

NORTHWESTERN Banker Newsletter

Vol. 12 No. 39

Des Moines, Iowa

January 16, 1984

Community Bank CEOs Are Asked to Give Input to Investment Survey

CHIEF executive officers of banks across a 10-state area are invited to respond to an Investment Survey questionnaire contained in this issue of the NORTHWESTERN BANKER *Weekly Newsletter*. Responses to this survey will form the basis for a special report on community bank investment plans in the March issue of the magazine.

Questions in the survey were developed after consultation with the presidents of several community banks in three states, and with chief investment officers in several major correspondent banks. Consequently, they reflect the interests and concerns of bankers themselves. For this reason, each bank receiving the enclosed questionnaire is asked to complete it and return as soon as possible to the NORTHWESTERN BANKER.

An area of interest touched upon by both community and city correspondent bankers who helped formulate this questionnaire was the one concerning a written investment policy. The importance of this was emphasized in preliminary telephone visits, along with an interest in how many banks actually have one. They also said they would be interested in comment from other bankers on how well such a written policy helps them, and perhaps in-

stances in which the policy has worked to the benefit of the bank.

Other areas of interest that were suggested was what balance will be struck between the government and municipal bond portfolios, to what extent banks will be buying tax-exempts this year, what maturities will be the most favored ones for purchase this year, how many banks actually are active in futures or would like to be, and what is perceived for loan demand in coming months.

Because all of these areas impact each bank, readers are urged to complete the enclosed questionnaire. Comments or explanations are especially invited to give substance to the replies to various questions. It is requested that only one questionnaire per bank be returned. □

Iowa News

The 1984 Iowa Bankers Association Marketing Conference will be held February 5-7 at the Savery Hotel in Des Moines. This year's conference. "Marketing For Results" will emphasize building on your present marketing plan to achieve more profitability through innovative and proven ideas. During Monday's luncheon, winners of the "Best of Iowa" awards program will be featured. There will also be ex-

hibitors, workshops, a reception on Monday night and a special three-hour post-conference session on systematic cross selling.

Speakers for the conference include: Laird Landon, Laird Landon Consulting, Inc., Humbel, Tex.; Bruce Meriwether, president, First National Bank, Dubuque; Steve Barger, vice president in marketing, Hawkeye Bancorporation, Des Moines; Dennis Driscoll, FISL, Nashville, Tenn.; Bruce Alexander, vice president, First National Bank of Boulder, and Roger Selbert, vice president, Futures Research Department, Security Pacific Bank, Los Angeles.

ADEL: Brenton Bank and Trust Company has announced the promotion of Darrell Bauman and Jeff Horn to vice president. Mr. Bauman, who also serves as trust officer, has been with the bank since 1978. Mr. Horn has managed the Redfield office since 1980.

CLARINDA: Lowell K. Lines has been promoted to executive vice president of Page County State Bank. G.W. Richardson, vice president and trust officer, has retired after 25 years of service.

DES MOINES: The Iowa Investment Bankers Association officers will conduct their annual meeting January 18 starting at 4:45 p.m. on the third floor of the Marriott Hotel here. Following the Board of Governors meeting and business meeting, there will be a social hour, with din-

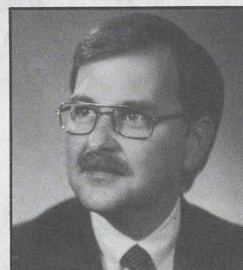
Loan participation through us can help improve your bottom line

For that reason, banks in Iowa depend on Correspondent Banker Dick Flesvig



First Bank Saint Paul

Member First Bank System
Correspondent Banking Division
332 Minnesota Street
Saint Paul, Minnesota 55101 (612) 291-5577





Norwest Bank Des Moines, N.A.
Call (515) 245-3131 or toll-free (800) 362-2514
Member FDIC



Bernie Kersey

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



Jan Townsend

ner served at 7:00 p.m. Speaker will be Hardwick Simmons, vice chairman and director of Shearson/American Express, who is responsible for the private client group. Mike Sparks of Chiles, Heider/American Express, 230 Liberty Bldg., is chairman of the meeting.

