

NORTHWESTERN

Banker Newsletter

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Des Moines, Iowa

April 29, 1985

Iowa News

The Iowa Bankers Association is sponsoring a Loan Documentation Workshop to be held May 1 at the Airport Hilton in Des Moines and May 2 at Stouffer's Five Seasons Hotel in Cedar Rapids.

John Moye, partner in the Denver, Colo., law firm of Head, Moye, Giles & O'Keefe, will present the workshop.

Registration will begin at 8:00 a.m. the day of the workshop with the morning session getting underway at 9:00, lunch at noon and the afternoon session resuming at 1:00 p.m. Registration can be made through the IBA office in Des Moines.

DUMONT: State Bank of Dumont has announced the recent promotion of Ruth Long to vice president and cashier; Sheril Brodbeck to assistant vice president and computer officer, and T.L. Harrison to vice president and ag officer.

FORT MADISON: James C. Sodey has been elected president and a director of Iowa State Bank here. He succeeds Ken Baker, who resigned last February to accept a position in Colfax. Mr. Sodey has been associated with several Hawkeye Bancorporation Banks, most recently as executive vice president of the Hawkeye Bank, Spencer.

GUTTENBERG: Daniel C. Willenbring has joined the Security State

Bank as vice president, effective April 15. He had been with Farley State Bank for the past 12 years.

MARSHALLTOWN: Brenton Banks, Inc. has announced that Loras Neuroth has been named president of Brenton Insurance Services, Inc., a subsidiary of Brenton Banks Inc. He will also continue as president of Brenton Independent Insurance Services in Marshalltown, where he has been for two years.

MARSHALLTOWN: Fidelity Brenton Bank and Trust Company has changed its name to Brenton Bank and Trust Company, according to Tom Smith, president. The name change reflects the continuing effort to closely identify all Brenton banks and affiliated subsidiaries.

OTTUMWA: Norwest Corporation has announced the election of G. Patrick McGarraugh as president of Norwest Bank Ottumwa, N.A., effective May 13. Mr. McGarraugh will join the bank after spending more than 20 years in various positions at Norwest Bank Great Falls, N.A. in Montana, where he currently serves as executive vice president of loan administration.

SIOUX CITY: Thomas W. Van Dyke has been promoted to senior vice president. Mr. Van Dyke has been with the bank in various capacities since 1971 and was appointed head of the real estate department in

1981. He will continue those responsibilities.

SPENCER: Three officers recently joined the staff of Farmers Trust & Savings Bank: Thomas J. Malmgren, executive vice president; David W. Woodcock, senior vice president and cashier, and Bryan Harken, assistant vice president. Mr. Malmgren is owner of Team Sport in Spencer and has ten years banking experience. Mr. Woodcock previously held a similar position with Hawkeye Bank & Trust in Spencer. Mr. Harken had been an examiner with the Iowa Department of Banking.

TOLEDO: William R. Skow, Jr. has been promoted to vice president of The State Bank of Toledo. He joined the bank in June, 1982, as an assistant vice president.

WILLIAMS: Claude F. Havick joins the Williams Savings Bank May 1 as executive vice president, replacing Justin Collier. Mr. Havick has been serving as president of the Citizens State Bank in Decatur, Nebraska.

Nebraska News

CLEARWATER: Citizens State Bank of Clearwater has announced that Marlyn Kuper has been appointed vice president; Jeff Hee has been promoted to assistant vice



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Lowell Barkley

president, and Rhonda Heithoff to assistant cashier.

HUMBOLDT: David Parman has joined the staff of Home State Bank & Trust Company as assistant vice president. He will serve as branch manager of Louisville State Savings Company of Louisville, a branch of Home State Bank & Trust. Mr. Parman previously was employed at American Bank of Edgerton, Mo.

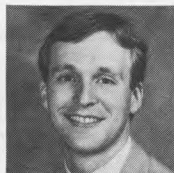
OMAHA: First National Bank has announced the addition of Timothy

K. Smith and Todd F. Kruse to the bank's correspondent banking department. Mr. Smith has been with the bank two years, most recently as commercial credit analyst. Mr. Kruse previously was employed with the Federal Land Bank Association of Sioux City, Iowa, for four years.

