

NORTHWESTERN Banker Newsletter

Vol. 11 No. 46

Des Moines, Iowa

March 7, 1983

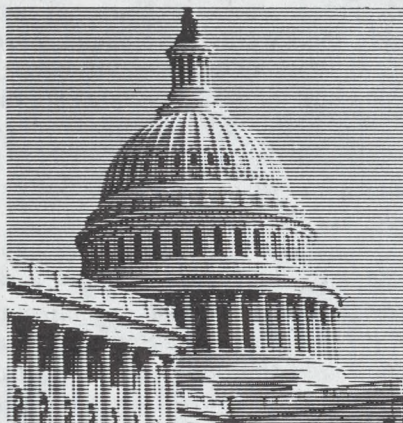
Ag Task Force, Regulators in Harmony

AMID an atmosphere of cooperation and understanding, the recently-appointed ABA Ag Task Force met with federal bank regulators in Washington, D.C., last week and agreed to work together through every means possible to maintain a working partnership between the examiners and bankers to help bankers work with their ag customers.

C. Robert Brenton, president-elect of the ABA and president of Brenton Banks, Inc., Des Moines, is chairman of the Task Force. An ABA statement after the meeting said "bankers recognize that some farmers will not make it through these troublesome times and will drop out of farming. Bankers have shown their willingness to work with these customers in order to minimize losses until that time when the farmers can voluntarily liquidate and thus receive what remains of their equity. Other farm customers can well survive this economic situation but need a period in which their banker will take every reasonable alternative for working out their financial trouble."

ABA also pointed to its recent survey which said "delinquencies are growing, but community bankers have relatively few foreclosures compared to other farm lenders. The reason for that is that bankers went beyond the traditional bounds of lending and are counseling and pro-

viding more non-credit services. Bankers are reducing interest rates and, in some cases, foregoing earnings in a desire to continue with ag customers with a reasonable chance of success."



The ABA statement said the Task Force "discussed these five considerations with the regulators:

"1. The Ag Task Force believes the best approach is to work in partnership with bank regulators, customers and others to arrive at an acceptable solution within the existing laws and system. Forbearance and cooperation until the economy improves are the keys to overcoming this economic crisis.

"2. The Task Force believes Congress should be concerned with the U.S. and world economies in recovering from recession and inflation, and

not enter into legislative initiatives that would prohibit or delay foreclosure actions on an indiscriminate basis.

"3. The Task Force believes the Administration should pursue every opportunity to expand and develop export markets, and should not disrupt the export market place through the use of economic sanctions. Accordingly, ABA has adopted a resolution imploring the President to refrain from the use of embargoes to achieve certain foreign policy objectives.

"4. Task Force members encourage a continuing dialogue and cooperation between agricultural bankers and federal and state regulators. In this regard, we have agreed to meet with representatives from the regulatory agencies to continue a dialogue between the bankers and the regulators.

"5. We encourage bank regulators to communicate with their field examiners to sensitize them to the concern that bankers need to be given reasonable opportunity to continue with their worthy ag customers during this economic crisis."

There was encouraging evidence of harmony among all participants as the issues of problem ag loans were discussed in a vein of doing everything that can be done within the law to keep farm customers in business. It was agreed that the Task Force and regulators would meet again in six months. □

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.



Garry Frandson

IOWA-Des Moines
NATIONAL BANK

Member FDIC

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

How did we get to be first in Iowa? By putting Iowa first.

Iowa News

BICS Institute, the education center of Banks of Iowa Computer Services, Inc., is featuring an "Asset Liability Management" seminar on March 16.

Carol Swiger, president of Swiger Consulting Group, Inc., in Reston, Va., will be the instructor for the seminar. Mrs. Swiger has 15 years of experience with financial institutions.

A large turn-out is expected since this is a high interest topic with bankers. Information may be obtained by calling (319) 395-6704.

ALGONA: Paul Johnson, president of the Iowa State Bank, has announced that Dennis J. Besch has been hired as an assistant vice presi-



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

dent and loan officer for the bank.