DUBUQUE: First National Bank here recently promoted the following vice presidents to senior vice president status: Thomas J. Stecher, operations; Richard A. Bean, finance, and Daniel E. Welu. Mr. Welu also serves as cashier. Promoted to vice president were: David W. Spahn, controller; C. Michael Reilly, marketing and business development, and Mark. J. Willging, trust department manager.

KNOXVILLE: Earle Bellamy, 63, vice president, trust officer and director of Community National Bank & Trust Co., died last week.

LONE TREE: Farmers & Merchants Savings Bank here has announced the promotion of Douglas Shanklin to senior vice president and Keith Barnhart to vice president.

MENLO: Funeral services were held recently for Glenn Stevenson, 74, who had been ill for some time. He is survived by a son, Gary Stevenson, vice president and head of the correspondent bank department at First National Bank in Sioux City.

SIoux CITY: First National Bank recently announced the addition of John (Jack) Scherrman as vice president and trust officer and Mark Sorensen as assistant vice president in the commercial area. Mr. Scherrman, formerly vice president and treasurer of CM Corporation in Sioux City, will head First National's trust department. Mr. Sorensen will be responsible for agricultural lending at the bank. He joins the bank from First National Bank of Omaha.

WASHINGTON: M.M. (Mike) Orris has been elected president and Dale Torpey chief executive officer of Washington State Bank, along with five new directors who were recently

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



OF DES MOINES, N.A. ■ MEMBER FDIC ■ (515) 245-7111
AFFILIATED WITH UNITED CENTRAL BANCSHARES, INC.

TOLL FREE NUMBER
(800) 362-1615

elected. Mr. Orris, who has been a State Bank vice president for several years, replaces Logan Heilman who retired from that post and as a director. The reorganization of the bank's board follows the sale of approximately one-fourth of the bank's stock last September as reported in the December 5 *Weekly Newsletter*.

Nebraska News

The Iowa/Nebraska Chapter of BMA will meet January 18 at the Cornhusker Hotel in Lincoln.

Topic of the meeting is "The Changing Managerial Focus in Banking" with guest speaker Dr. Jim Donnelly. Dr. Donnelly is on the faculty of several BMA schools. Cost for the meeting is \$35 for members, \$55 for non-members.

For more details contact Lea Vrana at Fremont National Bank.

OMAHA: Omaha National Corporation had 814,000 shares of First National Lincoln Corp. common stock tendered to it before its offer expired January 6. That is about 47.5% of



**ASK
JERRY TRUDO**

**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

Recipe for success...



*Correspondent Banking
at American Trust*

Bernie Miller, Correspondent Banking Officer, has over 30 years of banking experience, and the recipe for success.



Help yourself by calling Bernie
Miller at 319/582-1841

American Trust & Savings Bank

Member FDIC and FRS

The Bank of Opportunity Town Clock Plaza, Dubuque, Iowa 52001

NORTHWESTERN BANKER

1/16/84

Investment Survey Questionnaire

Your cooperation in completing and returning this questionnaire promptly will be greatly appreciated. The results will be combined statistically and published in the March issue of the NORTHWESTERN BANKER. Your comments in appropriate places will be especially helpful. If you need more space for your comments, just enclose them on a separate page, identified by the number of the question. Signing your name is optional, *but* we would like to have your state and deposit size of your bank for comparison purposes among the 10 states included in this survey. Thank you for your cooperation.

1. Which factors most influence your assessment of interest rate prospects? Please rate as 1, 2, 3, etc. in importance to you:

Federal deficits _____ Economic indicators _____
 Anticipated loan demand _____ Election year _____
 Other (please identify) _____

2. What do you think interest rates will be in 1984 for the following:

Fed Funds _____% 2-yr. Treasury Notes _____% 6-month MM Certif. _____%
 What do you think the average rate will be for 1984 _____%

3. What do you anticipate for loan demand during 1984 in your trade area, compared to 1983?

Much greater _____ A little greater _____ Same _____
 A little less _____ Much less _____

Why? Please comment briefly:

4. How much in high interest-bearing CDs (12% rate or higher) will be maturing in your bank this year?

\$ _____
 What % of your deposits does this represent? _____%
 How will this affect your loan rates? Please comment briefly:

5. Do you have a written Investment Policy in your bank? Yes _____ No _____

How often is it reviewed?

