

NORTHWESTERN Banker Newsletter

Vol. 14 No. 39

Des Moines, Iowa

January 13, 1986

ABA Invites IBAA to Join Committee as

Ag Task Force Seeks United Front

AS REPORTED in last week's issue, ABA President Donald T. Senterfitt, vice chairman, SunTrust Banks, Orlando, Fla., appointed Randall A. Killebrew as chairman of a new ABA Presidential Task Force on Agricultural Credit. Mr. Killebrew is vice chairman of the ABA Government Relations Council and president of First National Bank, Petersburg, Ill. In addition, ABA President-Elect Mark W. Olson, president, Security State Bank, Fergus Falls, Minn., is an ex-officio member.

A unique facet of the ABA Task Force is that ABA invited the Independent Bankers Association of America to name three members to join the Task Force. An ABA spokesman said this was done "in the hope of going before Congress with a single consensus position on agricultural credit issues this spring." IBAA accepted the invitation and appointed the three members listed below.

Mr. Senterfitt now has announced the names of the nine ABA bankers who will serve on the new Task Force on Agricultural Credit. They are:

- Representing the ABA Ag Bankers Division: Chairman Michael E. Fitch, vice president, Well Fargo Bank, San Francisco, and Executive

Committee member Paul E. Lindholm, chairman and president, Farmers & Merchants State Bank, Clarksfield, Minn.

- Representing the ABA State Association Division: Harold A. Stones, executive vice president, Kansas Bankers Association; J. Bruce Meriwether, president, Iowa Bankers Association and president, First National Bank, Dubuque, and Mel Adams, president, Nebraska Bankers Association and chairman, Keith County Bank & Trust Co., Ogallala.

- Representing the ABA Economic Advisory Committee: Sung Won Sohn, chief economist, Norwest Corporation, Minneapolis.

- Representing the ABA Government Relations Council: Glen E. Lemon, former council vice chairman and CEO, First Bank and Trust Co., Booker, Tex.; and council members Howard L. McMillan, Jr., president, Deposit Guaranty Corp., Jackson, Miss., and Alan R. Tubbs, former chairman of the ABA Ag Division and president, First Central State Bank, DeWitt, Ia.

- Representing the IBAA: IBAA President B.F. "Chip" Backlund, president, Bartonville Bank, Peoria, Ill.; IBAA Vice President Thomas H. Olson, president, Lisco State Bank, Lisco, Nebr., and H.L. "Bud"

Gerhart, chairman of the IBAA Agriculture/Rural America Committee and president, First National Bank, Newman Grove, Nebr.

Mr. Killebrew said the Task Force's first meeting is scheduled for January 15-16 at the Airport Marriott in Dallas. Its purpose will be to bring everyone on the committee up to the same level of awareness on various proposals made already by different groups and to allow other suggestions to surface. Mr. Killebrew said committee members will have to recognize the political realities to be faced, including the issue of how the Gramm-Rudman law will affect the ag issues.

Mr. Killebrew said the goal for the Task Force "is to come up with legislation or regulation to help banks impacted by the ag crisis and to deal with that crisis."

In supporting the Task Force objectives, Mr. Backlund said, "ABA is our natural ally in this farm crisis, along with the farm groups. ABA is a great organization and there isn't any point in *not* working with ABA on issues we *can* agree on. The interstate banking issue is really the only one we *don't* agree on, so we should cooperate. I hope we can agree on a stance that will help these ag banks. There's going to have to be some sort of forbearance for those banks that are carrying the heavy burden of ag debt. I just hope they

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Tom Quinlin

don't put this important matter along with a bunch of other banking legislation for that would be a terrible mistake by dragging things out when this subject needs immediate attention." He said IBAA members are looking forward to working with fellow bankers to resolve this crisis. □

Iowa News

The Iowa Bankers Mortgage Corporation will present a Residential Loan Origination Seminar at various locations in February. The schedule begins at 9:30 a.m. with adjournment at 3:00 p.m. The fee for lunch and all materials is \$30 for

members, \$35 for nonmembers and \$5 additional for walk-ins. Dates and locations are as follows: Feb. 11—Iowa City, The Highlander; Feb. 12—Waverly, The Red Fox Inn; Feb. 13—Storm Lake, The Siebens Forum, Buena Vista College; Feb. 19—Harlan, The Library Restaurant, 1203 7th St., and Feb. 20—Des Moines, The Airport Regency (formerly the Hyatt). To register, contact Glenda Bagg at IBMC, 508 10th St., Des Moines, Iowa 50308.

