

NORTHWESTERN Banker Newsletter

Vol. 14 No. 9

Des Moines, Iowa

June 17, 1985

Committee Debates Closing Loophole, Geo. Expansion

At press time last week, the full House Banking Committee was considering vital banking legislation which would permit geographic expansion and close the nonbank bank loophole, which was voted out of the Financial Institutions Subcommittee on June 5. The bill triggers full nationwide banking in five years for those states opting for regional banking and would implement a May 9, 1984, grandfather date, which would leave 109 nonbank banks intact.

Subcommittee/Committee Chairman St Germain scheduled full committee markup for June 12 to help assure his goal of having a bill on the House floor before the July 4 recess.

Supreme Court Upholds Regional Banking Pacts

Last week, the Supreme Court unanimously upheld the validity of the regional banking pacts that had been approved by state legislatures in several areas of the nation.

Iowa News

In ceremonies held last Wednesday, June 12, a representative of the Conference of State Bank Supervisors presented Governor Terry Branstad and Superintendent of Banking Thomas H. Huston with a certificate recognizing Iowa as the second state bank regulatory agency

in the nation to receive formal certification under the State Banking Department Accreditation Program of the CSBS. (Illinois was the first state and was recognized earlier this year).

The Accreditation Program has two basic goals—to strengthen state banking department capabilities to assure the safety and soundness of banking within each respective state, and to achieve recognition in Congress, the federal agencies and within each state of the high level of capability within the state bank regulatory system. According to CSBS officials, a number of states are in the initial self-evaluation phases while others are in various stages of the formal review process to receive this recognition.

* * *

In order to meet the needs of Iowa bankers to become better acquainted with available financial analysis software, the Iowa Bankers Assoc. is sponsoring five awareness seminars throughout the state on June 24-28. The IBA has identified two useful software programs, FINPACK from the University of Minn. and ISU, and CFS from FBS Systems of Aledo, Ill. Bankers may "test-drive" the systems at the seminars. The session will run from 9:00 a.m. to 4:00 p.m. with lunch on your own at noon. CFS will present in the morning and FINPACK in the afternoon. The seminars are free; register through Claudia Ross at the IBA of-

rice in Des Moines. Dates and sites are:

June 24—Montgomery County Extension Office, Red Oak.

June 25—Stubbs Ranch Kitchen, Spencer.

June 26—Henry County Savings Bank, Mount Pleasant.

June 27—Hawkeye Tech Main Campus, Room 114, Bremer Hall, Bldg. 3, Waterloo.

June 28—Des Moines Area Extension Office, West Des Moines.

GLENWOOD: Jim Mangels has been named vice president of Mills County Bank, replacing W. Edward Thompson who was named president. Mr. Mangels was previously employed by DeLay First National Bank & Trust in Norfolk, Neb. as loan officer.

GRISWOLD: Ivan Husa has been promoted to executive vice president of Griswold State Bank. He joined the bank in 1983 as vice president and became a member of the board of directors in 1984. Previous to that time he was served with the Production Credit Association in agricultural lending.

MELBOURNE: James C. Anderson has been appointed president of Melbourne Savings Bank. He replaces John L. Calton, who has resigned to pursue other interests.

SIOUX CITY: Roma A. Kroll has been promoted to vice president in the commercial lending department

Call on the "Experienced Professionals"

Ready to meet your correspondent needs.

 **First National Lincoln**
A FirstTier Bank Member, F.D.I.C.

13th & M Streets, Lincoln, Nebraska 68501



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



Larry Welch

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



Lowell Barkley

at First National Bank. She has held a variety of positions at the bank since joining in 1974, most recently assistant vice president and manager of the investment department.

Nebraska News

Despite efforts of the Nebraska Bankers Association to reach a fair compromise on the bank taxation issue, Governor Kerrey saw fit to veto the bank tax bill (LB 717).

In vetoing the legislation, Governor Kerrey cited as his reasons for rejecting the bank bill: questions about the bill's constitutionality raised in an Attorney General's opinion on the proposal, and his understanding that LB 717 would not raise any new revenues for the state.



