

NORTHWESTERN Banker Newsletter

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Des Moines, Iowa

March 12, 1984

Nebraska News

The National Association of Bank Women is sponsoring a one-day training session, open to first level and mid-level management, to be held April 12 at the Holiday Inn in Columbus.

Entitled Manager Development, the seminar will be led by Patricia Brill, professional management consultant from New York, and head of P.M. Brill Consultants.

For further details contact Lois Baumert at (402) 331-4777.

BLAIR: Ronald L. Schmeits has joined Washington County Bank as senior vice president. He joins the bank with 22 years experience, most recently as executive vice president of Landmands National Bank, Audubon.

DAYKIN: Vernon R. and Barbara Ann Pfaff of Fairbury have purchased the Jefferson County Bank of Daykin from I.E. Tilgner, president and chairman and L.H. Schweer, Loyd Terpsma and Norman Nelson. Mr. Pfaff moved to Fairbury in 1973 when he became affiliated with First National Bank of Fairbury. He served as its president for seven years until December of last year. Mr. Pfaff and his wife will serve as directors of the newly acquired bank in addition to Mr. Pfaff serving as president and chairman. Mr. Tilger will retain a position as director and will continue

to be affiliated actively with the bank. L.H. Schweer will also remain on the board.

FAIRBURY: Jerry J. Knispel has been named president of First National Bank here. Formerly executive vice president of the bank, Mr. Knispel replaces Vernon Pfaff, who resigned to purchase a bank in Daykin. Jim Bell, former senior vice president has been named executive vice president and Gordon E. Haag has been promoted to assistant vice president.

NORFOLK: At Bank of Norfolk's annual meeting, James Herbolsheimer was named executive vice president; Marlene Ahrenholtz was advanced to senior vice president and cashier and Richard Moore was promoted to assistant cashier.

Iowa News

At press time last week, the omnibus banking bill proposed by the Senate Commerce Committee, S.F. 2220 (see March 5 *Weekly Newsletter*), was being debated on the Senate floor.

Proponents for regional interstate banking suffered a major setback when the Senate voted 34-14 to strike all provisions from the bill which would have provided for interstate banking. At this time the bill remains in debate.

* * *

"Agriculture and Ag Banking: On the Road Back to Prosperity" is the theme for this year's Ag Credit Conference being held March 19-21 at Scheman Center, Iowa State University, Ames.

The conference is designed exclusively to address the concerns of ag bankers and loan administration personnel involved in agricultural lending, and will feature exhibits that deal in microcomputer software relating to farm management.

Roger Engelkes is chairman of the Iowa Bankers Association 1983-84 Ag Committee and has announced the following program schedule:

Monday, March 19

P.M.

1:00 Ag Lending Issues of Importance.

• Dr. Roy Park, Applied Management Inc., Ankeny.

• John Gaines, ag lender marketing specialist, Chicago Mercantile Exchange.

• Leroy Louwagie, Ag Marketing Services, Mankato, Minn.

5:00 Exhibitor Reception.

6:00 Optional microcomputer workshop, room 275.

Tuesday, March 20

A.M.

7:30 Breakfast, exhibit area.

Workshops; A selection of six workshops to choose from.

8:45 Workshops repeated.

10:00 Break.



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- 10:15 General Session.
Focus on Bankruptcy—Tom Flynn, partner with Wimer, Hudson, Flynn & Neugent, Des Moines.
- 11:45 Special luncheon with 50 senior ag finance students.
- P.M.**
1:00 Regulatory Update—Howard Hagen, assistant attorney general, Des Moines. Putting it Into Perspective—Ollie Hansen, president, Liberty Trust & Savings Bank, Durant.
Bank Examinations—Superintendent of Banking Tom Huston, Iowa Banking Department, Des Moines.
- 2:45 Legislative Update—Neal Conover, vice president, Hayesville Savings Bank, and Wes Ehrecke, IBA government relations/marketing director.
- 3:15 Break.
- 3:30 World Ag Trade Center & Export Trading Company Possibilities—John Ruan, Ruan Company, Des Moines.
- 4:15 Workshops.
• Financing Livestock Operations & the Future of the Cattle Industry.
• Out-of-State Loan Production Offices vs. Ag Credit Corporations.
• Farm Management Debt vs. Income Analysis.
- 5:30 Evening on your own. Optional microcomputer workshop, room 275.
- Wednesday, March 21**
- A.M.**
7:30 Breakfast.
8:15 General Session. Roger Engelkes, IBA ag committee chairman presiding. Welcome by Al Maser, IBA president and president, First National Bank LeMars.
- 8:30 Agriculture on the Road Back—Orien Samuelson, farm director, WGN Chicago. 1985 Farm Program & Government Policy, discussion panel.
• Orien Samuelson, moderator.
- 11:45 Lunch. Commodity Outlook—Richard Brock, Brock Associates, Milwaukee, Wis.
- * * *
- The March meeting of the Northwestern Iowa Group of the National Association of Bank Women will be held March 14 at 5:00 p.m. at the Gold Crown in Mapleton. Marie Wilson, director of education and human resources for the Iowa Bankers Association, will pre-

sent the evenings program entitled, "Management by Adventure—Outward Bound."

