NOBTHWESTERN Banker Newsletter

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Des Moines, Iowa

February 11, 1985

Nebraska News

The 1985 Management Development Workshop, sponsored by the Nebraksa Bankers Association, will be held March 6 at the Grand Island Ramada Inn.

The workshop will feature Dr. Richard M. Robl from Hutchinson, Kan. He has dedicated his career to designing productivity management systems. The program will run from 9:00 a.m. to 4:00 p.m., with a noon lunch planned. Advance registration fee is \$65, \$80 at the door. For more information, contact the NBA office in Lincoln.

CAMBRIDGE: The following people have been promoted at Cambridge State Bank: Keith Klocke to executive vice president; Mary Kay Sexton from cashier to vice president; Harriet Klocke to cashier and Shirley Mousel has been named the new assistant cashier.

CARSEN: Alta Wagner has been promoted to vice president at Carson National Bank. She formerly was assistant vice president and has been with the bank since 1963.

ELGIN: Dennis Ochsner has joined the Bank of Elgin as vice president and chief ag loan officer. He formerly was with Norwest of Omaha.

JANSEN: Kevin R. Keiser has been named vice president of State Bank of Jansen, according to Robert D. Zuehlsdorf, president. Mr. Keiser, a loan officer with the bank, and has previously been associated with Crofton State Bank for three years.

OMAHA: First Westroads Bank recently appointed Peter W. Zandbergen executive vice president. Mr. Zandbergen is responsible for commercial lending and market development. Also appointed was James W. Kresha to vice president. His responsibilities include commercial and consumer lending.

OMAHA: Harold Walton, president of Norwest Bank Omaha West has announced the election of Brian D. Lierman as senior vice president/ manager of private and business banking sectors effective February 15 and Patrick J. McPherson as senior vice president and cashier.

TRENTON: Mark L. Forgue has been promoted to vice president and cashier at State Bank of Trenton. He joined the bank in 1981.

Iowa News

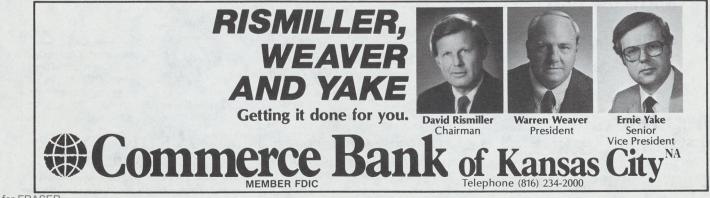
Russell S. Howard, Jr., chairman and president of Mahaska State Bank in Oskaloosa, has announced his candidacy for the office of president-elect of the Iowa Bankers Association for the 1985-86 year. If elected, he would assume office at the IBA convention in September, and would succeed J. Bruce Meriwether, who is slated to become president in September for the 1985-86 year. Mr. Howard has a long history of service with the IBA and its affiliates. The February 21 meeting of the Central Iowa Chapter of Bank Administration Institute will be held at Adventureland Inn in Des Moines. This is a joint meeting with NABW and will feature a panel discussion on "What are Benefits and Perks Worth?"

Social hour is at 5:30 p.m., followed by dinner at 6:30 and meeting at 7:30. Cost per person \$14. For more information contact: Tom Quinlin, Norwest Bank Des Moines.

BURLINGTON: The program for the Group 11 meeting here February 17-18 will feature the guest speaker, Dr. Taggart Frost, PhD, University of Northern Iowa, at the noon luncheon on Monday, February 18. Speakers during the business session starting at 10:00 a.m. include IBA President Bill Logan; IBA Exec. Vice President Neil Milner, and Iowa Superintendent of Banking Tom Huston. This is the reverse of their appearance as announced in the complete program published February 4.

CEDAR RAPIDS: Richard J. Benhart has been appointed vice president and cashier at City National Bank of Cedar Rapids. Mr. Benhart has held several positions with the bank for the past eleven years and has served as cashier since 1979.