**ASK
JOHN MANGOLD**

**to make MNB
work for you.**

**Toll free
1-800-332-5991**

**Merchants
National Bank** 
Member F.D.I.C. A 'BANKS OF IOWA' BANK

It was in the NBA's opinion that the bank tax legislation passed was fair to the state in terms of revenue raised, and was equitable within the industry. The plan called for an income tax rate of 5% on net income, with a ½% to 1% credit as a means of recognizing the value of banks as a market for tax-exempt government securities.

The NBA announced that they anticipate an interim study on the issue of taxation of financial institutions in the months ahead and hope to work with the Revenue Committee on ways to improve the current, unbalanced approach under LB 619.

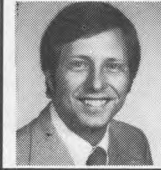
Minnesota News

Clinton D. Kurtz, president of Citizens State Bank, Norwood, was elected president of the Minnesota Bankers Association at the annual convention held June 10-12 at the Amfac Hotel, Minneapolis. He succeeds Galen T. Pate, president of Signal Hills State Bank, West St. Paul. Roy W. Terwilliger, president of Suburban National Bank, Eden Prairie, was advanced to first vice president, and James Jorstad, president and CEO of Citizens State Bank of Hayfield, was elected second vice president. Scott Jones, president of Goodhue County National Bank, Red Wing, was re-elected treasurer. Executive Vice President Truman Jeffers will continue in his post.

LAKEFIELD: The FDIC has approved the transfer of insured deposits and fully secured or preferred deposits of the First Trust Bank of Lakefield to Fulda State Bank. The failed bank's sole office has reopened as a branch of Fulda State. First Trust was closed on May 31, at which time its deposits amounted to \$20.6 million in 3,700 deposit accounts. Of this total, \$197,000 in eleven accounts exceeded the federal insurance limit of \$100,000. Uninsured depositors and nondepositor

FINANCIAL PLACEMENTS

a division of BANK NEWS



Call

Larry Vohs

816/421-7941

Job Openings

Hiring the right person has a favorable impact on your bank's earnings.

Hiring that person through Financial Placements is the first step.

Our candidates are the best you'll find, and as it has been for 18 years, our cost to you is generally 30% less than most of our competition.

Give us the opportunity to show you what we can do.

**FINANCIAL PLACEMENTS,
P.O. Box 13786, K.C., Mo. 64199**

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.

creditors will share proportionately with the FDIC in the proceeds realized from the liquidation of the failed bank's assets. Deposits up to the limit of \$100,000 will be immediately available to their owners. Checks drawn on the bank's accounts will continue to be honored.

Illinois News

The Illinois Senate has approved a bill that would permit regional interstate banking on a reciprocal basis with Indiana, Iowa, Kentucky, Michigan, Missouri and Wisconsin. The bill was approved by a 33-21 vote after the Senate rejected moves to add a national trigger. The legislation has the support of the Illinois Bankers Assn. but is opposed by the Illinois Coalition for Competitive Banking. The bill would also eliminate the five regions within the state that have limited statewide bank holding companies. It now goes to the House of Representatives.

Serving bankers quietly and efficiently.

CAPITAL PERSONNEL SERVICE

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

MIN SELL PRICE WITH AND WITHOUT FINANCING	
MINIMUM SALE PRICE PER ACRE	
Without Financing:	\$ 1896
With Financing:	\$ 1414
MINIMUM SALE PRICE FOR TOTAL PARCEL	
Number of Acres:	240.00
Without Financing:	\$ 382969
With Financing:	\$ 339360

Mr. Greene, a long time customer of the bank, wants to increase his operating loan. We need to review the strength of his balance sheet, particularly the land which is the major asset. With **ANSWERS** I can have an updated appraisal in less than ten minutes and be ready to share facts with Mr. Greene at tomorrow's meeting.

