

Minnesota Senior Bank Management To Meet March 4-5 in St. Paul

THE 24TH ANNUAL Senior Bank Management Conference, sponsored by the Minnesota Bankers Association, will be held March 4-5 at the Radisson Hotel in St. Paul. Registration will be from 1-7:00 p.m. on March 4 with the conference getting underway at 2:30. The afternoon's program will center around legislative issues. On March 5, speakers will focus on bank management issues. The following advance program has been released:

Monday, March 4

P.M.

2:30 Call to order. Presiding: Richard Klingen, chairman of the MBA Bank Management Committee, and president, Norwest Bank St. Paul.

Panel Discussion— "Banking Legislative Issues '85"
Moderator: Truman Jeffers, MBA executive vice president.

Panelists: John Lundsten, chairman of the MBA legislative committee, and president of Buffalo National Bank.

Leslie W. Peterson, chairman of the MBA agricultural conditions task force, and president of Farmers State Bank, Trimont.

John Jackson, MBA general counsel.

"1985 Legislative Session"— Speaker of the House and Senate Majority Leader (tentatively confirmed).

5:00 Concluding comments.

5:30 Reception. Theme for the evening: Salute to Legislators.

6:30 Dinner and program
Presiding: Galen Pate, MBA president, and president of Signal Hills State Bank, West St. Paul.

Entertainment by The Castle Family.

Tuesday, March 5

A.M.

9:00 Call to order; Patrick Colbert, vice chairman, MBA Bank Management Committee, president, American State Bank, Bloomington.
"The Role of Lending in the New De-regulated Environment"—John Barrickman, senior vice president, Bank Earnings International, Atlanta, Ga.

"Security and Safety—The CEO Responsibility"—Jerry Kenna, president, Profit Protection Inc., Miami, Fla.
"Financial Planning: The Upside/Downside"—Marilyn

MacGruder Barnewell, president, MacGruder Agency, Inc., Aurora, Colo.

12:00 Luncheon and concluding program.

Guest speaker.

2:00 Concluding comments and adjournment. □

Minnesota News

The Minnesota Bankers Association Human Resource Committee will sponsor a Supervisory Workshop Wednesday, March 13, at the Holiday Inn, Rochester.

Pat Coleman, president, The Training Company, St. Paul, will conduct the program. He is a training consultant with over 20 years of experience and he is the author of several articles published in national magazines.

BLOOMINGTON: Larry Klement has been elected vice president at American State Bank of Bloomington. He succeeds Robert J. Facente, Jr., who is now executive vice president. Mr. Klement has been with the bank since 1974.

DUNDAS: Dundas State Bank has changed its name to Cannon Valley Bank, effective February 1. The name change was approved at the annual shareholders meeting held in January. In addition, Cannon Valley Bancshares Inc. has acquired 98% of the outstanding stock in Cannon Valley Bank, pursuant to approval by the Federal Reserve Bank in Minneapolis.

**SPRENGER,
ROWLAND
AND MESSINA**

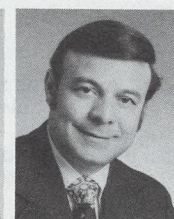
Getting it done for you.



Bill Sprenger
234-2625



Frampton Rowland
234-2485



John Messina
234-2486



Commerce Bank of Kansas City^{NA}

MEMBER FDIC

Telephone (816) 234-2000



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



Mark Conway

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



Dorothea Wolfe

FULDA: The Citizens State Bank was closed by the state banking department February 15 due to insolvency. A new state charter for Fulda State Bank was issued to Frank Farrar, well-known banker with holdings in several states, and it opened for business February 19.

WAYZATA: Mark Olson has been named vice president of commercial loans at First National Bank. He had been assistant vice president in commercial loans at Norwest Bank Midland and prior to that was with the office of the Comptroller of the Currency.

Iowa News

CANTRIL: James Harward has been promoted to vice president of the State Savings Bank. He will assume the duties of Tom J. Larson, who had been serving as executive vice president and has accepted a position as president of West Chester Savings Bank.