CRESTON: C.B. "Neal" Conover and Dwight Conover have signed an agreement to purchase nearly all of the stock of First National Bank,



gitized for FRASER tps://fraser.stlouisfed.org deral Reserve Bank of St. Louis



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pending approval of the Federal Reserve Board. An application to form a one-bank holding company also has been filed with the Fed. Neal Conover has been elected chairman. Dwight Conover has been elected president to succeed H.C. Houghton. Dale Burich continues as vice president and cashier and Barbara Lightner as vice president. New officers are: Dean Schantz and Richard Anderson, vice presidents, and Russell Booth and Madison Ausman, assistant vice presidents. At 1984 year-end, deposits were \$54,105,000 and assets were \$60.050.000.

DES MOINES: Chris Pappas has accepted an assignment as senior credit specialist for the FDIC at



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Continental Bank of Chicago. Mr. Pappas heads the FDIC oversight team working on commercial loans that were spun out of Continental to FDIC under last year's refinancing agreement. The other four divisions of special loans being handled by FDIC workout specialists are maritime, international, energy and real estate. Mr. Pappas has 28 years of banking experience-12 as a Federal Reserve senior bank examiner out of the Chicago office, 12 as senior loan officer at Bankers Trust Company, Des Moines, six months at State Central Bank, Keokuk, and the past three years as a banking consultant and loan workout specialist.

HARLAN: Following the bank's annual meeting, Harlan National Bank announced the promotions of David Gude from assistant vice president to vice president/ag loans, and Becky Miller was promoted to loan documentation officer.

JEFFERSON: Sid Jones has been promoted to executive vice president of Home State Bank in Jefferson. Mr. Jones will supervise the loaning function and be active in operations management. He has been with the bank since 1983, most recently as vice president.

MOORHEAD: Earl N. Bressman, president of Moorhead State Bank, died January 3. C. Keith Hieber has been named to succeed him as president of the bank, and will also serve as cashier. Martin Cline will serve as vice president.

SOLON: Solon State Bank has announced the promotion of Mary A. Hanzelka from vice president to senior vice president; Don C. Ellis

Serving bankers quietly and efficiently.

CAPITAL PERSONNEL SERVICE 714 U.C.B. Building, 515-283-2545 Des Moines, Iowa 50309 from cashier to vice president, and Douglas J. Stahle from assistant cashier to cashier.

SWISHER: At the annual meeting of Swisher Trust and Savings Bank, F. Eugene Robison was elected president. He succeeds G. Milton Chadima, who was elected chairman. Daryl J. Hynek was elected executive vice president and Philip R. Reed was elected cashier.

WATERLOO: At Peoples Bank and Trust Company, Josef M. Vich and Alan C. Schmeidel were elected vice presidents in the operations division. Mr. Vich, a CPA, has been with the bank since December, 1983. Mr. Schmeidel joined Peoples Bank in 1979.

South Dakota News

The South Dakota Bankers Association 1985 Bank Management Conference will be held February 21 at the Holiday Inn, Mitchell. A complete agenda for the conference can be found in the February NORTH-WESTERN BANKER.

North Dakota News

CROSBY: Gaylen Melgaard has been promoted from vice president to executive vice president. Mr. Gaylen joined the bank nine years ago, after spending several years with a finance company.

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3 IRA Seminars Just for Iowa Bankers!