MAX BID PRICE WITH AND WITHOUT FINANCING	
MAXIMUM BID PRICE PER ACRE	
Without Financing:	\$ 1364
With Financing:	\$ 1247
MAXIMUM BID PRICE FOR TOTAL PARCEL	
Number of Acres:	80.00
Without Financing:	\$ 109105
With Financing:	\$ 99744

Mr. Shaw is interested in bidding on a parcel of farmland just down the road from his place at Tuesday's auction. He isn't sure about the maximum price to pay. **ANSWERS** allows me to quickly calculate a maximum bid price per acre as well as analyze how that price will change with various down payment amounts.

ANSWERS was written by Agri Systems Development, Inc. a Michigan developer of high quality microcomputer software for the financial and agribusiness communities. The staff of ASDI is comprised of experienced bankers, nationally recognized applied and theoretical economic researchers, programmers, and agribusiness managers.

Glenn Burmeister Associates, Inc. is a Des Moines, IA based consulting and marketing company, which specializes in microcomputer technology for banks, CPAs, professional farm managers, and agribusiness firms. The principals of the firm are also active in seminars on the role of computers in agriculture, and the use of computers in management planning.

clip here

clip here

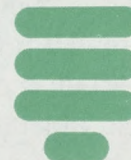
TO LEARN MORE ABOUT HOW **ANSWERS** CAN HELP YOU

send this coupon to Glenn Burmeister Associates, Inc.

2024 NW 92nd Court, Suite 8

Des Moines, IA 50322

or call us at (515) 225-3007



Your Name _____ Title _____

Bank _____ Address _____

City _____ State _____ Zip _____

Telephone () _____

Brand of Computer Used _____

- I would like a personal, no obligation demonstration of ANSWERS on my computer. Please call me to arrange a day and time.
- Please supply me with additional information on ANSWERS.
- I would like to know more about the other products and services of ASDI and Glenn Burmeister Associates.

"FARMLAND VALUES SHOULD NOT BE DETERMINED JUST BY COMPARISONS, AVERAGE ADJUSTMENTS, OR GUESS WORK!"

...especially now when banking officials are reviewing ag loan portfolios closer than ever. When bank management needs to measure downside collateral risk exposure or establish a better balance between collateral values and outstanding debt, they should reach for...



ANSWERS

The **ANSWERS** "income approach" to farmland valuation provides a more reliable, consistent and objective alternative to farmland appraisal than relying mainly upon a comparable sales indicator. **ANSWERS** uses the "earning power" of the land as the basis for determining its present value. **ANSWERS** also factors into the present value calculation the effect of different financing arrangements. By using the sensitivity analysis capability of **ANSWERS**, the bank can quickly isolate the effect various economic alternatives have on the value of the land.

When combined with key macro economic variables this "earnings power" approach produces a future value estimation for farmland. Bankers, farmers, and investors alike are concerned about the appreciation potential of the land.

ANSWERS consists of eight farmland valuation models and a crop income estimation model.

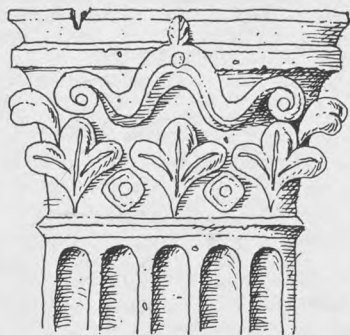
- Max. Bid Price With and Without Financing
- Min. Sell Price With and Without Financing
- Comparison of Min. Sell Price with Four Alternative Financing Arrangements
- Future Value of Real Estate
- Max. Bid Price With Two Sources of Financing
- Decision Aids for Max. Bid Price Without Financing
- Decision Aids for Max. Bid Price With Financing
- Adjusting Land Prices to a Common Valuation Base
- Crop Income Estimation Model

North Dakota News

William M. Sanger, president of First Bank of North Dakota, Wahpeton, was elected president of the North Dakota Bankers Association at the annual convention held June 10-11 at the Holiday Inn of Bismarck. He succeeds Les Nesvig, president of The First State Bank of LaMoure. Harvey H. Huber, president of Union State Bank of Hazen, was advanced to president-elect, and John W. Pierson, president and CEO of Norwest Bank Minot, N.A., was elected vice president and treasurer. Harry J. Argue will continue his position with the NDBA as executive director. For complete NDBA Convention coverage see the July NORTHWESTERN BANKER.

