

NORTHWESTERN Banker Newsletter

Vol. 12 No. 49

Des Moines, Iowa

March 26, 1984

IBAA Offers Farm Policy Proposal

AGRICULTURE would directly benefit from reduced Federal budget deficits and future farm programs must be "lean and efficient," it was stated in testimony offered recently at a House Agriculture Committee hearing by Nebraska banker Thomas H. Olson. He was testifying at the opening Agriculture Committee hearings on future farm policy. Mr. Olson is chairman of the Agriculture-Rural Committee of Independent Bankers Association of

overvalued, which is devastating to farm exports.

"The only apparent way out of this dilemma would involve credible action which begins to reduce the projected Federal debtload. IBAA's position is that all federal expenditures including entitlements and defense programs, as well as tax policies, should be carefully reviewed by the Administration and Congress on a bipartisan basis to reduce the budget deficits," Mr. Olson said.

Regarding farm policy, Mr. Olson said budget restraints will necessitate a "lean and efficient" new farm policy which can prevent the rebuilding of surplus inventories of basic farm commodities until export markets recover. He presented a farm policy proposal developed by IBAA which would give the Secretary of Agriculture discretionary new authority temporarily to:

(1) require production or marketing controls based on a majority referendum of producers; and

(2) pay export price incentives through private exporters in order to maintain U.S. market share in world agricultural trade whenever required production controls are used in the United States.

Mr. Olson also recommended that an updating of farm policy include major emphasis upon soil and water conservation practices, multi-pur-

pose crop insurance, and steps to improve farm stabilization policies and concurrently reduce reliance upon "soft" credit from the Farmers Home Administration as a substitute for inadequate net income from farming operations. □

Iowa News

Tom Huston, Iowa superintendent of banks, is asking the Eighth Circuit Court of Appeals in St. Louis to overturn the Federal Reserve Board of Governors recent approval of the application of First Bank System of Minneapolis to acquire 21% of the stock in Banks of Iowa holding company, which is headquartered in Des Moines. Mr. Huston's suit states that the transaction violates Iowa law precluding such purchases by out-of-state firms.

* * *

The April meeting of the Northwest Iowa Group of the National Association of Bank Women will be held April 11 at 5:00 p.m. at the Emmetsburg Country Club in Emmetsburg.

"Legislative Update on Banking" is the topic for the evening and will be presented by Howard Hagen, assistant attorney general. Pat Schmeling, operations officer of Iowa Trust & Savings Bank of Emmetsburg will be hosting the meeting.



America and also is president of the Lisco State Bank in Lisco, Nebr.

Mr. Olson said that reviving an "upward trend in farm export marketings" was the most efficient way to improve farm cash flow, but that the overvalued U.S. dollar is pricing our farm products out of export markets. He said the budget deficits present a policy dilemma between equally bad results of either re-igniting inflation or keeping the dollar

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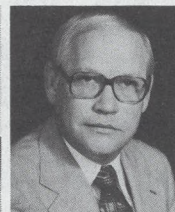
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Jan Townsend

COUNCIL BLUFFS: Frank O. Starr III has joined First Bank N.A. of Council Bluffs as chairman, president and chief executive officer. He succeeds Stanley Duysen as CEO. Mr. Duysen has resigned to pursue other business interests. He will remain on the board. Mr. Starr previously was president and CEO of the Bank of Lakewood, Colo.

COUNCIL BLUFFS: State Bank and Trust Co. has elected Brent Rahn senior vice president, to direct operations and personnel with additional responsibility for commercial lending. Mr. Rahn joined the bank in 1979 and was named vice president and cashier in 1982.

DES MOINES: Robert K. Hammer



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has joined Norwest Bank Des Moines, N.A. as vice president and manager of sales and marketing, card services. He previously was employed by Merchants National Bank of Topeka as head of their marketing department and customer service division.

MARSHALLTOWN: Fidelity Brenton Bank & Trust Company recently promoted Dennis Miller to vice president/marketing; Ray Schwichtenberg to assistant vice president/Albion office manager, and Matt Hamlett to assistant vice president/agricultural loans.