ANKENY: Kenneth W. Keniston, president of Ankeny National Bank, has announced that the bank has converted to a state chartered financial institution, effective February 25. The bank has also changed its name to Hawkeye-Ankeny Bank and Trust. Ankeny National was purchased by Hawkeye Bancorporation in 1982. In addition, Robert D. Hanes has joined the bank and will be responsible for lending and assets/liability management. He previously was with First State Bank of Chariton as vice president.

CANTRIL: An agreement has been signed by Mona G. Norris, chairman and president of State Savings Bank here, to sell the bank to the holding company which owns Farmers State Bank, Keosauqua. John A. Manning, vice president and cashier of the Keosauqua bank, said the agreement is subject to regulatory approval and may take six months to complete. He said the Cantril bank would not be merged, but continue as a separately chartered bank.

DES MOINES: Sally E. Smith has been elected vice president, sales and service, of Hawkeye Bank & Trust. Ms. Smith joined the bank in 1981 and is responsible for the ATM/CIF, customer service, investor center, training, marketing and sales areas.

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

DUBUQUE: Michael J. Lampo has joined Dubuque Bank & Trust Company as an ag rep. He previously was with Production Credit Association in Wilton for one and a half years.

NEW ALBIN: J.E. Welsh, president of the New Albin Savings Bank, has retired after 62 years of service at the same bank. Albert Fruechte was named president to succeed Mr. Welsh. Also named were Raymond J. Whalen, vice president and cashier, and Barry Fruechte, assistant vice president.

SIBLEY: David D. Vaselaar, executive vice president and trust officer of the Sibley State Bank, has announced that Michael S. Mahlen-dorf has joined the bank as vice president. He previously was with Citizens State Bank in Donnellson as vice president. Also promoted were: Harris J. Kruse, assistant vice president; Marcia Hilbert, data processing officer, and Pamela Vande Hoef, assistant cashier.

Nebraska News

The Nebraska Sandhills Group of NABW will be holding their "Ex-

An important new profit center
for your bank:

- FLEX-O-PAY -
a computerized
local billing/credit service

National Bank of Waterloo

315 East 5th St. • Waterloo, IA 50704

Contact:

Leroy Bell or
Milt Hennick

319-291-5412

Member Federal Reserve System FDIC



One Carriers Building
Des Moines, Iowa 50309
Telephone: (515) 243-1203

NEW ISSUE

Moody's: A

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

\$2,545,000
BOONE, IOWA
General Obligation Bonds

DATED: March 1, 1983

DENOMINATION: \$5,000

Both principal and semiannual interest (June 1 and December 1; first coupon due December 1, 1983) payable at the office of the City Treasurer, Boone, Iowa.

IN THE OPINION OF COUNSEL INTEREST ON THESE BONDS IS EXEMPT FROM ALL PRESENT
FEDERAL INCOME TAXES.

MATURITIES

	<u>8.60%</u>			<u>7.00%</u>	
\$ 50,000	June 1, 1984	4.50		\$390,000	June 1, 1991 7.00
65,000	June 1, 1985	5.00			
85,000	June 1, 1986	5.50			
110,000	June 1, 1987	6.00		<u>7.20%</u>	
110,000	June 1, 1988	6.25		\$435,000	June 1, 1992 7.20
	<u>6.70%</u>				
\$170,000	June 1, 1989	6.50		<u>7.40%</u>	
	<u>6 3/4%</u>			\$425,000	June 1, 1993 7.40*
\$190,000	June 1, 1990	6.75		515,000	June 1, 1994 7.60*

*Callable June 1, 1992 at par.

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

The City of Boone is located in central Iowa approximately 45 miles north of Des Moines. The Boone County annual fair is held in August at the town of Boone which is the county seat. The fair consists of 22 acres, livestock and poultry buildings, county auditorium with 1,000 seating capacity. Major employers in the City include Quinn Manufacturing (concrete tile forms); Merit Baking (Archway Cookies); Gates Rubber Company (hydraulic hose connectors) and Mid-States Steel (metal fabricators). Transportation is provided by U.S. Highway 30 and State Highway 17. Boone has two banks with assets over \$99,800,000 and two savings and loan associations with assets of \$103,733,306.