* * *

The Iowa Bankers Association and the American Bankers Association are co-sponsoring the second annual Bank Compliance Symposium. It will be held on February 6 at three locations: the Conference Center at Des Moines Area Community College in Ankeny, Iowa Hall at Kirkwood Community College in Cedar Rapids, and Siebens Forum at Buena Vista College in Storm Lake. Registration is at 9:30 a.m. with noon lunch and adjournment at 3:30 p.m. Fee includes lunch, breaks and all materials and is \$115 for members, \$145 for subscribers and \$175 for nonmembers, with \$20 additional if paid at the door. Register through the IBA office in Des Moines.

CEDAR RAPIDS: Robert J. Louvar has been appointed assistant vice president in the correspondent bank division at Merchants Na-

tional Bank of Cedar Rapids. He has ten years of banking experience in lending, operations, administration and data processing. Most recently he was president and CEO of Mid-America Financial Services in Dav-
enport.

MOUNT PLEASANT: Dean Hicks has been elected president and chief executive officer of Henry County Savings Bank. He succeeds Robert L. Norris, who held the position for the past ten years and has retired as of Dec. 31, 1985. Mr. Hicks joined the bank in 1984 and previously served as executive vice president.

WATERLOO: Leo P. Roof has been promoted from vice president to senior vice president of governmental relations at the National Bank of Waterloo. He joined the bank in 1983 after serving ten years as mayor of Waterloo. Jay Hall has transferred to the bank from Midway Bank & Trust, Cedar Falls, where he was loan officer. He will serve as operations officer.

Illinois News

CHICAGO: Stephen L. Rulo has been elected vice president in Michigan Avenue National Bank's commercial loan department. He previously served as vice president, commercial lending at Harris Bank Hinsdale.

EVANSTON: First Illinois Bank of Evanston has promoted three officers. Bruce N. Duff has been promoted to executive vice president and trust officer, and will head the financial and trust services division at all the First Illinois banks. Howard I. Kain has been advanced to executive vice president, and is responsible for administration and operations. Lorenzo Dawson has been promoted to senior vice president and cashier, and is responsible for retail banking and bank operations.



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BANKERS FOR BANKERS SM

Some special candidates from Robert Half's Banking Division

Partial list of available Banking candidates.

AG PRESIDENT: Dedicated ag professional with several years of successful leadership. Experience includes reorganizing portfolio, bank structure and cleanup operations. Now CEO of a \$30m bank with 20 years banking experience including large bank commercial lending.
DB1200 \$50K

CASHIER: Organized individual with much more than traditional operational skills. Over 5 years in \$40m + bank handling cashier's duties, loan analysis and documentation review. Community active and goal oriented.
DB1201 \$28K

TRUST JD: Impressive professional with excellent image and good working knowledge in all areas of trust. Especially qualified for a position in the new business development area. #2 in a growing department looking for the #1 spot.
DB1202 \$50K

AG LENDER: Solid knowledge gained through working with financial statements, analyzing cash flows and ratio's. Grew up on farm, degreed and spent the last four years running an ag department for a rural bank. Seeks opportunity and advancement.
DB1203 \$29K

COMMERCIAL VICE PRESIDENT: Senior lender with MBA and 13+ years of commercial lending experience within a large bank. Exceptionally proficient in new business development. Has been running departments in major metropolitan areas over the last four years and is looking for a senior position that will lead to the executive level.
DB1204 \$55K