BANCROFT: A.W. Kennedy, 86, chief executive officer of Farmers & Traders Savings Bank here, passed away February 11. He assumed the position of CEO in 1932 and continued in that capacity until 1967. He continued to hold the title of president until 1976.

DES MOINES: Robert A. Anderson, senior vice president, loan administration, of Norwest Bank Des Moines, N.A., will assume the additional responsibilities of regional vice president and senior credit administrator for Norwest Corporation's region IV office headquartered in Des Moines.

GREEN MOUNTAIN: Jim Denman has joined the Producers Savings Bank as vice president. He previously was a field examiner with the State Department of Banking.

JESUP: Fred Thoms has joined the staff of Farmers State Bank as senior vice president and ag representative. He formerly was with the Clinton National Bank.

MECHANICSVILLE: Clifford C. Avon has joined Mechanicsville Trust and Savings Bank as vice president and loan officer. He previously was with First State Bank, Britt.

OELWEIN: Ken G. Moore, senior vice president in charge of installment loans at the First National Bank here, has retired. He had been with the bank over 17 years. Joe Fugarino has joined the bank and will be in charge of installment loans. He has over 16 years of banking experience, most recently with Iowa State Bank & Trust of Iowa City.

WEST DES MOINES: William B. Greaves has joined West Des Moines State Bank as vice president and credit manager. He previously was with United Central Bank of Des Moines for 34 years, most recently in the correspondent banking department.

Minnesota News

"The Professional Edge" is the theme of the third Minnesota State Conference of the National Association of Bank Women to be held on April 5-6 at The Registry Hotel in Bloomington.

The conference will begin with keynote speaker Sheila Murray,

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owner and President of Getting Control, Inc., a San Francisco marketing and training corporation. Following Ms. Murray, a panel discussion will be moderated by Nancy Nemitz, a vice president of First Bank System. Panelists will include: Barbara Cox, vice president of marketing, Federal Reserve Bank; Marilyn Nelson, president of Citizen's State Bank, Waterville; Dr. Ruth Randall, Commissioner of Education, and Kathy Scanlon, a vice president in the trust department of First Bank Minneapolis.

Break-out sessions will be conducted featuring Ms. Cox; Susan McIntosh, director of marketing, First Bank Saint Paul; Gilbert A. Liverman, second vice president, Fidelity Union Bancorporation, Newark, N.J.; Karen Coldiron, vice president of Irwin Union Bank and Trust Company Columbus, Ind.; Carol Swiger, president of the Consulting Group, McLean, Virginia, and Jane Trimble.

The conference will conclude with remarks by David McNally, motivational speaker and contributing author to the book "I'm Alive, I'm Well and I Feel Great".

BLOOMINGTON: Jeffrey C. Mack has been named senior vice president of Metropolitan Bank Bloomington. Prior to joining MetroBank, Mr. Mack was senior vice president of Summit State Bank in Richfield, serving eight years at that location.

MINNEAPOLIS: Lon Helgemo has been elected vice president of St. Anthony National Bank, responsible for commercial loans and new business development. He joined the bank in 1969 as manager of the installment loan department.

MINNEAPOLIS: H. William Anderson and Gerald A. Kraut have been elected executive vice president of First Bank Minneapolis. Mr. Anderson has been serving in the international banking group. Mr. Kraut has been in charge of the capital markets and treasury group.

Illinois News

CHICAGO: G. Robert McKay has been named vice president of National Security Bank. He previously was director of financial marketing for P.A.G., Inc., of Chicago.

Wisconsin News

NEW BERLIN: The board of Independence Bank of New Berlin has named Robert A. Mau chairman and William H. Coultas president. Mr. Mau, the bank's president since 1965, continues as CEO of the bank. Mr. Coultas has been with the bank since 1979 and was named senior vice president in 1982.

South Dakota News

MURDO: Daniel D. Davis has been appointed president and chief executive officer of The Frontier Bank. Mr. Davis also serves as executive vice president of The First National Bank of Pierre, which he joined in 1971. In addition, Marie Tedrow was named executive vice president and cashier in Murdo; Mike Kurle was named vice president in charge of loans, and Jeffrey Heesch was named Midland Branch loan officer.

SIOUX FALLS: Don Oliver has been elected senior vice president of the mortgage/retail banking division of Western Bank. He joined the bank as vice president in 1982.