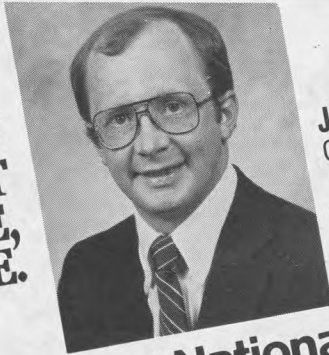
These bonds are being issued for the purpose of providing funds to pay the costs of the construction of certain improvements and extensions to the Municipal Sewage Works and Facilities, and of the construction of the Boone, Iowa, Street Improvement Project, 1980 #3.

FINANCIAL STATEMENT

Assessed Valuation, 1983	\$206,259,967.00
Actual Valuation, 1983	206,259,967.00
Net Direct Debt, including this issue	5,320,000.00
Net Direct Overlapping & Underlying Debt	5,643,228.00
Population, 1983 estimate: 12,426	
Net Direct Debt: \$428.13 per capita	
Combined Net Debt: \$454.14 per capita	

The information contained herein is not guaranteed, but is derived from sources which 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.

**FOR ANY
CORRESPONDENT
SERVICE,
COUNT ON ME.**



JOE BRODERS
Correspondent Banking
Representative
712/277-0613

First National Bank 
Member FDIC • P.O. Box 3248, Sioux City, Iowa 51102 • A BANKS OF IOWA BANK

ective Night" meeting in Bassett on March 17. The main speaker for the evening will be Kathy Votow, correspondent banking officer from the First National Bank & Trust Co., Lincoln. Ms. Votow, who has been on a tour of China, will give a talk and show slides from her tour, on the agriculture conditions in China.

BELLEVUE: At Tri-County Bank & Trust, Lance K. Wise was appointed vice president of the commercial loan department. He joined the bank from First National, Hays, Kansas. John H. Becker, Jr., was also promoted to vice president and will have the responsibility for the newly-formed trust department, personnel, collections and the bank's discount brokerage service.

BLAIR: Blair Bank, Inc., has announced the addition of Lloyd Scheve and John E. Queen as senior vice presidents. Mr. Scheve formerly was vice president of the First Security Bank of Holdrege. Mr. Queen, who will serve as senior loan officer, formerly was with First National Bank of Council Bluffs as vice president and senior loan officer.

MEAD: Bank of Mead has announced the promotion of Jeffrey J. Huck to vice president and cashier.

OMAHA: Gregory P. Carlson has been elected vice president and director of human resources, announced John R. Cochran, president of the United States National Bank. Mr. Carlson joins the bank from a Banco affiliate in Bloomington, Minn.

PLAINVIEW: Roger D. Synovec has been promoted from senior vice president to executive vice president of Plainview National Bank. Mr. Synovec has been associated with the bank since 1972. Also, Merle Johansen, who joined the bank in 1980, has been elected assistant cashier and auditor.

Minnesota News

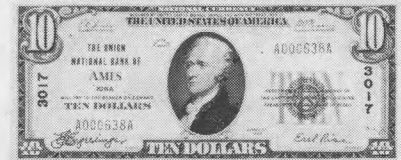
The Minnesota Bankers Association is sponsoring a one day workshop for bank supervisory personnel to be held April 6 in Willmar and April 7 in Owatonna. Pat Coleman will conduct the workshop.

* * *

The Twin Cities Chapter of the Bank Administration Institute will be conducting a seminar entitled "Strategies for Handling Conflict and Negotiations," to be held March 17 at the Normandy Inn in Minneapolis.

Program leader is Paul J. Barbick, a performance consultant with Vopatek and Associates in Chicago.

IOWA NATIONAL BANK CURRENCY



WANTED
FOR PERSONAL COLLECTION
Also paying top prices for other "types" of U.S. currency and financial paper.

DON MARK
Box 1, Adel, IA 50003 • 515/270-8170

For more information contact: Frank N. McKean or Kathy Jansen, Midland National Bank, (612) 372-7119.

Directly following the seminar will be the chapter's regular dinner meeting.

* * *

MANKATO: John R. Baker has been elected vice president and senior retail banking officer at First Bank Mankato, according to Starr J. Kirklin, president. Mr. Baker started his banking career in 1965 and most recently held the position of vice president of First Bank System, Inc., with responsibilities in operations and cost accounting.