LOAN DOCUMENTATION: Credit analysis skills, FmHA experience and a 4 year degree combined with 2+ years loan review in \$20m ag department. Cash flows, statement spreads and collections are all part of daily work.
DB1205 \$18K

CEO: Hard-charging leader who has seen all aspects of a \$100m + bank over the last 15+ years. As Chief Executive the last five years the bank has increased efficiency, profit, and loan quality while maintaining a 1+ ROA. Strong image especially familiar with main street commercial and retail lending.
DB1206 \$60K

AG LENDER: Born and raised on a farm with 2+ years ag lending experience and enjoys the challenge of work out. Hands-on knowledge of loans to corn, wheat, beans, hogs and milo farmers. Currently an ag lender in a \$18m community bank.
DB1207 \$22K

CONSUMER LENDER: Solid grasp of leasing and floorplans in a \$50m bank. Top-notch documentation skills and 8+ years of personal lending including SBA loans. Community active, professional and has an eye for detail.
DB1208 \$26K

REAL ESTATE LOAN OFFICER: Extensive work in mortgage, real estate and consumer loans overseeing 15 people and a \$14m portfolio. 12+ years of solid loan experience very professional with excellent customer retention skills. Desires opportunity to grow and utilize leadership expertise.
DB1209 \$30K

PARTIAL LISTING OF AVAILABLE BANKING CANDIDATES

PRESIDENT: Looking for next step up in a successful 20 year career in ag banking. The last 12 spent keeping \$15m rural bank profitable and clean. Operations background and a firm understanding of loan analysis.
DB1210 \$38K

COMMERCIAL LENDER: Holding company training in credit analysis and commercial business growth. Currently #3 in a \$100m bank in a college community. Familiar with industrial, mainstreet and SBA loans.
DB1211 Earns \$41K

SYSTEMS ANALYST: BS degree. 7 years data processing. Currently working with budget/allocation package in the ag credit field. IBM and DEC Hardware experience.
DB1212 \$35K

STAFF ACCOUNTANT: Recent graduate with 3 years large bank experience responsible for assisting in planning and budgeting areas as well as assist in departmental audits in an automated environment.
DB1213 ASKS UPPER TEENS

JUNIOR COMMERCIAL LENDER: Creative lender with 3 years in smaller metro bank putting together consumer and retail packages. Handled \$5m+ consumer portfolio and exposed to commercial.
DB1214 \$26K

SENIOR TRUST OFFICER: Experience plus! 25 years in \$30m+ department. Hands-on skills in estates, NBD, administration and investments. Professional and thorough with an eye for the competitive trust dollar.
DB1215 \$38K

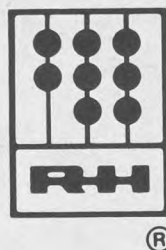
CONTROLLER: CPA with 12 years large bank experience seeking new challenge. Presently responsible for managing all daily accounting functions including preparation of reports for regulatory agencies, and bank management. A professional with bank acquisition experience.
DB1216 EARNs MID \$30's

SENIOR AG OFFICER: No-nonsense executive with excellent workout skills developed in marketing of a \$18m+ portfolio over the past 5 years. PCA/FHA training and background adds to banking knowledge making this individual a well-rounded professional + +.
DB1217 \$28K

TRUST OFFICER/JD: Presently managing all phases of a 80 account department in a \$100m+ bank. 10+ years of management experience keeping department profitable and growing. Good educational background, people skills and overall trust knowledge.
DB1218 \$36K

OPERATIONS TRAINEE: Innovative self-starter with 2 years of operations in community bank. Budgeting, cash flow programs, ag lending and insurance sales. Degreed and familiar with all facets of documentation and teller functions.
DB1219 \$16K