BOWMAN: James G. Jones has been appointed vice president and loan officer at the First National Bank of Bowman. He previously served as vice president of Montana Bank of Red Lodge, Mont.

Come to the Investment Specialists committed to quality.



When it comes to long-term or short-term investments, nothing outperforms the quality investment programs from United Missouri Bank.

UNITED MISSOURI BANK
Member FDIC
of Kansas City, n.a.

10th and Grand • P.O. Box 226
Kansas City, Missouri 64141
(816) 556-7200

Colorado News

Royce B. Clark, chairman and CEO of Intrust Bank of Greeley, N.A., was advanced to the presidency of the Colorado Bankers Association at the annual convention in Colorado Springs June 7. He succeeds Conrad Kern, senior vice president, Independent State Bank, Denver. Newly-elected vice president is A.J. Tony Anderson, president and CEO of The Kiowa State Bank, Kiowa. Don A. Childers continues as executive manager and secretary at CBA headquarters in Denver.

The main order of business was the Project Consensus report on Bank Structure in Colorado. The committee report covered Products and Services desired by CBA members—such as insurance and brokerage; (Regional Banking purchases of failed Colorado banks *only* if no Colorado bank bids on the failed bank), and Reciprocal Regional Banking with seven contiguous states. The latter could be effective *only* if 4 of the 7 contiguous states also approved regional pacts; in addition, the majority of assets of the holding company or bank purchasing a Colorado institution must be located in a single state contiguous to Colorado. Also, the Colorado bank or holding company being purchased must be at least five years old or in existence as of January 1, 1985—no de novo entry.

BANK CONSULTING FOR LENDING

Loan risk-rating, bank risk-rating, work-out loan assistance, documentation audit, training. 8 yrs. exp. loan review/loan officer/bank counsel.

Daniel W. Hansen
3827 Lindavista, Des Moines, Ia. 50310
Phone: 515-278-9174

KREJCI & ASSOCIATES

- Collections/Loan Workouts
- Collateral Liquidations
- Loan Policy & Procedure
- Documentation/Compliance
- Bank Operations
- Pricing Bank Services
- Personnel Management

Available on an interim basis.
More than 19 years experience.
References available on request.



KREJCI AND ASSOCIATES
Financial/Management Services
12605 Southdale Drive
Omaha, Nebraska 68137
(402) 895-6027

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

AUCTION SALE OF SAFE DEPOSIT AND OTHER EQUIPMENT

On June 20, 1985, at the hour of 10:00 A.M., C.S.T. at the offices of Continental Illinois National Bank and Trust Company of Chicago located at 70 W. Elm, Chicago, Illinois (formerly known as the office of Safe Deposit Corporation of America ("Safe Deposit")) the Federal Deposit Insurance Corporation through Continental Illinois National Bank and Trust Company of Chicago as Administrator for the Federal Deposit Insurance Corporation ("FDIC"), will offer for sale, or cause to be sold, at public auction all of its right, title and interest in and to the following property:

All tangible personal property of Safe Deposit located at 70 W. Elm including but not limited to 1 Diebold 7" Guardian Vault Door 80" x 40" Model 15331; 1 Diebold 1-hour Data-Safe 73" x 43" Model 1092-A; safe deposit equipment including: 12 nests each holding 2 Diebold 30" x 16" lockers; 3 nests each holding 6 Diebold 10" x 16" boxes; 7 nests each holding 3 Diebold 15" x 10" boxes; 32 nests each holding 3 Diebold 5" x 10" boxes and 3 Diebold 10" x 10" boxes; 3 nests each holding 9 Diebold 5" x 10" boxes; 2 nests each holding 112 Mosler 3" x 5" boxes, 16 Mosler 3" x 10" boxes and 4 Mosler 6" x 10" boxes; 2 nests each holding 96 Mosler 3" x 5" boxes; 3 nests each holding 72 Mosler 3" x 5" boxes; 1 nest holding 100 Mosler 3" x 5" boxes and 10 Mosler 5" x 5" boxes; 3 nests each holding 84 Mosler 3" x 5" boxes, 12 Mosler 3" x 10" boxes, and 3 Mosler 6" x 10" boxes; 1 nest holding 100 Mosler 3" x 5" boxes, 20 Mosler 3" x 10" boxes, 2 Mosler 12" x 10" boxes, 10 Mosler 5" x 5" boxes and 6 Mosler 6" x 10" boxes; and 1 twelve cu. ft. Kenmore Refrigerator/Freezer and various items of office furniture.