MINNEAPOLIS: David R. Downs, executive director-human resources at Tenneco, Inc., has been elected senior vice president-human resources for Northwest Bancorporation, effective March 7. He succeeds Glen M. Smyth, who resigned in December, 1982.

ST. PAUL: The Metropolitan Bank St. Paul will celebrate the completion of its new Town Square facilities with a week-long grand opening, March 8-11. The new facility occupies both the ground floor and skyway level of Town Square at the

AGRICULTURAL FINANCE

We have an immediate opportunity for an Agricultural Finance professional. The successful applicant will have a degree in agriculture with 2 to 3 years agricultural lending experience. A farming background is a must and experience with a bank and/or long term lender helpful. This position will require a company paid relocation to central Iowa.

We provide a highly competitive salary and extensive company paid benefit program.

Please send confidential resume or letter with salary history to: file TBD, c/o Northwestern Banker.

**Professional ...
Responsive ...**

Call Mark Christen for
any correspondent service.
Call toll free (800) 622-7262



Valley National Bank 

DES MOINES, IOWA 50304

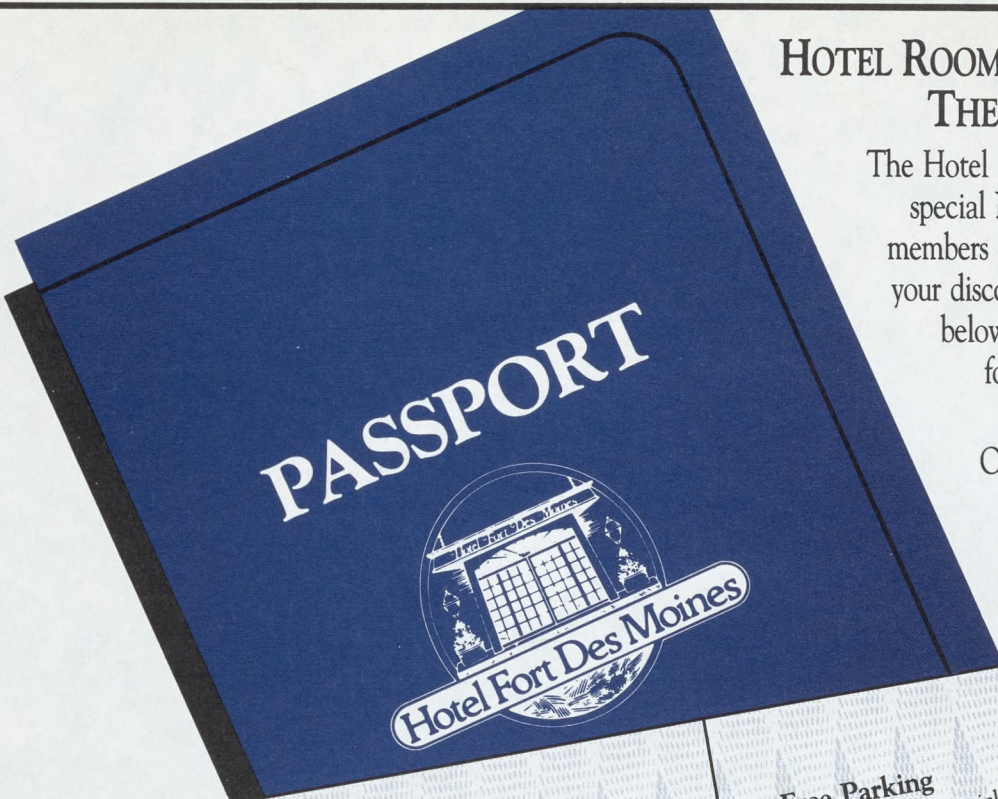
Member FDIC

A BANKS OF IOWA BANK

HOTEL ROOM DISCOUNT FOR MEMBERS OF THE IOWA BANKERS ASSOCIATION

The Hotel Fort Des Moines is pleased to announce a special **REDUCED RATE PASSPORT** available to all members of the Iowa Bankers Association. To book your discounted room, and all of the benefits listed below, simply call our toll free number and ask for the special rate reserved for members of the IBA.