MARCH 5 - Storm Lake
 Maxwell's Harbor House
 1524 E. Lakeshore

IRA Agenda

712-732-6111

- I. IRA Plan Document Requirements
 - A. Financial Disclosure Projection
 - B. Amending IRA Files Tax Reform Act
- II. Federal Income Tax Issues
 - A. Contribution and Deduction Limits
 - B. Compensation (Earned Income) Considerations
 - C. Excess Contribution
 - D. Transfers and Rollovers New Partial Rollover Rules & Divorced Spousal Rollovers
 - E. Penalty Taxes IRS Form 5329
 - F. Prohibited Transactions

III. Administrative Issues

- A . Annual Reporting Requirements
 - 1. To Federal Government (5498, 1049-R, W-2P and W-3C)
 - 2. To IRA Participant (5498, Annual Report, W-2P and W-3C)
- B. IRA Withholding Rules

MARCH 6 - Des Moines
 Airport Hilton
 6111 Fleur Drive

515-287-2400

MARCH 7 - Cedar Rapids Stouffer Five Seasons Hotel 350 First Avenue 319-363-8161

- C. Distributions Before Age 701/2
- D. Calculating Mandated Distributions at 701/2
- E. Calculating and Monitoring Mandated Distributions to Beneficiaries
- IV. As these topics are discussed the following major changes of the Tax Reform Act and Retirement Equity Act will be covered:
 - 1. The new IRA contribution deadline;
 - 2. The special rollover rules for partial distributions from a qualified plan or tax sheltered annuity
 - 3. Special rollover rules for distribution upon divorce
 - 4. New distribution rules change the method of calculating the distribution amounts both before death of accountholder and after
- V. Overview SEP vs. Qualified Plan (formerly HR-10)

TO PRE-REGISTER CALL 1-(800) 346-3961

Registration Information

FEES-

597 for

for the first registrant per day.

for each additional registrant at the same seminar.

The fee includes course instruction, course instruction guide, coffee break, and luncheon.

SEMINAR SCHEDULE

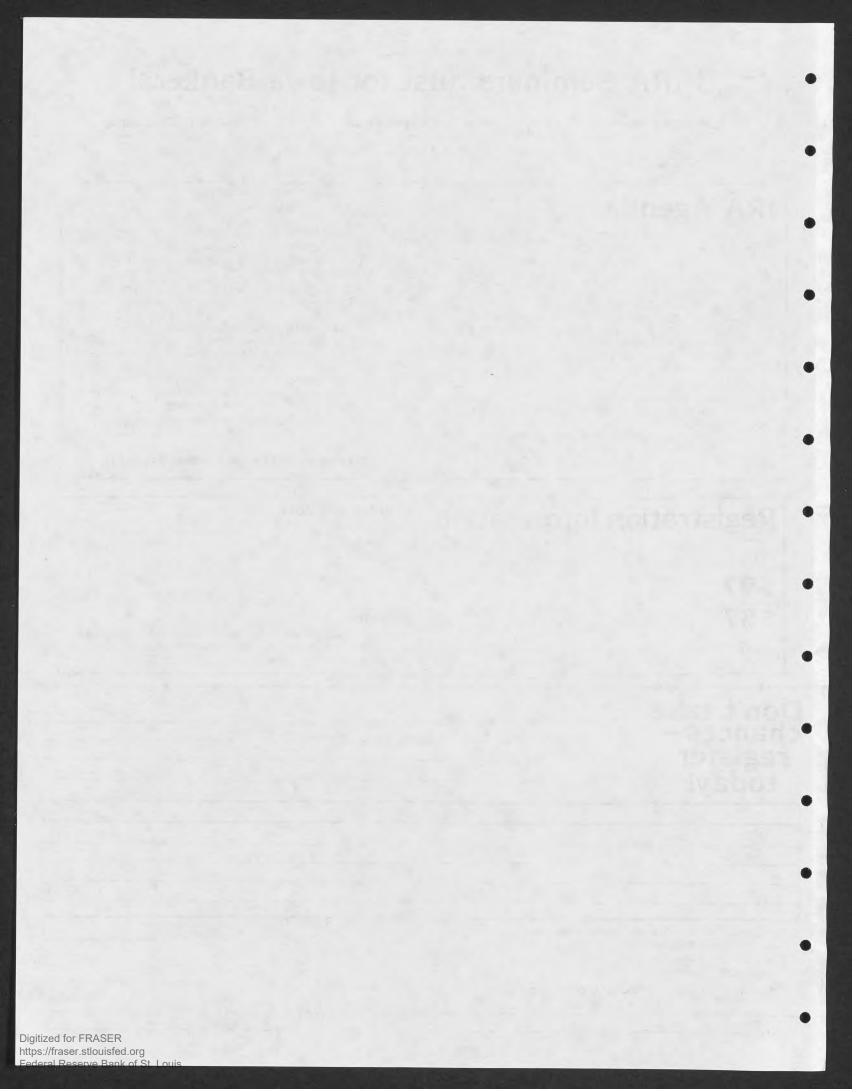
Registration	;
Seminar Begins9:00)
Morning Break)
Lunch	
Afternoon Break	
Conclusion)