A complete description of the property to be sold is available on request. The property is also available for inspection by appointment during reasonable business hours.

The property is being sold to satisfy to the extent possible, the indebtedness of Safe Deposit due and owing to the FDIC in the unpaid amount of \$904,471.51 as of May 23, 1985 plus accruing interest. The property will be offered for sale in lots and in bulk. The successful bidder will be required to deposit 25% of the purchase price on the day of the auction and to pay the balance of the purchase price within 2 business days thereafter. All payments shall be made in cash or cashier's or certified check payable to the order of Continental Illinois National Bank and Trust Company of Chicago as Administrator for FDIC. In the event the successful bidder shall fail to complete the payment of the balance of the purchase price, the FDIC may retain the entire deposit as liquidated damages, whereupon the FDIC may proceed to sell the property at a reconvened sale. The FDIC may bid in up to the amount of the aforesaid indebtedness owing to it, and shall not be required to make a cash bid except to the extent that its bid exceeds such amount.

The FDIC may adjourn the sale hereby advertised, or cause the sale to be adjourned from time to time, without written notice or further publication, by announcement at the time and place of such sale, or any adjournments, and such sale may be resumed without further notice or publication at the time and place to which the sale may have been adjourned.

The FDIC shall not be obligated to make any sale or to accept any bids pursuant to this notice and reserves the right to approve or reject any bid or bids at the sale or any adjournment thereof.

THE PROPERTY WILL BE SOLD AS IS, WHERE IS, WITH NO REPRESENTATIONS OR WARRANTIES WHATSOEVER, EXPRESSED OR IMPLIED. IN PARTICULAR, THE FDIC MAKES AND WILL MAKE NO REPRESENTATIONS OR WARRANTIES REGARDING TITLE, MERCHANTABILITY, FITNESS FOR ANY PARTICULAR PURPOSE, OR THE COMPLETENESS OR ACCURACY OF ANY WRITTEN DESCRIPTION OF THE PROPERTY.

For further information, please contact Craig Grube, FDIC-Asset Administration, Continental Illinois National Bank and Trust Company of Chicago, 231 South LaSalle Street, 6th Floor, Chicago, Illinois 60697, telephone (312) 828-2015.

Buy Direct From Factory — and Save!

CALENDARS (1986) ADVERTISING SPECIALTIES
(Serving The Banking Industry Since 1947)
Send Sample - Indicate Quantity - We will quote
— You Be The Judge —
Standard Advertising Service, Inc.
Box 432 • Council Bluffs, Iowa 51501

POSITION AVAILABLE

AG LOAN OFFICER for \$70 million eastern Iowa bank. Individual must have minimum of five years ag lending experience and be self-motivated. Excellent opportunity, good benefits. Send resume, references and salary requirements to file WDI, 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)

Central Iowa metropolitan bank has immediate opening for experienced COMMERCIAL LOAN OFFICER. Applicant must have a minimum of three years commercial loan experience. Salary based upon experience. Send reply to file WDJ, c/o Northwestern Banker. (PA)

Looking for **#2 PERSON** for \$25 million bank in rural Western Iowa community. Excellent opportunity for experienced lender with ag background and administrative capability. College degree plus minimum five years lending experience. Salary commensurate with experience, plus excellent benefits. Reply in confidence to Personnel Department, P.O. Box 147, Sioux City, IA 51102. Equal Opportunity Employer. (PA)

\$30 million bank in Northwest Iowa needs **LOAN OFFICER** with 3-4 years experience plus college degree. Send resume in confidence to Personnel Department, P.O. Box 147, Sioux City, IA 51102. Equal Opportunity Employer. (PA)