Our current Iowa Bankers Association rates are: \$44-single occupancy, \$54-double occupancy, Executive Suite \$6 extra.



NAME _____	
ROOM NO. _____	DATE _____

Welcome to the HOTEL FORT DES MOINES!

Your membership in the Fort's Corporate Plan gives you the special privileges described below. Please keep this passport with you and present it upon requesting the following amenities.

Complimentary Cocktail

One free cocktail nightly in *Fitzwilly's* (with Live Entertainment Tuesday through Saturday!) or with dinner in *Alexander's*, our ★★★★★ restaurant.

Complimentary Continental Breakfast

Enjoy your daily complimentary breakfast in *Alexander's* (counter open at 6:30 A.M., dining room open at 7:00 A.M.) or use our convenient room service order form.

Club Privileges

For guests who would like to make use of *The Club* for dinner, please make arrangements with Mr. Sullivan at the Front Desk.

Please, gratuities not included.

Free Parking
Have your parking ticket validated at the front desk before leaving.

Limousine Service

Morning limousine service to the central business district is available each weekday. Airport service (10-15 minutes) is available seven days a week. Please contact the Front Desk to make arrangements.

Express Checkout

For speedy check-out service, please provide the information requested below and leave this Passport with your key at the front desk at the end of your stay.

Credit Card Payment (if you have not already had your credit card imprinted at the front desk).

We honor MasterCard VISA American Express
 Carte Blanche Diners Club

Card Member Name _____ Expir. Date _____
Acct. # _____

Signature _____

Direct Bill

Name _____
Address _____ State _____ Zip _____
City _____

Check here if you are paying by credit card and would like a copy of your room charges. Please provide your mailing address in the space above.

Toll Free Reservations
Iowa 800-532-1466 • Nationwide 800-247-8057

HOTEL FORT DES MOINES
Tenth & Walnut Streets/Des Moines, Iowa
Iowa Toll Free: 800-532-1466
Nationwide Toll Free: 800-247-8057

All Sharp teller machines
come with the features you want.
Ours come with one extra.



The extra is our experience. It comes without a price tag. And, at Banker's Equipment Service, it's standard equipment on every machine we sell.

Since bankers are our primary customer, we think we're in a unique position to understand your needs. We've installed more systems than anyone else in the upper midwest, we have an

excellent teller training program, and we're experts at showing you how to integrate new equipment into your present system. We have a complete selection, including the Sharp BE-3500 teller machine. And our maintenance contract is among the best in the business.

If you like those features, give us a call: (612) 890-6661

 **Banker's Equipment Service**

Thinking about selling your bank?

Consult with
Homer Jensen
or
Dick Buenneke

Over 50 years' banking experience
No fee to seller
1031 Carriers Building
Des Moines, Iowa 50309
Phone: 515-243-7434

corner of Sixth and Cedar Streets. Highlights of the grand opening will be personal appearances by the MetroBank Group's robot spokesman, Me-T-R-O, and a drawing for several Commodore personal computers.

Illinois News

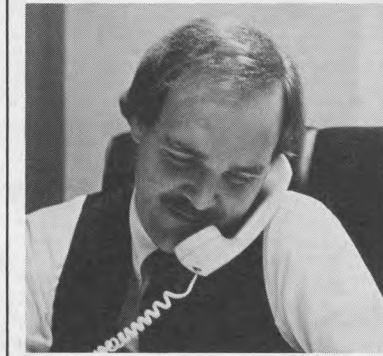
DEERBROOK: Spyros D. Xintaris, president of Deerbrook Bank, has announced the promotion of Michael Nelson to vice president, loan department, and the election of John Mielecki as auditor. Mr. Nelson is a 16 year veteran of banking, having served in a number of Chicago area banks in a similar capacity. Mr. Mielecki joined the bank in 1982 as a management trainee.

South Dakota News

OKATON: Tom Drew, president of the Frontier Bank in Okaton, has announced the sale of controlling interest in the bank to Gene Hawk and Dennis Fargen of Pierre, associates of Frank L. Farrar. Frontier Bank has a branch in Midland and is in the process of completing a new bank in Murdo. The sale is contingent on the approval of regulatory authorities. No changes in personnel are planned.