North Dakota News

COOPERSTOWN: C.E. Sandvik and Roger K. Hare have purchased the Farmers and Merchants Bank from Roy L. Solbert and Leon A. Sayer. Mr. Sandvik will serve as chairman and president. Roger K. Hare was elected vice president and cashier. Mr. Solberg will continue on a part-time basis as vice president and agriculture representative and Mr. Sayer is expected to retire.

BISMARCK: Shirley Homuth was recently advanced to senior vice president in the investment and trust department of Bank of North Dakota. She had been serving as vice president, a post she was named to in 1977.

Wyoming News

CASPER: First Interstate Bank of Casper has promoted Shirley Rogers to vice president of the bookkeeping department. She has been with the bank 14 years.

GILLETTE: Rodney Addison and Clinton P. Walker have been promoted to vice president status at Stockmens Bank & Trust Co. Both are in the loan department.

JACKSON: Charles Wendtland has resigned as president of American State Bank of Jackson. He joined the bank in 1982 when it opened and will continue to serve the board. A new president has not yet been named.

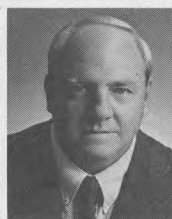
RAWLINS: The First Wyoming Bank recently announced the appointment of Kermit Platt as chairman; Cathy Ford was elected vice president of real estate loans, and Janice Bergquist was promoted to cashier.

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Montana News

DILLON: Norwest Bank Dillon, N.A. recently announced the election of O.D. Shively as president and chief executive officer of the bank. He succeeds Robert G. Mountain, who resigned. Mr. Shively had been serving as senior vice president in lending at the Dillon Bank, and transferred to Dillon from Norwest Bank Billings, N.A. in September, 1983.

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BANK PRESIDENT for \$36 million suburban bank. Experienced in total bank management, asset liability management, advertising, loans, investments and marketing. Send resume and salary requirements to: **Midwest Financial Management Corp., attention: M.J. Rooney, 1702 1st National Bank Building, 13th & M Sts., Lincoln, NE 68508.** (PA)

TRUST ADMINISTRATOR—Large eastern Iowa bank seeks individual to administer personal trust and estate accounts in \$80 million department. Prefer 2-4 years experience in trust or other related financial services. Excellent growth opportunity and compensation program. Send letter of inquiry and resume to file WAN, c/o Northwestern Banker. An Equal Opportunity Employer. (PA)

AG LENDER AND INSTALLMENT OFFICER for \$37 million bank in community of 2,300. Experience required. Send application and resume to First State Bank, Box 8, 1 Main Ave. South, Britt, Iowa 50423. (PA)

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Commercial Lender with 15 years experience. Now senior vice president and trust officer in \$50 million bank.....Salary \$43,000

Commercial Lender with over 10 years experience in major market banks. Excellent background in documentation and financial statement analysis.....Salary \$38,000

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Planning and Development Specialist for \$150 million bank, experience plus Master's Degree....Salary \$38,000

CEO of \$11 million bank. Excellent record. Master's Degree from Iowa State. Seeks position in larger bank or multi-bank network. Fine personality and references....Salary \$40,000

CEO of \$16 million bank. Iowa State Master's Degree. True bottom line manager with earnings record to prove it.....Salary \$40,000

Sr. Ag Lender with 11 years banking experience in \$40 million community bank, Iowa State graduate - 45 - married. Excellent personality.....Salary \$32,000

CPA/ Bank Auditor, College graduate in accounting/Magna Cum Laude.....\$24,000

Sr. Ag Lender with outstanding school and community record. Graduate of Iowa State University.....\$32,000

Installment Lender with both banking and finance company experience. Serious minded, business-like...Salary \$25,000

Operations and Accounting Officer, Graduate in accounting from University of Wisconsin. Over 19 years bank experience.....Salary \$28,000

Investment Officer in major market bank, 10 years experience, proven track record. TOP references.....Salary \$45,000

If you have an interest in one or more of the above applicants, Write or call Malcolm Freeland c/o Freeland Financial Service, Inc., 1032 Carriers Bldg., Des Moines, Iowa 50309. Phone 515/282-6462. Employer pays modest fee. Please let us know your needs, since this is only a partial list of our bankers available.

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CEO - \$50MM community bank with heavy emphasis on agrilcredits. Ideal candidate will have proven administrative record and superior agrilending skills. \$ Open

COMMERCIAL/INSTAL. LOAN - \$25MM community bank. Position requires 2-4 yrs. lending in bank environment. \$25,000

REAL ESTATE/BIZ. DEVELOPMENT - \$65MM suburban bank desires real estate lender with strong construction and commercial real estate background. Biz. development skills a must. \$35,000

CORRESPONDENT OFFICER - position requires experience in the analyses and documentation of participation and bank loans. Limited travel. \$40,000

Resume and salary history requested. All inquiries confidential.

TOM HAGAN & ASSOCIATES

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