

NORTHWESTERN Banker Newsletter

Vol. 13 No. 47

Des Moines, Iowa

March 11, 1985

Iowa News

The Iowa Bankers Association 1985 Ag Credit Conference entitled "Recovery: Today's Ag Challenge" will be held March 18-20 at the Scheman Center, Ames.

The conference guarantees a full agenda of experts, timely topics and worthwhile workshops. Presentations will explore: livestock hedging, bankruptcy alternative strategies, loan documentation and security agreements, tax and legal liquidation, stress, new options futures, and managing other foreclosure assets.

For registration contact the IBA office in Des Moines.

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Iowa Bankers Insurance and Services, Inc. will hold its Credit Life Licensing School on March 28-29 at the Holiday Inn—Capital Plaza in Des Moines. The General Section will run from 9:00 - 5:00 on Thursday, March 28 and the Credit Life Section will run from 8:00 - 5:00 on Friday, March 29. Lunch will be from 12:30-1:30 on both days. Examinations will be offered at various times on Saturday, March 30.

Registration must be received at the IBIS office in Des Moines by March 18. Space is limited!

CHARLES CITY: O.J. Thomson, chairman and chief executive officer of the Citizens National Bank, recently announced the promotion of Colin B. Robinson to president and

chief operating officer. Mr. Robinson, a graduate of the University of Minnesota, joined the bank in 1972 and has served in various capacities including loan officer, cashier, trust officer and, more recently, executive vice president. Mr. Tomson also announced the promotion of Jo Ann Merfeld to assistant vice president. A graduate of Purdue University, Ms. Merfeld heads up the bank's ag loan department and has been with the bank since 1981.

DES MOINES: John Chrystal, president of Bankers Trust Company, has announced the appointment of Dennis R. Wood as executive vice president. Mr. Wood has been president of the \$120 million Packers National Bank, Omaha, Nebraska, for the past seven years. Prior to joining the Omaha bank, Mr. Wood served for three years as president and director of Hawkeye Bank and Trust, Eldora. Before that he was second vice president of Omaha National Bank.

IOWA CITY: Clark Houghton, president of First National Bank, has announced that Lynn E. Rowat has been promoted to vice president. Ms. Rowat joined the bank in January of 1974 and most recently served as second vice president.

WEBSTER CITY: The Farmers National Bank of Webster City has appointed Brandt N. Amlie as vice president. Mr. Amlie has been serving as cashier and vice president/op-

erations at the First National Bank of Wayzata, Minnesota. Previous to his banking career, he was associated with two CPA firms: Deloitte, Haskins and Sells, and McGladrey Hendrickson & Company.

Nebraska News

MITCHELL: The following promotions have been made at The First National Bank in Mitchell: David L. Oakeson from vice president to executive vice president, and Collyn Florendo from installment loan officer to vice president. In addition, Larry Janecek has joined the bank as vice president. Mr. Janecek formerly was with the Federal Land Bank Association in Scottsbluff.

OMAHA: In a joint statement released last month by Marvin Schmid, representing the selling stockholders, and Charles Garney, representing the purchasers, it was announced that the sale of Southwest Ban Corporation had been completed. Southwest Ban Corporation is the bank holding company of Southwest Bank and Trust Company. The new owners of the bank are Charles Garney, chairman of Garney Construction Company in Kansas City, Missouri; Mark Simpson, a bank consultant in Kansas City, and Gerald Karlin, previously executive vice president and senior credit officer with Centerre Bank of Kansas City. Charles Garney has been named chairman; Marvin

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Tom Quinlin

Schmid, former chairman, was named chairman emeritus, and Perry Francis, former president of the bank, was named vice chairman. Gerald E. Karlin was named president and chief executive officer. He had been a senior vice president with another Omaha bank for 15 years prior to joining Centerre of Kansas City in 1973.

Minnesota News

BURNSVILLE: Richard D. Hartman has been promoted to vice president, commercial division, of First Bank Burnsville. He will continue to serve as manager of the division, a position he has held since 1980.



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GRAND RAPIDS: Steven J. Sertich has been elected vice president in charge of retail banking at Norwest Bank Grand Rapids, N.A. Mr. Sertich, who recently joined the Grand Rapids bank, has been associated with the Norwest Corporation since 1979 when he joined Norwest Bank Duluth, N.A.

COLUMBIA HEIGHTS: Marquette Bank of Columbia Heights has named Edward O. Hanson, Jr. as its vice president and cashier. He will manage the operations division of the bank. Mr. Hanson previously was audit officer at F&M Marquette National Bank.

MANKATO: Craig A. Sinning has joined the staff of Norwest Bank Mankato as vice president of agricultural banking and Mark W. Murphy has been promoted to client executive-financial institutions group. Mr. Sinning joins the bank from Greenfield where he was branch manager and assistant vice president of the South Central Iowa Production Association. Mr. Murphy has also served with Norwest banks in Faribault and Northfield.