North Dakota News

The North Dakota Bankers Association agriculture committee,



Count on Steve Hatz.

For the best in ag overline, data processing and cash management services, along with expert advice and guidance, call Security Correspondent Banker Steve Hatz at 712/277-6554.



SECURITY NATIONAL BANK

Sioux City, Iowa 51101 Member FDIC.

under the leadership of Ken Anderson, First National Bank in Minot, has completed plans for its 1983 conference to be held March 16-17 at the Holiday Inn, Fargo.

Registration will begin at 11:30 a.m. on the 16th with luncheon at 12:30. The afternoon program, beginning at 1:20 p.m., will feature Ronald A. Anderson, extension resource economist, North Dakota State University, Fargo, speaking on "Estate Planning Procedures"; Harry J. Argue, executive director of NDBA, giving a "State Legislative Update"; William Harbeke, assistant vice president, First Bank, Valley City, "Midwest Banking Institute/National Advanced Agricultural Banking School," and Pat Henderson, director of public relations, and Don Nelson, director of marketing, Minneapolis Grain Exchange, "Marketing/Futures/Hedging."

The evening banquet will feature guest speaker: Teddy Roosevelt, former president of the United States.

The conference will adjourn at noon on the 17th with the morning session including: "1983 Federal Farm Programs" by Robert Christman, state executive director, North Dakota Agricultural Stabilization and Conservation Service, Fargo; "MASI - A New Source of Farm Credit," Edward Tubbs, president, MABSCO Agricultural Services, Inc., and "Legal Documentation of

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

Agricultural Loans" with Edward "Ned" Giles, Attorney, Denver, Colo.

Wyoming News

LARAMIE: Tom L. Holman has been promoted to vice president at First Interstate Bank of Laramie, N.A. His responsibilities at the bank include agricultural and commercial lending.

ROCK SPRINGS: Kim E. Rosenquist has joined the First Security Bank as vice president, commercial loans. He has more than 12 years banking experience.

Management Opportunities

Mid-level and top management positions open in agricultural lending with Production Credit Associations in Kansas, Oklahoma, Colorado and New Mexico. Ag loan experience desirable. Send resume to:

Production Credit Associations

c/o Bob Broeckelman
Federal Intermediate Credit
Bank of Wichita
Suite 420-N
151 North Main
Wichita, KS 67202



AN EQUAL OPPORTUNITY EMPLOYER



E.L. Burch Phil Straight Bob Hardin David Bear Maxine Hahs



George Crews Jack Beets Dave Van Aken Dick Muir Matt Grzybinski
St. Louis

IF YOU ASK A LOT OF YOUR CORRESPONDENT BANK, ASK US.



UNITED MISSOURI BANKS

Members FDIC

United we grow. Together.

Kansas City (816) 556-7900

St. Louis (314) 621-1000

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.**

Ag Banking People Specialists

Hire Better...Faster... Easier!
Call without cost or obligation to find out who is available. Confidential.
Employers have been paying us to find the people they need since 1968.
Phone our banking specialist: **Linda at 515/394-5827 or Jeannie at 515/263-9598**
(If no answer 712/779-3567)

NATIONWIDE
agri CAREERS, INC.
THE ORIGINAL AGRICULTURAL RECRUITER
New Hampton, IA 50659 or Massena, IA 50853

SKI THE SUMMIT!

Call me Toll Free to discuss
our 1983 Building Plans.

DWAYNE SMITH
Phone 1-800/922-2590
Paradise Properties, Box S
Dillon, CO 80435

CORRESPONDENT-AGRICULTURAL BANKING OFFICER

Omaha National Bank is seeking an experienced, growth-oriented agricultural lending or correspondent banking officer. Candidate must have a minimum of 3 years experience, must possess a degree in finance or related area, and must be proficient in credit administration and marketing. Position provides excellent advancement opportunity, salary, and benefits. To apply, send resume and salary history to: **Personnel Department, Omaha National Bank, 17th & Farnam St., Omaha, Nebraska 68102. Phone: 402/348-7911.**
Equal Opportunity Employer (PA)

POSITIONS AVAILABLE

President for \$80 million midwest bank located in city of over 100,000 population Salary Open