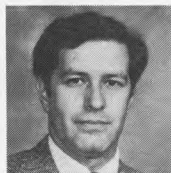
OMAHA: Packers National Bank has acquired control of the Bank of Taylor through the reversion of a bank stock loan held by the bank's previous owners.

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Minnesota News

The Minnesota Bankers Association will conduct an Asset-Liability Management Workshop at four locations May 13-16. The program will cover basic concepts of asset-liability management.

The program will be conducted by Mark Bennett, vice president of financial education and development, Madison, Wis. Topics to be covered include definitions of asset-liability management, microcomputer spread sheet packages, asset-liability concepts, and computerized asset-liability management.

The workshop, designed for operations personnel, middle and upper management, will be held at the following locations:

May 13 - Holiday Inn, North Mankato;

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May 14 - Holiday Inn International, Bloomington;

May 15 - Holiday Inn, Alexandria;

May 16 - Holiday Inn, Bemidji.

The workshop is sponsored by the MBA Investments and Funds Management Committee, chaired by William P. Langford, American National Bank & Trust Company, St. Paul.

DULUTH: First Bank Duluth has announced the election of Dennis Mickle as vice president and comptroller and Lawrence Stovern as assistant vice president in commercial loans. Mr. Mickle joined the bank in 1969 and was named comptroller in 1979. Mr. Stovern joined in 1978.

MINNEAPOLIS: The Minneapolis Chapter of the American Institute of Banking will be conducting several seminars in upcoming weeks. All seminars will be held at the AIB Education Center in Minneapolis. The dates and seminars follow:

May 7—AIB Effective Interactions Seminar;

May 8—AIB Customer Relations/Telephone Transaction Seminar;

May 16—AIB Supervising the Teller Line Seminar;

May 22—AIB Investigations in Banking Seminar.

MINNEAPOLIS: The board of First Bank System, Inc. has elected John M. Eggemeyer III as executive vice president. He will be responsible for First Trust Saint Paul and the trust and fiduciary activities of First Bank Minneapolis. Mr. Eggemeyer most recently was president and chief operating officer of First Interstate Bank of Denver.



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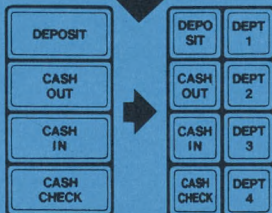
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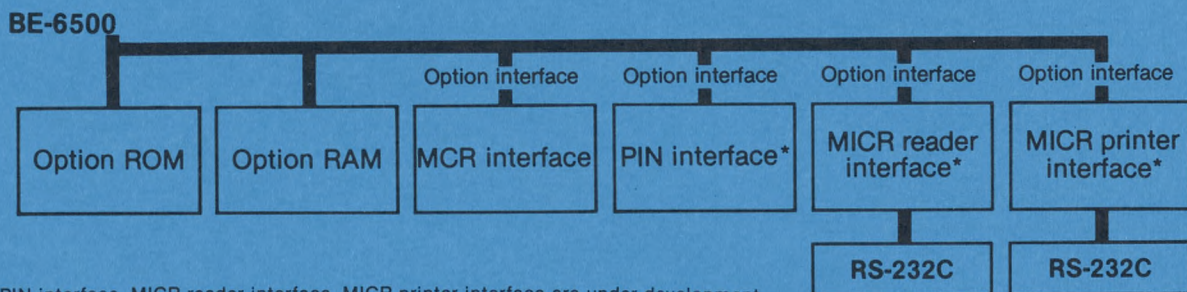
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Illinois News

BUFFALO GROVE: Continental Bank of Buffalo Grove has announced the election of George L. Barr as chairman and chief executive officer. He succeeds Francis W. Morley as chairman and Michael A. Speziale as CEO. Mr. Morley will continue as a director. Mr. Speziale remains as president. Since 1978, Mr. Barr served as president and CEO at each of three affiliated Chicago banks, Lawndale Trust and Savings Bank, the Garfield Ridge Trust and Savings Bank and the Bank of Chicago.

DE KALB: Charles S. Combs, president of The DeKalb Bank since 1982, has been elected to the additional post of chairman. He succeeds the retiring James E. Forster. Mr. Combs has been with the bank 17 years.

South Dakota News

ABERDEEN: M. Jay Beasley has been elected vice president, First Bank Aberdeen. Mr. Beasley joins the bank from Norwest Bank in Grand Rapids, Minn., where he managed the bank's consumer division. He has also served as president of the State Bank of Little Fork and Park State Bank in Duluth, both in Minnesota.