Nebraska News

The Nebraska Legislature, on March 14, voted 27 to 19 to impeach Nebraska Attorney General Paul Douglas, based on testimony concerning his involvement with Commonwealth Savings of Lincoln which failed recently. An early date has been set for The State Supreme Court to begin trial proceedings.

* * *

The Nebraska State Convention of the National Association of Bank Women will be held April 12-14 at the Holiday Inn, Columbus.

The first day of the convention will consist of a management seminar led by Patricia Brill, profes-

sional management consultant from New York.

On Friday, April 13, the general session will begin at 9:45. Topics for the morning include "Regulations - Who Are the Players?" and "Looking Up in a Down World." Following lunch, Nadine Frakes, NABW regional director, will talk to the group. The rest of the afternoon will be devoted to workshops which will be offered in one-hour concurrent sessions.

The last day's activities will begin at 9:00 with Senator Shirley Marsh, followed by John Miller of the Nebraska Bankers Association presenting "EFT Today and Tomorrow." The afternoon will include presentation of state awards, 1985 state conference training, social hour and a banquet.

MILFORD: Farmers & Merchants Bank, Milford, recently received approval from the Department of Banking and Finance to acquire all the assets and liabilities of the Cordova Cooperative Credit Association and to operate a branch in Cordova.

WALLACE: Farmers State Bank in Wallace has elected James L. Farmer president. He succeeds K.H. Nieden who was elected chairman. Previously executive vice president of the bank, Mr. Farmer started his banking career in 1971 at Hershey State Bank.

Minnesota News

The Minnesota Bankers Association Agricultural and Rural Development Committee will present three Agricultural Workshops April 3, 4 and 5 in Detroit Lakes, St. Cloud and Mankato.

The program will provide ag lenders an in-depth study of agricultural financial statements. Speaker

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for the workshop is Michael Boehlje, professor of economics at Iowa State University, Ames.

Registration begins at 9:30 a.m. and the workshop will conclude around 3:30 p.m.

* * *

Brian Becker has joined the Minnesota Bankers Association staff as program coordinator. Currently a doctoral candidate at the University of Minnesota in adult education, Mr. Becker will be responsible for development and coordination of various education activities of the association. His prior experience includes teaching, adult education development and administration in the Lakeville and South St. Paul school districts, and personnel administration and staff training at Norwest Bank in St. Paul.

DULUTH: Dennis Dunne has elected to take early retirement as president and chief executive officer of Norwest Bank Duluth. He will step down August 31, 1984 after 34 years with Norwest, the last nine as president. A new president has not yet been named.

HOPKINS: The Comptroller of the Currency has approved the merger of First Produce State Bank, Minneapolis, with First National Bank of Hopkins, under the charter and title of the Hopkins bank.

MINNEAPOLIS: A selection of Native American art entitled "The Movable Feast," will be on display at F&M Marquette National Bank's Skyway Gallery through April 10. The show, which represents Indian foodgathering and feasting customs, is on the second level of the gallery, located at 6th and Marquette Avenue, Minneapolis.

SLAYTON: Jerald L. Tiggelaar has been elected president of Norwest Bank Slayton. Mr. Tiggelaar, formerly vice president and senior loan officer at the bank, succeeds Palmer A. Hoffland, Jr., who has resigned. Also announced was the election of John R. Troth, president of Norwest Bank in Worthington, to the additional post of chairman of Norwest Bank Slayton. He will continue as president of the Worthington bank.

Illinois News

CHICAGO: Homer J. Livingston, Jr., 48, has joined LaSalle National Bank as president and chief executive officer, according to an announcement from Robert K. Wilmouth, chairman of LaSalle National. Mr. Livingston has been a general partner in Wm. H. Blair & Co. investment firm for the past several years. Prior to that he was associated with First National Bank of Chicago, resigning as executive vice president to become a partner in the investment firm.

Wisconsin News

ASHLAND: John T. Midthun has been elected executive vice president of Northern State Bank, Ashland, according to Frank Phillips, chairman and president. Mr. Midthun previously was executive vice president of the First Bank and Trust, Menomonie.

