastern Nebraska bank near Omaha, seeks highly seasoned commercial lending expert. 5+ yrs exp and Ag exposure a must. \$30-\$35K.

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

BANK PLACEMENT SPECIALISTS
(Our 33rd year)

Call experienced professionals to locate the right candidate for your vacancy . . . or the right "move-up" for yourself.

CORPORATE RECRUITERS
MIDWEST BANKING DIVISION
202 S. 71st Street 402/393-5515
Omaha, Nebraska 68132

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

714 U.C.B. Building, 515-283-2545
Des Moines, Iowa 50309

CEO

Twenty-five million dollar high performance bank in south central Minnesota. Want an aggressive individual who would like to purchase 25% ownership. Excellent agricultural area. Send resume and financial history to file PBD, c/o Northwestern Banker. (PA)

POSITIONS AVAILABLE

TRUST OFFICER—requires trust generalist with good business development skills. Head dept. for \$80MM suburban bank. \$28,000

CASHIER—small city bank needs excellent operations officer to join new management team. Should have experience with in-house mini computer systems. \$25,000

COMMERCIAL LENDER—ideal situation for lender with 2 yrs. or more commercial experience. Would be #2 in dept. with room for advancement. \$24,000

OPERATIONS OFFICER—\$20MM bank located within 50 miles of major metro area. Minimum 4 yrs. solid operations experience in medium size bank. \$25,000

SENIOR COMMERCIAL LOAN—urban \$100MM bank with aggressive new business program. Promotion to Exec. VP. possible within 12 months. Degree preferred. \$50,000

CORRESPONDENT OFFICER—excellent opportunity for junior officer with agrilgan expertise and degree. Must have some correspondent calling experience. \$25,000

STAFF AUDITOR—requires accounting degree and some bank audit experience. Position is used as training area for future advancement. \$16,000

To inquire, submit resume' and salary information.

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. 42 Northwestern Banker Newsletter (USPS 873-300) is published weekly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines, Iowa 50309, (515) 244-8163. 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.