Commercial Loan Officer for bank in St. Louis area. Salary \$40,000

Commercial Loan Officer for larger suburban Nebraska bank. Salary \$35,000

Operations Officer with micro-computer experience for Illinois bank. Salary Open

Operations Officer for southeast Iowa bank. Some lending knowledge will be a plus Salary to \$28,000

Ag Lender with two or more years experience in a community bank for a northwest Iowa bank located in good community. College degree preferred Salary \$25,000

Installment Loan Mgr. with marketing background to head major department in bank over \$100 million. Prefer college grad. with commercial banking experience. . . Salary Open

Loan Review Officer for midwest banking group Salary to \$35,000

Ag Loan Officer for major ag bank in eastern Iowa Salary to \$30,000

Commercial Loan Officer for \$160 million midwest bank. . . Salary to \$35,000

President needed for eastern Iowa community bank. Salary to \$35,000

Installment Lender for central Iowa bank. Must have commercial bank experience Salary to \$22,000

Ag Lender for progressive eastern Iowa bank. Must have college degree and two or more years community bank experience Salary \$25,000

Write or call Malcolm Freeland in confidence c/o Freeland Financial Service, Inc., 1032 Carriers Bldg., Des Moines, Iowa 50309. Phone 515/282-6462. Employer pays fee.

POSITION AVAILABLE

OFFICER to develop and direct personal banking department. Qualified applicant will possess administrative ability, a broad knowledge of personal investment alternatives, consumer lending and community relations. Salary commensurate with experience. Write file SBV, c/o Northwestern Banker. (PA)

AFFILIATED MIDWEST BANCS, INC.—A progressive group of six banks is looking for a commercial loan officer for its bank in Nebraska City, Nebraska. Prefer 3-5 years commercial loan experience. Send resumes to Paul H. Albrecht, President, Otoe County National Bank, P.O. Box 458, Nebraska City, Nebraska 68410. (PA)

AG OFFICER—2-3 years experience with strong ag lending background. Northwest Iowa \$55 million bank. Write file SBX, c/o Northwestern Banker. (PA)

Affiliated Midwest Bancs, Inc., a progressive group of six banks, is looking for an **AGRICULTURAL LOAN OFFICER** for its bank in Boone, Iowa. Prefer 3-5 years agricultural bank loan experience. Salary commensurate with experience. Send resumes c/o Robert Scott, president, Boone State Bank & Trust Co., P.O. Box 428, Boone, Iowa 50036. (PA)

PRESIDENT - AGGRESSIVE MANAGER wanted to build a small, farm-oriented bank in central South Dakota. Send resume to file RBZ, c/o Northwestern Banker. (PA)

AG LOAN OFFICER—Progressive \$40 million bank in eastern South Dakota needs experienced officer. Send resume to file TBA, c/o Northwestern Banker. (PA)

Farmers & Merchants Bank & Trust, Burlington, Iowa, seeks a **TRUST OFFICER** with five or more years experience in a bank as a Trust Officer. Probate, trust, investment, and accounting knowledge and experience preferred. A Law Degree is preferred. Salary negotiable. Apply to P.O. Box 928, Burlington, Iowa 52601. (PA)

Immediate opening in a Minnesota metro area bank for a "take charge" **REAL ESTATE LOAN OFFICER**. Exposure to commercial lending a plus. Salary commensurate with experience. Excellent benefits. Send resume to file TBB, c/o Northwestern Banker. (PA)

FIELD REPRESENTATIVE to call on banks to market ag loan funding programs. Position involves 80% travel. Applicant should have 4-7 years of agricultural lending experience, and have good knowledge of ag loan underwriting & documentation. Contact Jim. C. Potter, EVP, MABSCO Agricultural Services, Inc., 430 Liberty Bldg., Des Moines, Iowa 50308. (PA)

Northcentral South Dakota bank, \$11.6 million deposits, needs **NUMBER TWO MAN** with potential to become president in two to three years. It is very active small community. Must have all phases of banking, agriculture-commercial lending and operations experience. Contact Boyd D. Hopkins, Jr., President, Live Stock State Bank, 100 East Havens & Main, Mitchell, So. Dak. 57301. Phone 605/996-7775. (PA)

OPERATIONS OFFICER—\$40 million bank in eastern South Dakota in need of operations officer with experience in Burroughs Computers and Info-tech Software. Must be ambitious and aggressive. Send resume to file TBC, c/o Northwestern Banker. (PA)

EXECUTIVE BANK RECRUITING

We'll prove that we're the right search firm for you ... Time and time again.