DE PERE: David J. Schlitz has been named president of Firststar Bank in De Pere, according to William D. Wolter, president and CEO of Firststar Corp., Appleton, and Walter R. Cloud, chairman of the bank. Mr. Schlitz had been with First National Bank of Atlanta, Ga., where he was vice president of the commercial loan division.

OSCEOLA: Dale L. Morrill has been appointed executive vice president of The Bank of Osceola. Mr. Morrill, who has been associated with the Summit Banks of the Twin City area, most recently was president of the Summit State Bank of Phalen Park.

Wyoming News

GILLETTE: Stockmens Bank & Trust Co. recently promoted Rodney R. Addison and Clinton P. Walker to vice president status. Both were serving as assistant vice presidents.

ROCK SPRINGS: John Martin has been named president of the First Wyoming Bank of Rock Springs. He replaces Bob Preston, who resigned for personal reasons. Mr. Preston served as president of the bank since it opened nine years ago. Mr. Martin has been with First Wyoming 12

years, most recently as senior vice president at the Kemmerer affiliate.

Montana News

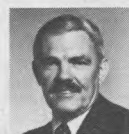
The Montana Bankers Association 1984 Annual Convention will be held June 26-29 at Big Sky, Montana.

This year's convention theme, "The Renaissance Banker," typifies a transitional period from one era to the next.

Speakers booked for the convention will explore the changes taking place and describe ways in which banks can take advantage of the changing environment.

Reservation and registration information will be mailed out in the near future.

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AG LOAN OFFICER progressive bank group looking for ag lender in \$65 million bank in Boone, IA. Prefer 5-10 years banking experience. Salary commensurate with experience. Send resume to Jack Ayres, P.O. Box 486, Bellevue, NE 68005. (PA)

REAL ESTATE LOAN OFFICER — The Hills Bank and Trust Company has an excellent opportunity for the right person to head our real estate loan department. Minimum three or four years experience required - to process FHA, VA loans and to handle loans on secondary market. We are a \$142 million bank with two locations serving the Iowa City area. Interested candidates should send resume in confidence to: Gordon Hinz, Hills Bank and Trust Company, 131 Main Street, Hills, Iowa 52235. (PA)

INSTALLMENT OFFICER for \$20 million southwest Iowa community bank. Experienced, licensed in all insurance lines. Ag experience helpful. Send resume to file WAO, c/o Northwestern Banker. (PA)

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MORTGAGE LENDER—Central Iowa bank seeks a successful motivated residential lender with 3-5 years experience in marketing and closing of residential loans. Competitive salary and benefit package available. For confidential consideration, please send resume and salary history to file WAQ, c/o Northwestern Banker. (PA)

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NW-3 AG LOAN OFF—Report to Dept. Head with responsibilities of ag lending and correspondent activities. 2-4 years ag banking exp. IA. \$20-24,000.

NW-4 CREDIT MGR—Total resp. of open accts. rec. for well established coop. Exp. in credit and collections. WI. \$18,000+.

NW-5 SR. LDG. OFF—In chg. of total loan portfolio of \$35MM+ which includes ag, comm., inst., and RE. Bank exp. MN. \$35-40,000.

NW-6 AG LENDER—Strong ag credit person resp. for \$5MM in ag loans. MIN. of 5 yrs. ag credit analysis skills. KS. \$25-28,000.

NW-7 AG LOAN OFF—Aggressive and competitive bank needs ag credit person be involved in selling services of bank and ag credit resp. IA. \$25,000.

NW-8 INSTALLMENT LOAN OFF—\$65MM bank needs installment lender. Exp. in lending. NE. \$25,000.

NW-9 AG LOAN OFF—All phases of lending (emphasis in ag) for \$30MM bank. 3 yrs. ag lending. WI. \$20-25,000.

NW-10 DEPT. HEAD—Supervise 5 loan off. and ag portfolio of \$30MM+. MIN. 10 yrs. ag credit exp. SD. Up to \$40,000.

NW-11 BRANCH MGR.—Resp. for \$10MM in loans and branch activities. 2-4 years ag credit exp. Bus. dev. skills and ins. licenses. IA. \$26-32,000.



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Sr. Ag Lender for member of multi-bank holding company in Illinois. Must have proven record and degree. to \$38,000

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Vol. 12 No. 49 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.