MINNEAPOLIS: Norwest Corporation has announced the election of Lloyd P. Johnson as president and chief executive officer and a director, effective March 4. John W. Morrison will continue as chairman. Mr. Johnson started his banking career

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in 1954 and his most recent position was as vice chairman and member of the office of the chief executive of Security Pacific National Bank and its holding company, Security Pacific Corporation, Los Angeles. He also is a past president of the California Bankers Association.

Illinois News

SAVANNA: Mark H. Sperfslage has joined the First Illinois National Bank as cashier. Mr. Sperfslage most recently was with Iowa Trust and Savings Bank in Oskaloosa and has also served with Community Savings Bank, Edgewood, and with the CPA firm of O'Connor & Brooks & Co., Dubuque.

SKOKIE: Walter Adreani has been appointed vice president at Skokie Trust & Savings Bank. He will be in charge of consumer lending operations and be responsible for residential real estate mortgages. He previously was assistant vice president.

SKOKIE: Ronald J. Walczyk has been promoted to vice president, manager and marketing officer of the customer service department of the personal banking division of First National Bank of Skokie. Mr. Walczyk joined the bank in 1970.

WHEELING: Jeffrey W. Taylor has been appointed senior vice president at Main Bank. In his new position, he will be responsible for the corporate banking department at Main Bank in both Wheeling and Chicago. He previously was vice president in the commercial loan department.



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Vice President

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CONFUSED?

about the IRA amendments required by the
Tax Reform Act of 1984 (TRA).

When can the IRA amendments be made?

If the IRA plan document being used is Form 5305-A, the amendments can NOT be made until the IRS rewrites the Form 5305-A. The IRS has indicated that it intends to issue the revised 5305-A in late April/May of 1985.

What if our bank already purchased amendments believing that they had to be furnished by January 31, 1985?

These amendments served as a "good notice" to your IRA customers that the law has changed. Your bank will be required to furnish another amendment when the IRS finally issues the revised Form 5305-A.

Why should you purchase these forthcoming amendments from Collin W. Fritz and Associates, Ltd.?

We are consultants specializing in IRAs and the pension products. We advise our clients to buy ONLY NECESSARY FORMS. Unnecessary buying eliminates repeat buying. We don't want to sell forms or other products your bank doesn't need.

What amending forms will Collin W. Fritz & Associates, Ltd. have?

1. IRA "Easy" Form. This form is designed to be the form used to open a new IRA. However, it can also be used to amend your IRAs when it is desired to enter into a whole new agreement (i.e. new 5305-A, including Article IX provisions, and disclosure statements).
2. Amendment I. This form is designed to update those 5305-A IRAs that have been opened after 1-1-84 or which have received only previously required amendments.
3. Amendment II. This form is designed to update those IRAs in your files which have not been amended or updated as they should have been. The amendment contains the first eight articles of Form 5305-A and a new disclosure statement. This form is an easy and inexpensive way to update those really old files, but it can only be used when you are not required to obtain your customer's signature.

YES! Please send me more information on the IRA amendments.

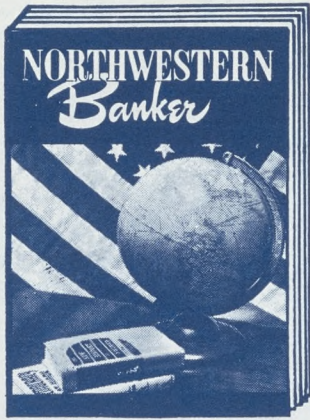
For more information on services Collin Fritz & Associates, Ltd. offer, call us at **800-346-3961** (in Minnesota 800-647-4415) or mail in the attached request form to: **Collin W. Fritz & Associates, Ltd.**, c/o Northwestern Banker, 306 15th Street, Des Moines, Iowa 50309.

Institution _____

Address _____

City _____ State _____ Zip _____

Phone (_____) _____ Contact Person _____



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Open Houses
Anniversary Parties
Deaths or Retirements
Speeches Made by Bank Officers
Special Announcements to the Public

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BANK

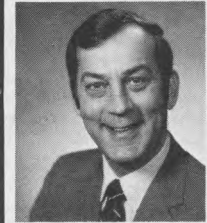
OFFICER TITLE

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THE FEDERAL RESERVE BANK OF ST. LOUIS

ST. LOUIS, MO.

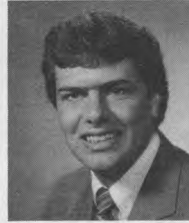
MEMORANDUM FOR THE BOARD OF DIRECTORS
DATE: [illegible]
SUBJECT: [illegible]



Gary Stevenson

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Lon Kelling

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South Dakota News

The South Dakota Bankers Association will be offering for the first time "Career Challenge '85!" a teller/staff conference, to be held two separate dates: Saturday, March 23 at the Holiday Inn City Centre in Sioux Falls, and Saturday, March 30 at the Howard Johnson's Motor Lodge in Rapid City.

This conference is recommended for all tellers, new accounts personnel, bookkeepers, new employees and personnel needing refresher training. It will be broken down into four sections: Money Facts & Frauds, Time Management, Swindles, and Selling.