R.E.B. & Associates
Executive Search Consultants
13425 A. St., Omaha, Nebraska 68144
Phone: 402/333-8248 or 333-6604

POSITION WANTED

BANKING GRADUATES from Iowa Central Community College, Fort Dodge, IA. Course work includes: AIB and other courses pertinent to banking plus a summer on-the-job training session in a bank. Students earn 67 semester hours which leads to an Associate of Applied Science Degree. Contact: **Placement Office or Forrest B. Johnson, Banking Coordinator, Iowa Central Community College, 330 Ave. M., Fort Dodge, IA 50501. Phone (515) 576-7201.** (PW)

SERVING PROFESSIONALLY

**Banking, Financial & Business Personnel
Iowa and Nationwide
CAPITAL PERSONNEL SERVICE**
714 U.C.B. Building, 515-283-2545
Des Moines, Iowa 50309

BANKERS AVAILABLE

CEO running \$30 million high performance bank. New opportunity \$45,000

CEO with experience running banks from \$20 million \$45,000

Senior Ag Lender making ag loans in excess of one million on over 15 years of experience in a major community bank Salary Neg.

Commercial Lender with 10 years experience, specializing in accounts receivable, inventories and commercial real estate Salary Neg.

Commercial Lender serving in senior capacity desires Illinois or eastern Iowa location \$38,000

Number Two Man with excellent track record in \$45 million bank \$40,000

Operations/Marketing specialist in \$125 million bank \$38,000

Cashier in \$30 million bank with excellent record \$28,000

Cashier in \$35 million bank in Iowa. A top candidate for a northern Iowa bank \$35,000

Senior National Bank Examiner with 8 years experience \$30,000

Loan Review man with legal degree \$30,000

Ag Lender with Iowa State degree and three years with community bank \$26,000

Installment Lender who heads dept. in \$50 million bank Salary Neg.

Operations/Auditor for major holding company seeks new opportunity \$25,000

Write or call Malcolm Freeland, Freeland Financial Service, Inc., 1032 Carriers Bldg., Des Moines, Iowa 50309. Phone 515/282-6462. Employer pays reasonable fee.

WANT TO BUY

Good Used **MICRO-FILM MACHINE** for bank office. Contact Jerry Burrack, Maynard Savings Bank, Maynard, Iowa 50655. Phone 319/637-2289. (WTB)

FOR SALE

3 window solid walnut teller counter, with marble deal plates, completely wired, 6' side counter, and connecting gateway. Excellent condition. Available 2-15-83. Contact Alan B. Fender, Valley National Bank, Hamburg, Ia. 51640. Phone (712) 382-1212. (FS)

FOR SALE OR ASSUME LEASE

NCR 9020 Banker 80 Software
4 - 7900 CRT's
1 - 6420 Band Printer

Contact: **Treasure State Bank**
Box 511
Glasgow, MT 50320
Phone 406/228-4364 (FSorL)

POSITIONS AVAILABLE

CEO—\$50MM community bank. Administrative experience and solid commercial lending background required. \$50,000

PRESIDENT—ag oriented bank close to large metro area. Prefer ag related degree and minimum ten years banking. \$35,000

PRESIDENT—small community bank located in county seat of 5,000 population. Business development and proven commercial lending experience needed. \$40,000

COMMERCIAL LOAN—large suburban bank with superior growth and earnings record. Minimum seven years commercial lending experience. \$40,000

OPERATIONS—medium size urban bank seeks operations manager for transit/proof, bookkeeping, customer service depts. \$30,000

AGRI LOAN—senior officer for large rural bank. Handle lending, farm management and marketing duties. \$35,000

Your inquiry will be held in confidence. Forward resume and salary history to:

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

"Serving the Banking Industry Since 1970"

Vol. 11 No. 46 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, \$18.00 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.