FOR FURTHER INFORMATION ON THESE CANDIDATES CONTACT KURT ROSENCRANTS



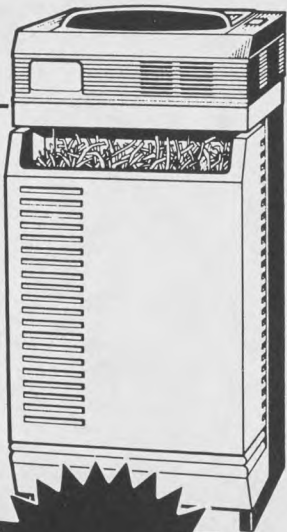
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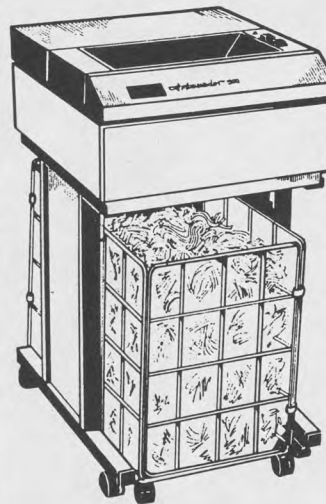
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Computer Forms
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New drive system designed for increased performance and reliability. Shreds both loose sheets and stacks of computer paper, with shelf attachment included. Large wastebasket gives greater waste capacity. Hardened steel, self-sharpening cutting heads.

- 1/4 shred width
- Shreds 20 sheets at a time
- 57 ft. per minute cutting speed
- 8-3/4" opening
- 1/2 h.p. motor

\$977.00

SAVE \$318.00!!



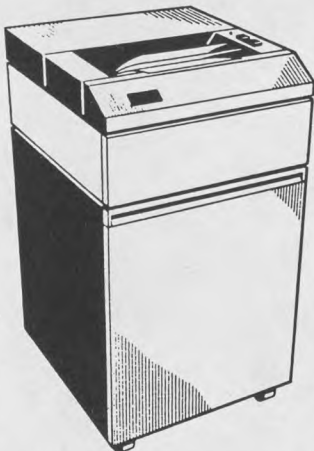
**Wilson Jones
A 900
General Office
Shredder**

A real work horse that shreds sheets, documents and computer forms at fast speeds. Large wire roll-a-way waste basket handles the volume. Unique shredder design takes 60% less space. Self sharpening cutting heads. Heavy gauge steel for long life.

- 3/16 shred width
- Shreds 13-16 sheets at a time
- 106 ft. per min. cutting speed
- 9" opening
- 1 h.p. motor

\$1359.00

SAVE \$436.00!!

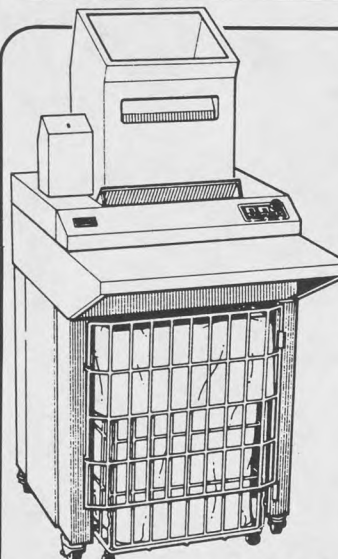


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A 1300 MX
Cross Cut
High Security Shredder**

Meets the most stringent security demands. Cross cutting action shreds in two directions. Reduces loose sheets and stacks of computer paper to 1/8" x 1" unreconstructable particles. Wastebasket holds 10 times more shred waste. Space saving design requires only 10 sq. ft. of floor space. State-of-the-art electronic circuitry. Work shelf included.

- 1/8 x 1" shred width
- Shreds 10 sheets at a time
- 100 ft. per minute cutting speed
- 13" opening
- 1 h.p. motor

SAVE \$480.00!! \$1515.00



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High Volume/High Capacity
Cross Cut Shredder**

Larger and more powerful, designed for centralized document destruction. Cross-cuts in two directions for greater security. Big 4 h.p. motor shreds up to 40 sheets at a time, bulky file folders, stacks of computer paper and engineering size drawings. Automatic hopper feed for crumpled paper and full wastebaskets. Separate monitoring system regulates amount of feed, prevents overload. Work shelf and roll-away cart included. State-of-the-art electronic circuitry.