How do you assess the value of this policy? Please comment briefly:

6. What will be the principal goal of your investment plan for the foreseeable future? Please rate 1, 2 or 3 and comment below:

Liquidity _____ Safety _____ Earnings _____

Comment:

7. Do you plan on increasing or decreasing your Government Bond portfolio in 1984?

Plan to increase _____ Plan to decrease _____

If you checked "Increase," what maturity range(s) will you seek? Please check:

Less than 1 yr. _____ 1-3 yrs. _____ 3-5 yrs. _____ Over 5 yrs. _____

8. Do you plan on increasing or decreasing your Municipal Bond portfolio in 1984?

Plan to increase _____ Plan to decrease _____

If you checked "Increase," what maturity range(s) would you seek? Please check:

1-3 yrs. _____ 3-5 yrs. _____ 5-7 yrs. _____ Over 7 yrs. _____

What ratings would you seek: AAA _____ AA _____ A _____ BAA _____ Non-rated _____

What % of your Municipal purchases and what maturities would you probably place in the following:

	Would Purchase	Maturities Preferred	% of purchases placed in each
General Obligations	_____	_____	_____
Revenue Bonds	_____	_____	_____
Ind. Revenue Bonds	_____	_____	_____

9. Do you plan on investing in \$100,000 CDs in other banks this year? Yes _____ No _____

If "Yes," what % of your total investments will be in such CDs? _____%

10. If you now have, or recently did have, a long-term portfolio, how would you go about changing it at this time? Please comment:

11. Do you as a Community Bank executive have confidence in your own ability to determine what your investments should be, or are you uncomfortable with this role? To what extent would you seek or use outside advice? Please comment:

If you now use outside investment advice or management in some way, please identify the kind of individual or institution you use:

Private investment counselor _____ Investment firm _____

Correspondent Bank investment department _____ Other (identify) _____

How is the operational management and record-keeping for your investment department maintained? Please check:

Within our bank _____ (If you check this, would you please tell briefly what procedure or equipment is used, such as a microcomputer?):

By our Correspondent Bank _____

Other (please identify):

Thank you for taking time to complete this questionnaire. Please mail it at once to:

NORTHWESTERN BANKER, 306 Fifteenth Street, Des Moines, Iowa 50309.

Signing your name is optional; however, we would like to know your state and deposit size of your bank for comparative statistical purposes:

Name _____ Title _____ Bank _____

City _____ State _____ Deposit size of Bank \$ _____

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.

the stock. All of the shares tendered (and not withdrawn prior to purchase) will be bought at \$42.50 per share as earlier announced. The offer is contingent upon receiving Fed approval. As reported, the merger of FNLC with ONC will result in the surviving company named Firstier, Inc., with both banks continuing in operation as at present.

PLATTSMOUTH: David J. Duey has retired as president of the Cass County Bank but will continue as chairman. He is succeeded as president by his son, Douglas J. Duey, 36.

Minnesota News

MARSHALL: First American Bank & Trust recently announced the election of Mark Stenson to senior vice president and trust officer and the promotion to vice president of Rodney R. Wilkinson, agricultural loans, and C. Jean Krueger, retail banking. Mr. Stenson joined the bank in 1975 to manage the newly formed trust department and continues in that capacity.

MINNEAPOLIS: F&M Marquette National Bank has promoted James S. Kammerer to vice president and assistant sales manager of its investment department.

PIERZ: Farmers & Merchants State Bank has promoted Ken Heid to senior vice president and Floyd Mathiowetz to vice president. Mr. Heid joined the bank in 1971 after serving as an officer at First Bank, Little Falls. Mr. Mathiowetz joined in 1975 and previously was with a bank in Spring Lake Park.



Fly To The Islands With F & M Marquette National Bank

IBAA Pre-Convention Tour March 16 - March 29

St. Maarten • St. Barthelemy
New Orleans

Special Feature:

Seminar On International Banking in St. Maarten

Tour Includes: Roundtrip airfare from Mpls./St. Paul to the Islands to New Orleans • 4 Nights in St. Maarten • 4 Nights in St. Barts.

Arrangements are open to your directors, friends and relatives.
For more information or for reservations call:

Richard E. Holmes
F & M Marquette National Bank
(612) 341-6572

Illinois News

PEORIA: Citizens National Bank of Decatur and Corn Belt Bank of Bloomington recently completed mergers with Midwest Financial Group, Inc. Citizens National has assets of \$225 million and Corn Belt has assets of \$140 million.