CLEAR LAKE: Larry Svoboda, vice president and officer at Clear Lake Bank & Trust since 1969, has been elected executive vice president. Mr. Svoboda is a graduate of the Graduate School of Banking, University of Wisconsin, and the National Commercial Lending School, University of Oklahoma.

BANKING SPECIALISTS LENDING • TRUST • OPERATIONS



Diane Evans
816/842-3860

For Prompt, Courteous,
Professional Attention
To Your Staffing
Needs, Call On Us.

REGENCY RECRUITERS, INC.

1102 Grand Avenue, Kansas City, MO 64106

INWOOD: The Inwood State Bank, founded in 1945, was declared insolvent and closed at 3 p.m. on February 19 by Thomas Huston, Iowa superintendent of banking. FDIC was named receiver and accepted a bid of \$327,500 premium from Security Savings Bank of Larchwood, also in Lyon County and about 10 miles north of Inwood, for assumption of approximately \$6.7 million in deposits. Security Savings also took over \$500,000 of installment loans and \$100,000 in real estate loans. The new building constructed in recent years by Inwood State was reopened the following morning as an office of Security Savings. Harold Bonander is principal owner of the one-bank holding company that owns the Security Savings Bank. Charles C. Riter and Eugene Eisma were principal owners of the holding company that owned the Inwood State. Mr. Riter was president of the bank and Mr. Eisma vice president and cashier.

MISSOURI VALLEY: Peoples State Bank in Missouri Valley recently promoted Gary Woods to vice chairman and CEO. Mr. Woods has been with the bank since March, 1984, and has 22 years of banking experience, most recently as president and CEO of Manilla State Bank. He replaces Dick Goos, who served as CEO during the transition of new bank ownership. Mr. Goos retired December 31. In addition, Charles Schumacher has joined the staff as vice president and senior loan officer and Dale Ward as ad-

COMMERCIAL-AG LOAN VICE PRESIDENT

Position in northeast Iowa. Minimum 3-5 years lending experience. Cash flow and loan documentation necessary. Excellent benefits and career opportunities with growing multi-bank holding company. Salary commensurate with experience. Send resume and references to:

Charles V. Perry, President
Parkersburg State Bank
Box 70, Parkersburg, IA 50665
Phone: 319/346-2114 (PA)

SKI COLORADO

Stay within minutes of 4 major Colorado ski areas. Luxury and economy condominiums and townhomes. Call: Dwayne Smith, Anne Marie or Sue at

PARADISE PROPERTIES

Toll Free 800-922-2590
Denver, 892-9367 or 303-468-5846.

ministrative assistant. Mr. Schumacher formerly was a loan officer with the First National Bank of Woodbine.

WAVERLY: State Bank of Waverly has named James D. Mormann vice president and Betty Suntken assistant vice president. Mr. Mormann has been with the bank 13 years, most recently in commercial and real estate loans. Ms. Suntken has been employed at State Bank for 16 years.

Nebraska News

The Nebraska Bankers Association's officers will meet at 2 p.m., February 26, with Paul Rooney, who was advanced recently to be regional director of the FDIC in the Omaha office. The NBA said this will be an attempt to clarify some of the questions that have been raised over the FDIC's role in Nebraska's six recent bank closings. Charles Thacker from FDIC's Washington office also has been invited to the meeting.

* * *

The National Association of Bank Women, Mid Plains Group, will hold their February Meeting at Ross' Steak House, Tuesday, February 26, at 6:30 p.m. The guest speaker at this month's meeting will be Roger Beverage, who is the director of the Nebraska Department of Banking. Mr. Beverage will give an update on "The Current News in Banking!"

Following Mr. Beverage's presen-

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

Call on the "Experienced Professionals"

Ready to meet your correspondent needs.



FIRST NATIONAL LINCOLN

13th & M Streets, Lincoln, NE 68501

A FirstTier Company • Member, F.D.I.C.

tation, the Mid Plains Group will hold its monthly business meeting. To make reservations - please call Liz Csethey, Douglas County Bank & Trust, 551-4310.

BANCROFT: Dick Sturm has joined First National Bank of Bancroft as executive vice president and chief executive officer. Mr. Sturm has had nearly 30 years of financial business experience and has served the past two years as president of the First Federal Bank, F.B.S., of Shenandoah, Iowa.