RAPID CITY: James J. Gartner has been named senior vice president at First Bank Rapid City. He joins the bank from his present position as director of the Minneapolis Field Office for the Office of the Comptroller of the Currency.

North Dakota News

FARGO: Kenneth H. Recker, Jr., CCL, has been named executive vice president of Dakota Bank & Trust Co. In 1984, Mr. Recker was named president of Ada National Bank and will continue to serve in that position. Prior to that he was executive vice president of First Mitchell National Bank in Mitchell, S.D.

Wyoming News

KEMMERER: Alan Walker, chairman of Norwest Bank Kemmerer, formerly Wyoming National Bank, has announced the election of Charles W. Derby as president and chief executive officer effective April 1. Mr. Derby started his banking career in Scottsbluff, Neb., and most recently was vice president for Affiliated Bank Corporation, holding company for the bank.

Colorado News

DENVER: On May 7 at the Fairmont Hotel in Denver, Central Bank will present Senator Howard H. Baker, Jr.: "The Outlook from Washington." Mr. Baker is the senior partner in Washington for the Houston-based law firm of Vinson and Elkins. He also served two terms as Senate Minority Leader and two teams as Senate Majority Leader.

DENVER: The correspondent banking division of United Bank of Denver and Yale & Seffinger, P.C., certified public accountants, are presenting "Getting Behind the Numbers in Financial Statements," an educational workshop on the evaluation of financial statements. The workshop

will be held May 21 at the community room of United Bank of Denver at 1700 Lincoln Street in Denver. The workshop will begin with a continental breakfast at 8:00 a.m. and run from 8:30-4:30, followed by a reception at 4:30 p.m.

NORTHWESTERN BANKER

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BANKING OPPORTUNITIES

CREDIT ANALYST—to initiate loan review dept in \$300mm metro IL bank. Lending experience required. Salary open. Contact Barbara J. Ritta

AG LENDER—\$50mm Eastern NE bank. Solid bank. 1 yr bank, Farm Credit System, FmHA bckgrd. \$16-18K. Contact Barbara J. Ritta.


COMMERCIAL LOAN OFFICER—Northern MN. 7 years lending exp. Business Development skills. Salary to high \$40's. Contact Pamela J. Swenson.

REAL ESTATE MGR—Central MN \$30mm bank. Bank or S&L background. 2-3 years lending with considerable secondary market exp. Salary to \$36K plus incentives. Contact Pamela J. Swenson.


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POSITION AVAILABLE

Western Iowa bank has immediate opening for **AG-LOAN OFFICER**. Prefer ag degree and 3 or more years experience. Significant career with bank or as part of a growing holding company. Send resume and salary requirements to Mike Keim; 707 North 90th Street, Suite 304; Omaha, NE. 68114. (PA)

CONSUMER LOAN OFFICER \$40mm NW Iowa bank seeks candidate with proven consumer lending skills. Contact Larry Geisinger, VP, Hawkeye Bank & Trust, Spencer, Iowa. Phone: 712/262-1940. (PA)

ASSISTANT VICE PRESIDENT-LOAN DEPARTMENT \$40mm NW Iowa bank seeks candidate with 2-3 years lending experience. Good advancement opportunities. Contact John Bowen, SVP, Hawkeye Bank & Trust, Spencer, Iowa. Phone: 712/262-1940. (PA)

AG LOAN OFFICER—An 18MM Community bank 100 miles west of Sioux Falls, SD seeks an Ag Loan Officer with experience. Send resume and salary requirements to Farmers State Bank, PO Box 97, Stickney SD 57375. (PA)

AG LOAN OFFICER for training for \$16 million bank in southeastern South Dakota. Salary negotiable. Send resume to file WDC, c/o Northwestern Banker. (PA)

COMMERCIAL LOAN OFFICER for \$90MM bank in Northern Illinois. Candidate should have 2+ years experience in Commercial and Real Estate lending, and knowledgeable in loan documentation and compliance. Opportunity for advancement and excellent salary and fringe benefits. Contact: John M. Euard, E.V.P.-Cashier, The State Bank of Woodstock P.O. Box 729, Woodstock, IL. 60098. (PA)

SENIOR LOAN OFFICER for northwestern Minnesota bank, with assets of \$13MM. Salary open. 6 to 8 years experience required in agricultural and commercial lending. Resume required. Contact Phillip E. Stewart, P.O. Box 101, Badger, MN 56714. (PA)

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TRUST OFFICER/JD - Knowledgeable, rural institution trust head (\$35mm+). Shaped and directed trust dept while managing 20+ farms. Responsible for estate planning and personal trust work. Ready to move into large dept that will fully challenge abundant skills. \$38K.