ROSELLE: Roselle State Bank has changed its name to Harris Bank Roselle. The bank's main office is located 106 E. Irving Park Rd., with an office at 400 E. Irving Park Rd. and the Schaumburg office at 1080 S. Roselle Rd.

TAMPICO: Kenneth C. Lipps has joined the staff of Tampico National Bank as executive vice president and chief executive officer. He joins the bank from Farmers Bank of Cook, Nebraska, where he has been the past eight and-a-half years.

Wisconsin News

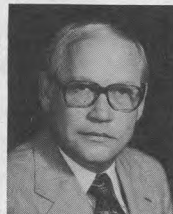
MARSHFIELD: Richard J. Kamps has been appointed senior vice president and trust officer of Citizens National Bank. Prior to joining Citizens, Mr. Kamps worked with the Marine National Exchange Bank, Milwaukee.

North Dakota News

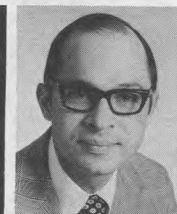
FARGO: Norwest Bank Fargo, N.A. has announced the addition of James J. Deibert as senior loan administrator for Norwest Bank Fargo and Region VII and the promotions of Thomas E. Hanson to vice president/client executive for Norwest Bank Fargo and Red River Region VII and Paul F. Gentzkow to vice president and manager in commercial loans.

SPRENGER, ROWLAND AND MESSINA

Getting it done for you.



Bill Sprenger
234-2625



Frampton Rowland
234-2485



John Messina
234-2486



Commerce Bank of Kansas City^{NA}

MEMBER FDIC

Telephone (816) 234-2000

Montana News

BILLINGS: Thomas C. Daniel has joined the staff of Norwest Bank Billings as vice president and manager of a newly formed consumer banking division. Timothy J. Lacey has also joined the bank in the newly created position of client executive. Mr. Daniel previously was with Norwest Real Estate Advisors in Minneapolis. Mr. Lacey had been working for H.C. Oil Company.

POSITION AVAILABLE

CREDIT MANAGER Immediate opening with progressive, innovative wholesale chemical distributor. Requires at least 2 years verifiable, successful experience in all aspects of wholesale credit. Send letter of application and resume to file VBW c/o Northwestern Banker. (PA)

COMMERCIAL LOAN OFFICER—Requires degree plus 3 years commercial loan experience. Some operations experience helpful. Salary open. Contact Steven L. Afdahl, E.V.P., Citizens National Bank, Boone, IA 50036. Phone 515/432-7611. (PA)

OPERATIONS MANAGER—Large data processing company located in eastern Iowa and serving the financial industry is looking for a qualified individual to report directly to the CEO. Salary commensurate with experience and qualifications. Please send resume to file VBZ, c/o Northwestern Banker. (PA)

SKI THE SUMMIT

One, two and three bedroom units for sale or rent. Most with hot tubs. Phone 1-800/922-2590.

**Dwayne Smith
PARADISE PROPERTIES
Box S
Dillon, Colorado 80435**

CORRESPONDENT BANKING OFFICER

Leading Des Moines bank seeking mid to upper level Correspondent Banking Officer for Iowa commercial services. 4 to 5 years Correspondent/Commercial banking experience to include lending required. Both technical and people skills important. 4 year degree preferred. Liberal benefits package provided. Please send resume and salary requirements to file VBX, c/o Northwestern Banker.

An Equal Opportunity Employer



Increasing Bank Deposits Through...

IRA's...Keoghs...Pension Plans
Serving Banks

in Iowa and Minnesota
INDEPENDENT SERVICE COMPANY

P.O. Box 171 • Albert Lea, MN 56007
507/373-8216



KEITH WEIGEL

Ag Banking Personnel

Let us help you. Call the ag lending personnel specialists without cost or obligation. Confidential. Employers pay us to hire the best.