ELKHORN: After the recent change in control of Bank of Elkhorn, Phillip W. Zeleny was elected to president and chief executive officer. Other officers include Richard L. Aldinger, vice president; Dennis B. Friese, vice president, and D. Sonja Pohl, cashier.

GERING: John McLellan, Jr. has been appointed senior vice president of Gering National Bank and Trust Co. He has been with the bank since June, 1975.

IMPERIAL: Dana Siekman, formerly with the Federal Land Bank in Broken Bow, has joined Chase County Bank & Trust, according to Doug King, president.

KEARNEY: First National Bank and Trust Co. recently promoted Byron Hansen to vice president and Debra Bank to cashier. Mr. Hansen joined the bank in 1983 and previously was with First National Bank of Syracuse. Ms. Bank has been with the bank since 1976.

SOUTH SIOUX CITY: Four officers were recently elected at The Nebraska State Bank: Jeffrey C. Dible, executive vice president; Jeffrey

L. Gebauer, vice president; Owen Buckley, assistant vice president, and George Klotzbach, cashier. Prior to joining the bank in 1979, Mr. Dible was a national bank examiner with the U.S. Treasury Department. Mr. Gebauer was employed by Burroughs Corporation before joining the bank in 1982. Mr. Buckley is a 1982 graduate of the University of Kansas. Mr. Klotzbach was an examiner with the Iowa Department of Banking before joining the bank in March, 1984.

South Dakota News

BELLE FOURCHE: Bank of Belle Fourche recently announced the promotion of Kevin G. Whitelock to vice president, accounting and finance, and John Heimbaugh to vice president and manager of the Spearfish Office. Mr. Whitelock joined the staff as an auditor in 1981. Mr. Heimbaugh has been with the bank since 1971 and has served as vice president, commercial loans, since 1980.

SALEM: At McCook County National Bank, Gary E. Williams was elected vice president; Casey L. Derflinger was elected assistant vice president, and Darwin J. Miller, vice president and cashier, was elected to the additional post of secretary to the board. Mr. Williams joined the bank in 1982 and has been involved with agricultural loans since then. Mr. Derflinger has been an agricultural loan representative since he joined the bank in October, 1983. Mr. Miller joined the bank in May, 1973.

CANTON: John M. Ripley has been promoted to vice president and se-

nior loan officer at First American Bank.

North Dakota News

BISMARCK: Stanley Benson has been named vice president, manager in the credit/compliance department of Norwest Bank Bismarck. A graduate of Bismarck Junior College and Mary College, Mr. Benson has been with the bank since 1977 and was named assistant vice president in 1979.

DEVILS LAKE: Dwight F. Willard has been elected president of First National Bank and continues as CEO. Patricia N. Olsen, formerly president, was named chairman and public relations officer. Duane Pesek was promoted from assistant vice president to vice president, and Kyle Olsen was elected assistant vice president and a member of the board. First National is celebrating its 100th anniversary in 1985.

Serving bankers quietly and efficiently.

CAPITAL PERSONNEL SERVICE

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

POSITION AVAILABLE

Locally owned Mid-Michigan Community Bank seeks an individual with a minimum of three (3) years agricultural lending experience. Individual must have a working knowledge of preparation of cash flow, projections and financial statements. Individual must be self motivated and be able to perform in a goal oriented environment.

Please send resume to:

Gerald Mapes, President
Bank of Lakeview
506 Lincoln Avenue
Lakeview, Michigan 48850 (PA)

SR. VICE PRESIDENT

Commercial/Consumer Loans

Newly chartered federal savings bank in Longmont, Colorado is seeking a highly qualified individual to establish and direct the bank's commercial/consumer loan services division.

Candidate must have a minimum of 10 years in combined experience of consumer and commercial lending. Must be sales oriented with management abilities.

Excellent compensation and benefits package plus employee ownership plan.