PRESIDENT/CEO - Self-motivated, no nonsense executive who revamped entire staff of \$50mm+ bank and cleaned up a poor portfolio. Offers a mix of 20 years lending know-how and management skills. \$45K.

INSTALLMENT LOAN OFFICER - An energetic lender with in-depth consumer credit skills. Has proven background in commercial, ag and real estate loans for a \$100mm+ bank. \$23K.

CASHIER/CPA - A decision maker with internal audit, operations and supervisory expertise. Cost conscious individual with strong team concept. Several years experience with a large holding company supervising over 30 employees. \$37K.

AG LOAN OFFICER - Ag degree, experienced lender with 2+ years in small town facility. Mastered cash flow analysis, spread setting and on farm inspections. Collections and workout experience while exposed to all other small bank lending areas. \$20K.

PARTIAL LIST OF AVAILABLE BANKERS
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BANK FOR SALE—Central Iowa bank. \$20-25MM total assets. Write Eddie Wolf, 7202 Maple Drive, Des Moines, IA 50322, or phone 515/278-2271. (FS)

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POSITIONS CURRENTLY AVAILABLE

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CHIEF ADMINISTRATIVE OFFICER \$150mm bank, lending and administration background and knowledgeable in operations, Missouri Open

CREDIT REVIEW OFFICER for small holding company, Missouri \$40,000

HEAD OF COMMERCIAL LENDING \$140mm bank, Missouri Open

#2 OFFICER, AG, \$20mm bank, Missouri \$28,000

PRESIDENT \$60mm bank, Missouri \$60,000

CONTROLLER \$70mm bank, Louisiana ... \$50,000

COMMERCIAL LENDER, \$100mm bank, Kansas Open

Financial Careers

COMMERCIAL LENDER for \$100 million bank in midwest. Prefer college grad with loan review experience Salary \$40,000

COMMERCIAL/AG LENDER for \$65 million midwest bank Salary \$45,000

CEO needed by purchasers of \$35 million bank in town of 2,000. Incentive and future opportunity Salary \$35,000

CASHIER for Nebraska community bank. Excellent town and living conditions Salary \$30,000

AG LENDER for \$70 million bank in midwest Salary \$35,000

COMMERCIAL LENDER with two years experience for bank in city of 35,000 Salary \$30,000

COMMERCIAL LENDER for Metro market area for midwest bank. Must have experience of five or more years Salary \$45,000

INSTALLMENT person for Mountain States bank, located in scenic area Salary \$28,000

AG/COMMERCIAL loan officer for central Illinois bank. Requires two to five years experience Salary \$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 fee.

POSITIONS AVAILABLE

AG LENDER - West. Iowa. 2-3 years experience. To \$25K.

AG LENDER - E. Nebraska. 3-4 yrs experience. To \$30K.

CEO - Northern Mid-Iowa - \$70 mill. bank. Needs diversified loan experience. To \$70K.

MORTGAGE LENDER - Major financial institution. Degree - management. Omaha. To \$35K.

MARKETING DIRECTOR - Need new product development. Omaha. \$40-60K.

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COMMERCIAL LOAN - Division Head position in large suburban bank. Oversee all lending functions and lend support to affiliate staffs. \$40K

COMMERCIAL/REAL ESTATE - Medium size suburban bank. Handle all Real Estate lending and assist with commercial. \$35K

CEO - Suburban bank with poor performance record. Has potential for strong administrator with good commercial loan background. \$50K

AGRI-LOAN - Handle all Agri credits for \$30MM southern Missouri bank. Could lend to second man position. \$30K

COMMERCIAL LOAN - Addition to staff of \$200MM suburban bank. Handle portfolio of approximately \$10MM. Require degree and experience in \$100MM+ bank. \$40K

TOM HAGAN & ASSOCIATES

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