Because this is the first year this seminar has been offered, early registration is encouraged. Each participant is eligible to receive 0.5 CEUs at no additional cost. Registration can be made through the SDBA office in Pierre.

SIOUX FALLS: First National Bank here has promoted Todd J. Bernhard to vice president and trust officer, and Greg Holden and Connie Gravning to assistant vice president. Mr. Bernhard joined the bank in 1979. Mr. Holden joined the bank in 1974 and most recently was auditor. Ms. Gravning, with the bank since 1965, most recently served in operations.

YANKTON: Robert Macy has joined Live Stock State Bank as vice

president, specializing in agricultural lending. Mr. Macy previously was associated with the Federal Land Bank Association for the past four years and has been loan officer at the Yankton branch since 1983.

North Dakota News

North Dakota Bankers Association Education Committee Chairman Terry Zeltinger, Towner County State Bank, Cando, has announced the association's first ever Bank Investment Seminar for chief executive officers and other bank management personnel. The seminar is set for Thursday, March 28, at the Ramada Inn, Grand Forks.

Randy Newman, vice president at First National Bank in Grand Forks and teacher of investments at the North Dakota School of Banking, will present information on investment policy, guidelines and improving bank performance. The afternoon session will address portfolio strategies on money market investments and tax swaps.

Register by March 21 with the NDBA office in Bismarck.

* * *

April 15-17 are the dates selected for this year's North Dakota Bankers Association Washington Legislative and Administrative Conference. Headquarters for NDBA will be the new JW Marriott Hotel at National Place, located on Pennsylvania Avenue, just two blocks from

**SR. VICE PRESIDENT
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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.

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Registration should be made at the NDBA office by March 22.

Montana News

BUTTE: Floyd A. Brinton has been promoted to senior vice president and manager of retail banking in both the Anaconda and Butte offices of Norwest Bank Anaconda-Butte, N.A. Mr. Brinton has been employed by Norwest Bank for 27 years.

MALTA: Jim Sandsness has joined First State Bank of Malta as cashier. He began his banking career with Citizens Bank & Trust Co., Big Timber.

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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)

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)

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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:

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Phone: 319/346-2114 (PA)

POSITIONS AVAILABLE

MARKETING DIRECTOR - Degreed. 5+ yrs exp. Omaha. \$40-70K

COMMERCIAL LOAN OFFICER - 4-5 yrs. Degreed. Omaha. To 40K

AG LENDERS - Nebraska & Iowa. 4-8 yrs. To 35K

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COMMERCIAL LENDERS - Dynamic MW bank is seeking introductory level commercial lenders. Excellent opportunity to get into strong banking system. High visibility, progressive philosophy and an excellent place to enhance lending skills. UP TO \$30K.

WORKOUT SPECIALIST - Innovative bank holding company. Must desire career growth and high responsibility. Positive workout attitude, strong ag banking background. \$35K.

SENIOR LOAN OFFICER - Well balanced \$30m+ bank seeks an aggressive and knowledgeable key individual. 15-20 years ag background. A secure and active position. \$38K.

CONSUMER LENDER - Smaller bank in strong aggressive metro location seeks a lender with consumer, commercial and real estate background. Will be exposed to all phases of commercial lending and given the option of becoming a pure commercial lender. \$20K.

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VP CORRESPONDENT — Oklahoma, Accts/Sales, \$40,000's

VP CORRESPONDENT — Illinois, 12 states + MO/KS, \$45,000+

VP AG OFFICER — Nebraska, 5-10 exp., \$36,000

INTERNAL AUD — Illinois, BS/Acct, \$30,000

VP AG/COM'L LOAN — Nebraska, \$30,000

VP AG OFFICER — for three banks, Nebraska, \$24,000

INS OFFICER — Oversee two bank agency, \$19,000

VP AG OFFICER — Iowa, possible #2 position, \$50,000

If you are interested in a career move, mail your resume in strict confidence to **FINANCIAL PLACEMENTS**, P.O. Box 13786, K.C., Mo. 64199, or call 816-421-7941.

Financial Careers

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

CEO for \$23 million Iowa bank. Affiliated with major holding company. Prefer experienced banker with good ag background Salary \$40,000

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 ag degree. Entry level position. Salary open

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.

COMMERCIAL LENDERS NEEDED

\$80MM ILL Bk. - 7 years bk. exp. must include at least 3 yrs. comm'l lending exp. To \$40K.

\$50MM ILL Bk. - needs Sr. Comm'l lender. Wants 10 yrs. bk. exp. To \$45K.

\$200MM ILL Bk. - needs Head of Comm'l Lending. Need 10 yrs. exp. Could be partly out of Fin. Co. To \$40K.

\$100MM IA' Bk. - needs Comm'l Lender with 4+ yrs. exp. Some Ag. \$40K.



Diane Evans

REGENCY RECRUITERS, INC.

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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
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"Serving the Banking Industry Since 1970"

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