- 5/32" x 2" shred width
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DATE 01/15/2020

AMOUNT \$1,328.00

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ACCOUNT NO. 987654321

DATE 01/15/2020

AMOUNT \$277.00

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ST. LOUIS, MISSOURI

ACCOUNT NO. 112233445

DATE 01/15/2020

AMOUNT \$2,638.00

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ST. LOUIS, MISSOURI

ACCOUNT NO. 556677889

DATE 01/15/2020

AMOUNT \$1,210.00

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Nebraska News

The Nebraska Bankers Association is sponsoring a Management Development Conference for bank supervisors and managers on Feb. 12-13 at the Kearney Ramada Inn. The schedule on Feb. 12 begins with registration/continental breakfast at 8:30 a.m. with noon lunch and adjournment at 5:30 p.m. On the 13th the day begins with breakfast at 8:30 and the program adjourns at noon. Advanced registration is \$105, with the fee being \$125 at the door, and includes materials, breakfasts and lunch. To register contact the NBA office in Lincoln.

* * *

The NBA is sponsoring a Farmers Home Administration Workshop to be held at five locations in February. The workshop speaker will be Kirk Jamison, State Director of the FmHA. Morning sessions have registration at 7:30 a.m. and adjourn at 11:00 a.m.; those held in the afternoon feature registration at 2:30 p.m. and adjournment at 6:00 p.m. Registration fee is \$25 for the first registrant and \$20 for each additional. Dates and locations are: Feb. 3, morning—Scottsbluff Country Club; Feb. 3, afternoon—North Platte Holiday Inn; Feb. 4, morning—Kearney Ramada Inn; Feb. 4, afternoon—Norfolk Country Inn; Feb. 5, morning—Lincoln Airport Ramada Inn. Register by Jan. 27 through the NBA office in Lincoln.

LINCOLN: The Havelock Bank and City Bank and Trust Company of Lincoln have merged retaining the Havelock Bank name. The merger was approved by the FDIC and the Nebraska Department of Finance and was effective Dec. 31, 1985. The combined bank continues to be owned by Omaha National Bank, and has \$56 million in assets.

Minnesota News

The Minnesota Bankers Association is sponsoring an "Investments and Funds Management Conference" on Jan. 29 at the Radisson Metrodome in Minneapolis. Several speakers will be featured, including

Dr. Leonard Santow, an economist with Griggs and Santow in New York City, who will speak on the current economic condition as it affects interest rates and banking. Contact the MBA office for more information.

MINNEAPOLIS: Michael A. Summers is rejoining the staff of National City Bank as vice president and manager of Group W—Special Loans, in the commercial banking department. He has 13 years of banking experience.

SAUK CENTRE: An agreement has been signed by First Bank System with seven employees and three directors of First Bank Sauk Centre for purchase of the \$34 million deposit bank. Two local persons have joined the 10 in signing the agreement to purchase, which now awaits regulatory approval. Dale Emmel, president of the bank, started his career with the Sauk Centre bank at age 18 and heads the organizational group. This is the first announced sale among the 28 banks and 17 branches that FBS said on August 15 it plans to sell from its total of 78 banks.

Wisconsin News

SHEBOYGAN: First Interstate Corporation of Wisconsin has promoted four officers. Frederick M. Bowes II, Ralph T. Fredrickson and Thomas N. Schueller have been elected regional senior vice presidents of the newly formed corporate central commercial credit group. Curtis J. Scheel has been elected regional assistant vice president of the credit group.

North Dakota News

MINOT: First American Bank & Trust has added a new officer and promoted three. Duane D. Friez has joined the bank as senior vice president—loan administration. He has 27 years banking experience leading to his service as CEO of two banks which he chartered. Michael J. Hale was promoted from vice president—controller to senior vice president—operations/finance. Bill

Kolb was advanced to vice president—human resources. Kim T. Albert was promoted to vice president—marketing officer.