JUNIOR COMMERCIAL LOAN OFFICER—2-3 years experience. Assistant in branch office. \$120 million Central Iowa bank. Send resume to Bill Hurd, Union Story Trust & Savings Bank, 405 Main, Ames, IA 50010. Phone 515/232-8200. (PA)

Central Nebraska trust company with \$48,000,000.00 assets is seeking a **TRUST OFFICER.** Trust experience and/or accounting background helpful. Salary commensurate with experience. Send resume to file WDK, c/o Northwestern Banker, 1535 Linden Street, Des Moines, Iowa 50309. (PA)

FOR SALE

15 GFB FILE CABINETS, legal size, 4-drawer lockable, like new. \$175.00 each. National Bank of Waterloo. 319 291-5429. (FS)

BANKERS AVAILABLE

CEO/PRESIDENT - Dynamic, proven leader who has a strong ag bkgd. Can turn workout situations into profitable solid banks. Degreed indiv with 7 yrs in the #1 spot of a \$50mm + institution. \$58K+.

EXECUTIVE VP - Solid lender with 8+ yrs banking in \$20-40mm banks concentrating in ag. Troubleshooting, workout, cash flow and fin'l report analysis exp. Good operations bkgd. Has definite presidential potential. \$45K.

COMM'L LOAN OFFICER/MBA - Business developer with the marketing skills it takes to secure good urban clients. 10+ yrs within a pure comm'l lending environment have given depth and insight. \$50K.

AG LENDER - CF's, farm calls, asset analysis and ag bkgd all add up to a very strong 3 year ag lending professional. Ag degree with exposure to all areas of banking within a rural environment. \$20K.

TRUST OFFICER - New business development person with metro area trust dept exp seeks new challenges and responsibilities. Extensive understanding of trust marketing and product development. \$30K.

PARTIAL LIST OF AVAILABLE BANKERS FOR FURTHER INFORMATION FOR THESE AND OTHER CANDIDATES RESPOND IN CONFIDENCE TO:

M. KURT ROSENCRANTS AT (515) 244-4414

**ROBERT HALF**

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

ALL FEES COMPANY PAID

AGRA-FINANCIAL CONSULTANTS INC.

Mr. Banker, do the rigors of trying to solve your Ag problems have you mentally and physically exhausted? Have you considered using outside help in formulating strategic business plans for your problem and border line loans? Many times an outside unbiased overview can lead to fresh new ideas and insights for a beleaguered situation and possibly save you thousands in losses, not to mention the resulting peace of mind. A.F.C.I. does not promise miracles, just a unique perspective to assist you in solving problems, from smaller day to day situations to sophisticated Real Estate and related transactions. A.F.C.I. has built a network of experience and expertise that you can draw on to assist you in making the many decisions that will determine your future direction. Don't delay, get help and peace of mind.

Call **AGRA-FINANCIAL CONSULTANTS**
Wichita Ks. 316-266-8443
Kearney Ne. 308-237-9677.

F.D.I.C. INVESTIGATIONS

Experienced operations officer to head Director's Liability Investigations of failed banks. Oral and written communications ability essential. Knowledge of lending, administration, blanket bonds, and EDP will be beneficial for candidates interested in this position. Starting salary \$31K. Three Assistant Investigation positions with starting salary of \$26K also available for individuals with experience in the above areas. Send resume to:

1025 Ashworth Road
Suite 500, West Des Moines, IA 50265. (PA)

WANT TO BUY

BRASS BANKER'S DESK LAMP with green glass shade. Call 515/473-2634. Ask for Sam. (WTB)

POSITIONS AVAILABLE

MORTGAGE LOAN - 3 positions. No degree - 3-5 yrs. experience. Southern Dakotas \$25-30K.

OPERATIONS - V.P. - Degreed. Need 5 or more of operations plus some lending experience. To \$35K.

COMMERCIAL LENDER - 3-5 years - central Iowa To \$40K.

AG LENDERS - Nebraska & Iowa 2-5 years experience. \$22 to \$30K.