Linda: 515/394-5827
New Hampton, Ia. 50659



Jean 515/263-9598 if
no answer, 712/779-3567
Massena, Iowa 50853

agri CAREERS, INC.
THE ORIGINAL AGRICULTURAL RECRUITER

BANK MARKETING GENERALIST

A major Des Moines financial institution seeking Marketing Generalists. Opportunities available for individuals with bank and/or non-bank financial experience in advertising, research, promotions, product development, public relations, and sales training. Prefer 1 to 5 years experience and 4 year degree in related field. Liberal benefits package provided. Please send resume and salary requirements to file VBY, c/o Northwestern Banker.

An Equal Opportunity Employer

FOR SALE

NCR CLASS 33—FIVE PROGRAM BARS—Excellent condition. With stand. Contact Jack Parmenter. Phone 319/364-1000. (FS)

DIEBOLD MODEL #114-75—Drive-up window. Always under service contract. Contact Lynn Minnmann. Phone 712/662-4721. (FS)

BURROUGHS L-3000—7 years old. Best offer. Bank of Elgin, Elgin, NE. Phone 402/843-2228. (FS)

HOTEL MANAGEMENT CORPORATION

Specialists In Troubled Properties
6111 Fleur Drive,
Des Moines, IA 50321
Telephone 515/285-5200

FOR LEASE

MOBILE BANK UNIT—12'x62' complete banking equipment. Includes drive-up window, night depository, two teller stations, private office off lobby. AVAILABLE NOW. Contact Drommer Leasing, 401 Queens Court, Sioux City, IA 51104. Phone 712/239-2315. (FL)

SERVING PROFESSIONALLY

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

CAPITAL PERSONNEL SERVICE

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

BANK PLACEMENT SPECIALISTS
(Our 34th 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

POSITIONS AVAILABLE

Executive with proven administration and lending background needed by major Iowa bank. Salary to \$60,000
Commercial Lender for major Iowa bank, requires 10 or more years of experience. Salary \$43,000
Number Two person for Iowa County Seat bank. Salary \$38,000
Commercial Lender for suburban Twin Cities bank. Salary \$30,000
Ag Lender for eastern South Dakota bank. Salary Open
Installment Person for Central Iowa Community bank. Salary \$22,000
Commercial Real Estate person for Twin Cities area. Salary \$35,000
Sr. Lender for Southern Minnesota multi-bank holding company bank must be experienced in commercial, ag, and retail lending. Salary to \$36,000
Ag Lender for Northern Iowa community bank. Requires two or more years experience plus degree. Excellent opportunity in county seat town. Salary to \$29,000
Ag Lender for N.W. Iowa bank. Salary range is open, depending on experience. Nice small community and working conditions.

Ag Lender for Western Iowa community bank. Must have three or more years experience plus degree. Bonus arrangement. Salary to \$26,000

Correspondent Officer for major midwest bank. Ag lending background a plus. Must have five or more years banking experience. Salary open

Commercial Lender for multi-bank holding company bank in Iowa. Requires 5 years experience. Leads to Dept. Head. Salary \$35,000

We have many other positions available. Write or call Malcolm Freeland in confidence c/o Freeland Financial Service, Inc., 1032 Carriers Bldg., Des Moines, Ia. 50309. Phone (515) 282-6462. Employer pay fee.

Estate Appraisals

Purchase of Collections

Sale of Rare Coins

Reliable and respected service for over 20 years

Used by bankers throughout the midwest

**Ben E. Marlenee
Coins**

913 Locust
Des Moines, Iowa 50309
515-243-8064

POSITIONS AVAILABLE

SENIOR REAL ESTATE—supervise all lending functions for Kansas Sav. & Loan. Requires seven yrs. or more real estate lending experience. \$40,000

COMMERCIAL LOAN—requires superior documentation and analysis skills. Manage commercial and real estate portfolio for \$40MM bank. \$35,000

REAL ESTATE LOAN—require lending, savings and business development skills. Will manage district for growing Sav. & Loan. \$30,000

ASSISTANT CONTROLLER—large suburban bank desires accounting or finance major with some bank experience. Duties involve both operations and accounting. \$20,000

AGRI LOAN—handle all agri credits and some commercial for \$30MM community bank. Could develop into second officer position. \$30,000

Resume and salary history requested. All inquiries confidential.

TOM HAGAN & ASSOCIATES

P.O. Box 12346 - 2024 Swift
North Kansas City, MO 64116
816/474-6874

"Serving the Banking Industry Since 1970"

Vol. 12 No. 39 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.