Colorado News

BOULDER: Richard I. Moreland has been promoted to executive vice president at First National Bank in Boulder. He joined the bank in 1953 and most recently served as senior vice president.

DENVER: United Banks of Colorado, Inc. has announced that Richard A. Kirk was named vice chairman of the corporation and the board of directors. Charles R. Hazelrigg was named president of the corporation and elected to the board. Mr. Kirk will continue his position as chairman and CEO of United Bank of Denver and Mr. Hazelrigg will remain president of the United Bank of Denver.

DENVER: Robert L. Kropf has been appointed vice president, credit administration at Central Bancorporation, Inc. He comes to the bank with more than 25 years of experience with Colorado National Bank of Denver, most recently as senior vice president and director.

BANKING

TRUST OFFICER HEAD. Manage general trust areas, IRA, Keough. Law Degree with minimum one year experience. Progressive Midwest community. Salary to \$30,000.

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LOAN REVIEW OFFICER/CREDIT ANALYST. Business and accounting background or loan review experience for this \$150mm bank. Excellent upward mobility and benefits. Aggressive bank in stable community. \$25,000.

CHIEF LOAN OFFICER. This #2 position in ag bank can lead to Presidency. Bank well capitalized. Excellent benefit pkg. \$35,000 +.

AG LOAN OFFICER. Great promotion possibilities with the merging of two rural banks for strong ag lender with credit experience. To \$33,000.

COMMERCIAL DEPT. MANAGER. Large professional community needs experienced commercial lender. Salary and benefits rewarding for the qualified person. Salary in mid \$40's.

VICE PRESIDENT. Move into the CEO position. Privately held bank. Strong in operations and lending. Extremely solid bank. \$40,000.

CHIEF EXECUTIVE OFFICER. \$20mm ag bank. Use your banking expertise and take charge of this privately held institution. \$40,000.

VICE PRESIDENT. Commercial background to head the loan department of this ag and oil related bank in Kansas. Opportunity for #3 spot within relatively short period of time. \$30,000.



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\$55MM Northeast Iowa Bank needs an experienced **EXECUTIVE VICE-PRESIDENT**. Send resume to WEA c/o Northwestern Banker. (PA)

PRESIDENT/CHIEF EXECUTIVE OFFICER—Immediate opening for individual to assume Chief Executive Officer position for MABSCO Agricultural Services, Inc. a wholly owned subsidiary of 12 banking associations, designed to provide sources of loans to banking customers engaged in production agriculture and agri-business industries. Responsibilities of this position include planning, directing and evaluating the activities, programs, products and services of MASI to the banking industry. The successful candidate will possess a minimum of five years experience in an executive management position in banking and/or bank regulatory environment. Knowledge of banking and/or agricultural credit and loan administration required. For confidential consideration, submit resume with salary history by January 20th to: Human Resources Department, Iowa Bankers Association, 430 Liberty Building, Des Moines, IA 50308. (PA)

FARM LOAN OFFICER—\$300M Iowa bank. Must have 10-15 years experience in AG lending. Excellent opportunity. Send resume and salary requirements to box WEC c/o Northwestern Banker. (PA)

ASSISTANT DATA PROCESSING MANAGER—Large Iowa financial institution is seeking an individual for the position of Assistant Data Processing Manager. Must have strong DP background with minimum of 10 years experience, excellent communication and supervisory skills. Send resume with salary requirements to box WED c/o Northwestern Banker. (PA)

CORRESPONDENT BANK OFFICER for one of Iowa's 10 largest banks. Must have strong lending background and operations experience and excellent communication skills. Send resume with salary requirements to box WEE c/o Northwestern Banker. (PA)

COMMERCIAL LOAN OFFICER. \$600 M Iowa bank has immediate opening for a commercial loan officer with 3-5 years of line experience. Competitive salary & full benefits. For confidential consideration, submit resume to File WEF c/o Northwestern Banker. (PA)

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SENIOR LOAN V.P. - Need degree plus 5+ years of commercial lending - central Iowa. \$40-45K.