REFUNDS

A refund of \$60.00 will be made on cancellations received 10 days prior to the seminar date which you were registered to attend. Refunds will not otherwise be made.

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Minnesota News

MANKATO: John C. Roise has been elected president and chief operating officer of Norwest Bank

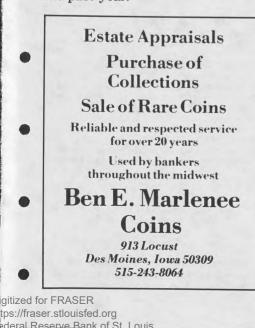
- ing officer of Norwest Bank
 Mankato, N.A. Mr. Roise, joined the bank in 1978 and most recently served as executive vice president -credit. He succeeds George W. Sugden, who has been named chairman
- and chief executive officer. Mr. Sugden joined the bank in 1951 and was named president in 1965. Also at the bank, Patrick Burnell was promoted to vice president and Paul Pfeifer to
- accounting officer.

PIPESTONE: First Bank Luverne, Pipestone Office, has elected Mark L. Mosbrucker president and chief operations officer. He succeeds Steven A. Grell, who has accepted a position as president of First Bank Cando, N.D. He has been with the bank since 1979.

SAINT PAUL: Jerome S. Yugend has joined American National Bank as vice president and senior trust marketing officer. He has over 28 years banking and trust experience.

Montana News

BILLINGS: At Norwest Bank Billings, N.A., Connie Bergsven recently was elected vice president for commercial middle market lending. She has been serving as manager of the private banking division of Norwest Bank Bloomington, Minn., for the past year.



LIVINGSTON: The board of directors of First Bank Livingston has elected Robert J. Gersack president and director, effective March 1. He will succeed Malcolm E. Adams, who has been promoted to president of First Bank in Miles City. Mr. Gersack most recently served as senior vice president and second officer of First Bank Miles City, where he has been since 1964.

MILES CITY: Malcolm E. Adams has been elected president and a director of First Bank Miles City. He succeeds Gordon L. Bickle, who has elected to take early retirement effective March 31. Mr. Adams most recently served as president of First Bank Livingston, where he has been since 1974. Mr. Bickle first joined the bank in 1953, later serving as president and CEO of First Bank in Albert Lea, Minn., and returning to Miles City as president and CEO of First Bank in 1983. Also announced was the promotion of Edward C. Lamb as vice president, second officer, effective March 1. He replaces Robert J. Gersack who was named president of First Bank Livingston.

Wyoming News

CHEYENNE: Recently promoted at First Wyoming Bancorporation were: Judith T. Walz to vice president and manager of marketing, planning, public relations and research, and Marvin A. Schutte to assistant vice president and manager of data processing. Mrs. Walz joined the organization in 1981 as research analyst. Mr. Schutte joined in July of 1984 and has managed the organization's data processing center since that time.