Send confidential resume to:

J. Richard Grear, Exec. V.P.
National Savings Bancorporation of Colorado
P.O. Box 820
Longmont, Colorado 80501
An Equal Opportunity Employer

POSITIONS AVAILABLE

BANK MARKETING SPECIALIST - Omaha - To \$60K

COM'L LENDER - To start dept - E. Central NE To 45K + Car

TRUST OFFICER - 2-3 years experience. N.E. Iowa. To \$30K

6 AG LENDERS - E. Nebr. & W. Iowa - 4-8 years. To \$35K

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

BANKING OPPORTUNITIES

AG LOAN OFCR—NE, near college, 1 of 3 handle \$20mm portfolio \$25K.
Contact Barbara J. Ritta.

PRESIDENT—\$30mm rural bank near Des Moines, strong ag bckgrd required. Salary open.
Contact Barbara J. Ritta.

AVP/TRUST OFFICER—\$80mm dept. Arkansas metro bank. E/B and marketing. \$25-30K.
Contact Pamela J. Swenson.

AG LENDER—Central MN \$30mm Bank, 1-5 yrs exp. Salary \$18-24K.
Contact Pamela J. Swenson.

PROFESSIONAL RECRUITERS
6818 Grover Street
Omaha, NE 68106
Phone: 402/397-2885

TRUST ACCOUNTING SOFTWARE FOR MICROCOMPUTERS

MBS, Inc.
7387 Pacific St., Omaha, NE 68114
Phone: 402/399-8021

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)

VICE PRESIDENT—\$40 million southeast Iowa bank seeking individual with strong credit and operations background needed. Near major college town. Excellent benefits and career opportunity. Send resume and salary history in confidence to file WCS, c/o Northwestern Banker. (PA)

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

INVESTMENT OFFICER for small regional midwestern bank. Needs 10 years' experience. Investment portfolio \$250 million. Must have excellent credentials. Salary commensurate with experience. Contact file WCV, c/o Northwestern Banker. (PA)

TRUST INVESTMENT OFFICER: Opening for an individual with 2 or more years experience in investments. Position involves extensive client contact and business development. We offer excellent benefits and a salary commensurate with experience. Send resume and salary requirements in confidence to: Valley National Bank, Personnel Department, P.O. Box 906, Des Moines, Ia. 50304. (PA)

ASSISTANT FARM MANAGER/AG LENDER wanted. Eastern Nebraska. Junior position working under experienced Ag Officer. Ag degree required, Ag Econ preferred. Experience desirable but not essential. State salary range required. Send resume to file WCW, c/o Northwestern Banker. (PA)

POSITIONS AVAILABLE

AG LENDER - Clear path to bank president in a MW rural bank. Degreed indiv with 2-5 yrs ag lending exp. Will be #1 man within 10 yrs. Strong bank with no loan problem. \$26K.

VICE PRESIDENT - Solid community bank near metro area seeks indiv with strong commercial lending and banking bkgd. 4+ yrs comm'l or ag lending in a \$35mm+ environment. \$35K.

PRESIDENT/CEO - Dream position for young, fast tracker. Rural holding co bank seeks degreed ag lender with 3+ years experience to be top man. Oppty to take charge and move up through holding company's executive ranks. \$33K.

TRUST - WARM WEATHER. Trust department in sunbelt seeks JD or CPA with business development skills. 2-3 yrs experience. \$30K.

COMMERCIAL LENDER - Large progressive bank offers high visibility, good pay, and growth potential in growing bank. 3+ yrs comm'l lending experience, leasing knowledge and large bank environment are all musts. \$30K.

INVESTMENT MANAGER - Top-notch large institution with exceptional reputation is in search of 4+ years experience in portfolio management, hedging and A&L management. Degree necessary. \$35K+.

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



ROBERT HALF

317 6th Ave, Ste. 650
Des Moines, IA 50309
(515) 244-4414

ALL FEES COMPANY PAID

Ag Banking Specialists

Let us help with your career advancement or staffing needs. Call in confidence, without obligation. Employers pay our reasonable fee to hire the best.



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



Jean 515/263-9598 (W/F)
712/779-3567 (M/T/TH)
Massena, Iowa 50853

agri CAREERS, INC.