CASH MANAGER - Need degree plus 5+ years of cash management experience from a large bank. Greater Omaha. \$40-50K.

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BANKING OPPORTUNITIES

PRESIDENT—\$25mm N. IA ag bank \$55K.
PRESIDENT—\$45mm S. MN ag bank \$55K.
COMMERCIAL LENDER/SrLO—metro IA \$55K.
COMMERCIAL LENDER—strong holding co environment, \$150mm bank \$35K.

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Vault Units

144 28" x 33" x 24" - Most have 3 roll out shelves
42 28" x 24" x 24" - Most have 2 roll out shelves

This unit currently plated together as one unit:

1 unit with 56 boxes - 5½" x 3" x 24"
Total unit - 45½" x 22½" x 24"
1 unit with 6 boxes - 22½" x 9½" x 24" and
12 boxes - 11" x 9" x 24"
Total unit - 45½" x 56¾" x 24"
1 unit with 10 boxes - 22½" x 9½" x 24"
Total unit - 45½" x 248¾" x 24"
1 unit with 12 boxes - 11" x 9½" x 24"
Total Unit 45½" x 29½" x 24"

Most of the above have pull-out units.

1 unit with 12 boxes - 10" x 10" x 20"
Total unit - 61¾" x 20½" x 20"
1 unit with 18 boxes - 20½" x 10" x 20"
Total unit - 61¾" x 60½" x 20"

Nothing inside these units.

10 units of 2 units each - 26" x 43½" x 18"
Total unit - 53¾" x 43½" x 18"

2 units of 3 units each - 28" x 43½" x 18"
Total units - 77¾" x 43½" x 18"

These units have shelves.

These units are for sale by "best offer." For more information, or to see these vaults, contact Robert Soldat at 281-5981.

Bankers Available

EVP, strong operations and lending background, 12 years experience in \$50 million bank, qualified for CEO.

COMMERCIAL LOAN OFFICER, examiner background, good work out experience, qualified for department head. Prefer midwest area.

VICE PRESIDENT & AG LOANS, college graduate, qualified to run ag lending department. 12 years banking experience.

VICE PRESIDENT & CASHIER, college degree, 12 years experience, qualified to be EVP or CEO. Prefer northern Minnesota location.

CONTROLLER, CPA with 12 years bank and financial company background, qualified in all areas of audit and bank operations.

CEO, 20 year banker qualified in all areas of bank management - would like to locate in midwest \$20-30 million asset bank.

TRUST OFFICER, law graduate, qualified in estate planning, trust administration and tax planning.

AG LENDING OFFICER, masters degree, Iowa State University, 4 years experience, cash flow analysis and micro-computer.

TRUST INVESTMENT OFFICER, college degree and MBA. 12 years experience, good banking background.

VICE PRESIDENT & CASHIER, college degree, 8 years experience, trained with major midwest holding company.

EVP with strong ag background, graduate of University of South Dakota with 4 years experience as national bank examiner.

Please call Malcolm Freeland or Cy Kirk in care of:

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POSITIONS AVAILABLE

REAL ESTATE LOAN - manage dept. for large suburban bank. Construction lending experience a must. \$35,000

LOAN REVIEW - assist senior loan review officer of \$200MM bank. Prefer degree. \$24,000

COMMERCIAL LOAN - junior position with \$200MM suburban bank. Requires degree and experience with large credits. \$28,000

AGRI-LENDER - senior position which requires strong background in financing of cattle operations. \$35,000

TRUST OFFICER - manage small dept. for \$40MM suburban bank. Does not require Law Degree. \$24,000

INQUIRIES ARE CONFIDENTIAL.
RESUME REQUESTED.

TOM HAGAN & ASSOCIATES

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

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Vol. 14 No. 39 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.