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POSITION AVAILABLE

COMMERCIAL LOAN OFFICER-Immediate opening for head of commercial loan department. This person will also supervise officer in charge of consumer loans. Minimum of 3 years commercial experience required. Salary commensurate with experience. Excellent benefits and career opportunities. Contact: Robert S. DeWaay, President, United State Bank, P.O. Box 309, Cedar Rapids, IA, 52406. Member Hawkeye Bancorporation. Phone 319/366-8413. (PA)

PRESIDENT-\$25 million Fort Madison, Iowa bank, Good earnings, not a problem bank. Must have lending background. Contact Larry Wenzl, P.O. Box 450, Ames, Iowa 50010. Phone: 515/232-8200. (PA)

AG. LOAN OFFICER—Prefer farm background and some lending experience. Salary \$20K to \$25K depending on education and experience. Contact Art Ovrom, Pres., Farmers State Bank, Keosaugua, IA. Phone: 319/293-3794 (PA)

SENIOR LOAN OFFICER-NW Illinois \$52 million community bank. Must have 5-8 years banking experience in all phases of banking. Excellent opportunity in a good rural community. Phone Andy Rogers, First National Bank of Galena, IL. Phone: 815/777-0344. (PA)

VICE PRESIDENT-\$40 million southeast lowa bank seek ing individual with strong credit and operations background needed. Near major college town. Excellent bene fits and career opportunity. Send resume and salary his-tory in confidence to file WCS, c/o Northwestern Banker. (PA)

NEEDED IMMEDIATELY-2nd officer in \$12 million SE lowa bank. Prefer minimum of 2 yrs. experience in Ag. lending or operations. Send resume, including salary require-ments to file WCT, c/o Northwestern Banker. (PA) (PA)

POSITIONS AVAILABLE

COMM'L LENDER · Flourishing central IA bank seeks degreed, pure comm'l lender with 2-5 yrs exp. Super oppty to move into senior mgmt position.

VICE PRESIDENT - Expanding community bank in a growing area wants innovative indiv with good comm'l lending record, senior lending exp and strong desire to eventually be #1 man. 4 yr degree and good overall lending knowledge a plus.

PORTFOLIO MANAGER - Large progressive institution is searching for an experienced indiv who has analyzed short and long term investment needs, managed gov't securities, and a \$500 + investment portfolio. \$35-55K

COMM'L LOAN ANAL . Florida bank holding co seeks seasoned comm'l lender, 3 + yrs exp to evaluate fin'l position and performance. Challenging/responsible position with great benefits and location in a large organization. \$28K.

AG LENDER - Rapidly growing community bank seeks indiv with 4 yr degree, 2 + yrs in bank lending and strength in ag lending. Credit/collections knowledge a plus. \$25K.

TRUST OFFICER - Dynamic midwest bank is looking for a professional with strong trust history & business develop-ment exp. JD, strong marketing. \$30K.

FOR FURTHER INFORMATION FOR THESE AND OTHER POSITIONS **RESPOND IN CONFIDENCE TO:** R. KURT ROSENCRANTS AT (515) 244-4414

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POSITIONS AVAILABLE

AG LENDERS - My clients need 6 ag lenders 4-8 years experience. Prefer degree. E. Nebraska and W. Iowa \$30-35K Call or send resume to:

Richard L. Beem Certified Personnel Consultant GUMBERT EXECUTIVE EXCHANGE, INC. 11246 Davenport Street Omaha, NE 68154 Phone: 402/330-3260 Member National Personnel Assoc. -We're Nationwide



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Eighteen years of banking serving as President of rural and metropolitan banks enables me to match you, technically and personally, with the right banking environment.

POSITIONS CURRENTLY AVAILABLE Missouri, Iowa Oklahoma, Kansas, Arkansas, Illinois, and Nebraska

COMMERCIAL LENDER, \$150mm bank, \$10,000 portfolio, middle market credits, excellent location\$35.000

COMMERCIAL LENDER, \$100mm + bank, solid commercial construction lending background, \$10mm portfolio, work-out credits \$40,000 PRESIDENT, in a top suburban location, strong business development and social background OPEN WITH OWNERSHIP EQUITIES

COUNTRY BANK COMMERCIAL LENDER. \$80mm, #3 man, 7,500 + population, southern Missouri, business development skills . . . \$25,000 COUNTRY BANK. #2. Excellent town of 2.000. small bank, needs all around lending abilities