FOR SALE

NCR 7750-2500 PROOF MACHINE—12 pockets, auto-feed hopper, cassette handler, 3.7 million items, has been on maintenance. Contact: Mark Sams, First State Bank, Webster City. Phone: 515/832-2520. (FS)

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)

LOAN WORKOUT SPECIALIST

Available on a temporary or an intermediate basis in an on line or advisory capacity for:

- LOAN WORKOUTS
- LIQUIDATIONS
- DOCUMENTATION

22 years experience in acquisitions and liquidations.
write: WBX
c/o Northwestern Banker
— All Replies Confidential — (PW)

WANT TO BUY

WANTED—Minnesota, Iowa or Wisconsin \$10-\$20 million sound bank. File WCQ, c/o Northwestern Banker. (WTB)

LENDING OFFICERS

Norwest Corporation has openings for experienced loan officers in several locations in Iowa. Successful candidates will have 2 to 7 years experience in Commercial Lending. We prefer candidates with degrees in Business, Economics, Finance, Marketing, Agriculture, or Accounting and/or advanced training obtained in various ABA or other professional banking schools.

These positions would provide for salary ranges from \$25,000 to \$42,000, depending upon past experience, and very attractive benefit programs including: profit sharing/savings investment programs, pension benefits and liberal medical, life, and disability plans.

Norwest Corporation is a \$21 billion diversified financial services organization with Region IV banking locations in Keokuk, Ottumwa, Bettendorf, Marion, Cedar Falls, Des Moines and Fort Dodge, Iowa.

Please contact in complete confidence:
Will C. Smith, Regional Vice President
Human Resources
1201 Financial Center
Des Moines, Iowa 50309
Telephone #515-245-8441

(We are an equal opportunity employer.)

Financial Careers

V.P. & CASHIER for \$32 million Iowa bank. College community Salary Open

CEO for \$28 million Iowa bank. Affiliated with major holding company. Prefer experienced banker with good ag background Salary \$45,000+

CEO for \$14 million Iowa 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 and commercial Salary \$40,000+

COMMERCIAL LENDER for \$600 million midwest bank. Must be experienced in handling major credits and good at documentation Salary \$40,000.

NUMBER TWO person for \$140 million bank. Must have loan experience in larger bank. Position leads to CEO Salary \$50,000+

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

TRUST OFFICER for \$100 million midwest bank. Law degree not necessary. Salary to \$35,000.

AG LENDER for major eastern Iowa bank. Located in metro area. Candidate will work in rural office. Salary to \$30,000.

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

VICE PRESIDENT—COMMERCIAL LOANS for \$40 million Iowa bank. Insurance license is a plus Salary to \$35,000

CASHIER for eastern Nebraska bank. Requires 3-5 years experience. Salary to \$32,000.

AG LENDER for northern Iowa bank. Prefer college grad with one or two years experience. Must know documentation 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 essential Salary to \$30,000.

Write or call Malcolm Freeland or Cy Kirk in care of Freeland Financial Service, Inc., 1010 Equitable Bldg., Des Moines, Iowa 50309. Phone 515/282-6462. Employer pays reasonable fee. Many other opportunities now available.

BANKING

LOAN REVIEW OFFICER

We are seeking an individual to assist in our internal loan review program. Some lending or auditing experience preferred. Job involves 18-20 weeks travel per year. Please send resume and salary requirements to -or call:

Mark Matthews
HAWKEYE BANCORPORATION
6th Floor, First Bldg.
Des Moines, IA 50307
Ph (515) 284-1930
An Equal Opportunity Employer

POSITIONS AVAILABLE

INSTAL. LOAN - \$100MM suburban bank. Requires one or two yrs. consumer lending experience. Some supervision \$18K

COMML. LOAN - \$250MM urban bank. Addition to staff. Future advancement possible \$40K

COMML/REAL ESTATE - heavy commercial loan experience and some exposure to large R.E. lines. Senior position in \$20MM suburban bank \$40K

AGRILOAN - share lending responsibilities with President for \$30MM Ag bank. Some operations background desired \$35K

PRESIDENT - \$30MM independent suburban bank. Must have previous CEO experience and strong marketing skills \$Open

TOM HAGAN & ASSOCIATES

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

"Serving the Banking Industry Since 1970"

Vol. 13 No. 45 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.