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

FOR SALE OR LEASE

Do you want to test a site? Have a temporary facility while you build? Contact Drommer Leasing, 401 Queens Court, Sioux City, IA 51104. Phone 712/239-2315. (FL)

FOR SALE

Omaha National Bank is offering for sale for cash, pursuant to written bids, 98.43% of the outstanding common stock of City Bank & Trust Co., Lincoln, Nebraska, and 98.76% of the outstanding common stock of Havelock Bank, Lincoln, Nebraska. Bids must be received by Omaha National Bank by August 14, 1985. The bids will be opened and a public auction conducted to complete the sale of the shares of each of the banks in the second floor conference room at Omaha National Bank, Farnam at Seventeenth, Omaha, Nebraska, on Thursday, August 15, 1985 at 10:00 a.m.

For further information, write or call Gary Parker, Omaha National Bank, Farnam at Seventeenth, Omaha, NE 68102, (402) 348-8260.

Financial Careers

CEO for \$60 million independent mid-west bank. Immediate opening Salary open.

NUMBER TWO person for \$40 million bank in Wisconsin resort area. Requires commercial lending experience Salary to \$40,000

COMMERCIAL LENDER with five or more years experience and college degree for \$125 million midwest bank. Excellent future Salary open

COMMERCIAL LENDER with three years experience and college degree for \$50 million midwest bank Salary \$30,000

COMMERCIAL LENDER with five or more years experience and college degree for bank in university community Salary \$40,000

AG LENDER with college degree and limited PCA or bank experience for Northern Iowa bank Salary to \$25,000

AG LENDER for \$23 million bank in northern Iowa Salary to \$35,000

COMMERCIAL LENDER with three to five years experience in both commercial and mortgage lending Salary \$32,000

AG LENDER with five or more years proven ability for northern Iowa bank Salary \$32,000

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.

AG LOAN OFFICER

Omaha National Bank in Garden City, Kansas, seeks an agribusiness expert to develop new business, maintain bank portfolio and service customers. Qualified candidates should have 3-5 years experience in all phases of lending and bank operations, with an emphasis in livestock and crop production. A degree in finance or related area, the ability to communicate effectively and strong marketing skills are required. If qualified, submit resume and salary history to:

OMAHA NATIONAL BANK
17TH & FARNAM STS., OMAHA, NE 68102

BANKING OPPORTUNITIES

AG LENDER—openings in IA & NE. 1-5 yrs bank, PCA, FmHA ag lending experience. Farm bkgd, degree, and people skills are added pluses. \$18-32K. Contact Barbara J. Ritts.

SENIOR LOAN OFFICER—will be #2 in \$120mm Montana bank. 5 years minimum experience in all types lending. Degree required. Salary to \$60K. Contact Pamela J. Swenson.

PRESIDENT—\$35mm Minnesota bank. 5 years exp all types lending and especially ag. Mgmt exp and degree required. Good opportunity for a Sr. Lender to move up. Salary to \$39K. Contact Pamela J. Swenson.

TRUST OPENINGS—in \$200mm Arkansas bank. Employee benefits specialist with 2 years exp. and Trust Operations Officer with mgmt exp. \$22-35K. Contact Pamela J. Swenson.

PROFESSIONAL RECRUITERS, INC.
P.O. Box 24227
Omaha, NE 68124
Phone: 402/397-2885

BANK POSITIONS

REAL ESTATE LOAN - large suburban bank. AVP to handle construction, commercial and some single family residential loans. \$25K

COMML LOAN - \$50MM suburban bank. Some R.E. experience helpful. Requires 2-3 yrs. bank lending. \$26K

EVP - manage all lending activities for \$125MM suburban bank. Opportunity to assume #1 position. \$55K

AGRI-LOAN - \$30MM community bank. Handle all Ag credits and some commercial accounts. \$30K

SECOND OFFICER - small suburban bank desires commercial lender to supervise junior officers. \$35K

Additional opportunities available. All inquiries confidential.

TOM HAGAN & ASSOCIATES

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

"Serving the Banking Industry Since 1970"

Vol. 14 No. 9 Northwestern Banker Newsletter (USPS 873-300) is published weekly by the Northwestern Banker Company, 1535 Linden Street, Suite 201, 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.