\$25,000 PRESIDENT COUNTRY BANK, \$30mm + bank, ag

oriented, work-out credits, population of 4,000 .. \$45.000

PRESIDENT SUBURBAN BANK, \$40mm +, outstanding growth potential, requiring a seasoned, stable, team builder administrator OPEN PRESIDENT COUNTRY BANK, near college, \$20mm +, work-out and documentation expertise

.....\$45.000 OPERATIONS HEAD, \$30mm+, good college town\$25.000 COUNTRY BANK LENDER, \$30mm +, 1,500 population, strong ag background, strong banking organization\$30,000

Financial Careers

CEO for \$25 million lowa bank. Prefer experienced banker CEO for \$28 million lowa bank. Affiliated with major holding company. Prefer experienced banker with good ag backgroundSalary \$45,000 + CEO for \$14 million lowa community bank. Requires 5 to

10 years experience. Good ag background. ... Salary open COMMERCIAL LENDER for \$100 million bank. Requires 5-10 years experience. Job entails loan cleanup-both ag

COMMERCIAL LENDER for \$600 million midwest bank.

Must be experienced in handling major credits and good at documentationSalary \$40,000. NUMBER TWO person for \$140 million bank. Must have

loan experience in larger bank. Position leads to CEO

COMMERCIAL LENDER for major southern Minnesota bank. Requires 5 or more years experience.Salary to \$40,000.

TRUST OFFICER for \$300 million midwest bank. Prefer lawyer or CPA with trust experience Salary \$35,000 +

AG LENDER for major eastern lowa bank. Located in metro area. Candidate will work in rural office.

TRUST OFFICER for \$70 million lowa bank. Prefer lawyer with two or more years experience in handling trusts and ... Salary \$30,000. estates

VICE PRESIDENT-COMMERCIAL LOANS for \$40 million lowa bank. Insurance license is a plus . . Salary to \$35,000 CASHIER for eastern Nebraska bank. Requires 3-5 years

AG LENDER for northern Iowa bank. Prefer college grad with one or two years experience. Must know documenta-......Salary to \$25,000.

AG LENDERS for PCA, to serve as managers in excellent farming areas. Offices do not have major problem loans. Prefer college grads with 3 or more years experience and farm background. Good documentation record is essentialSalary to \$30,000

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WANTED-Minnesota, Iowa or Wisconsin \$10-\$20 million sound bank. File WCQ, c/o Northwestern Banker. (WTB) WANT TO PURCHASE BANK(s)-Contact: Steve Drennan, Palmer State Bank, Palmer, Iowa 50571. (WTB)

POSITION WANTED

ENTRY LEVEL POSITION. Graduate of the University of South Dakota. With interest in finance and economics. Contact Jeff Wollman, 803 Dakota St., Yankton, SD 57078. Phone: (605) 665-8293. (PW)

AG LOAN OFFICER—36 years old, lowa State University graduate, farming, ag business, and 4 years banking ex-perience. Experienced with cash flows, micro-computers and loan documentation. Have real estate and insurance licenses. Contact file WCR, c/o Northwestern Banker. (PW)

POSITIONS AVAILABLE

REAL ESTATE OFFICER - manage dept. for \$100MM bank located in college town. Experience with secondary mar-\$28K ket operation a plus.

SECOND OFFICER - \$35MM Agri-oriented bank. Minimum five yrs. Ag-Lending experience \$35K

SENIOR LENDER - supervise all lending divisions of \$125MM community bank. Degree and experience in large \$425MM community bank. Degree and experience in large \$45K

COMMERCIAL LOAN · \$75MM suburban bank affiliated with major holding company. Requires excellent documentation and analysis skills. \$30K

CEO - medium size Ag bank located in small northern Missouri community. Previous administrative experience re-\$40K

Additional opportunities available in Midwestern States.

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