

NORTHWESTERN Banker Newsletter

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Des Moines, Iowa

August 18, 1986

Special Bill Replaces Garn Bill

THE Senate Banking Committee last week unanimously passed a bill that replaces Sen. Jake Garn's omnibus banking bill, which he withdrew recently after failing to reach consensus on any of its major aspects. The replacement bill addresses a limited array of pressing needs and includes these major points:

- Establishes a financing corporation to issue debt in the capital markets to raise \$15 billion in three years to shore up the sagging FSLIC fund.

- Gives federal regulators power to sell failed or failing banks with assets of \$250 million or more to out-of-state holding companies.

- Authorizes FDIC to create "bridge banks" to take over assets of failed banks for as long as three years.

- Gives the Treasury Department regulatory control over the government securities market.

All these elements were included in the bill of Sen. Garn (R., Utah), chairman of the Senate Banking Committee. When pressure groups from all sides prevented progress of the bill through committee, he dropped it August 7.

The new bill does not address the issue of non-bank banks. Sen. William Proxmire (D., Wis.) attempted to amend the committee bill to pro-

hibit establishment of such banks for one year, but withdrew the amendment when it was evident he lacked enough votes. He has vowed to offer the amendment on the Senate floor and, if that fails, to filibuster the package bill.



Many Washington observers feel the \$15 billion aid package to FSLIC is too little. The agency, by its own acknowledgement in recent months, has said s&l failures could equal as much as \$28 to \$30 billion. The current fund is only \$6 billion and that apparently is impaired by several billion dollars of commitments.

Sen. Proxmire's intended amendment creates a sticky wicket for the

American Bankers Association, which supports Sen. Garn's earlier proposal that closing of the non-bank bank loophole should be accompanied by expanded bank powers. The Proxmire amendment addresses only the loophole closing, which the Independent Bankers Association would welcome, regardless of what else is passed.

The House has not been idle on its banking bill efforts. Banking Committee Chairman Fernand St Germain has delayed a banking bill until it includes closure of the loophole. Chairman St Germain did introduce a bill August 8 that would extend to September 15 the emergency takeover production of the Garn-St Germain Bill of 1982. That power expired recently, on the same day FDIC used its authority to allow First Interstate Bank Corp. of Los Angeles to take over one of Oklahoma's largest banks in Oklahoma City.

The House Banking Committee also approved on August 13 a bill to exempt federal regulators from the automatic budget cuts mandated by the Gramm-Rudman-Hollings Bill, since the agencies are not tax-supported. However, it appears that Government Operations Committee Chairman Jack Brooks (D., Tex.) may be opposed to any such amendment to the bill.



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Dorothea Wolfe

Iowa News

The Iowa Bankers Association will sponsor a Consumer Credit School October 19-24 at Drake University in Des Moines. Tuition for the 200-level course is \$700, which includes room, meals, casebook and materials. For more information contact the IBA office.

* * *

The IBA will sponsor a Loan Documentation seminar, including Analysis of Article Nine of the Uniform Commercial Code, on September 30, at the Des Moines Marriott. Registration will be from 7:45 to 8:30 a.m., morning programs till

11:45, and afternoon programs from 1:00 to 4:25 p.m. Registration includes continental breakfast, breaks, lunch and handouts; it is \$115 for members, \$150 for subscribers and \$175 for non-members, with \$20 additional at the door. Register through the IBA office.

BELLE PLAINE: Ben Morris has joined the Chelsea Savings Bank as vice president and senior trust officer. He has served on the bank's board for 16 years, and has practiced law in Tama for the past 29 years.

DES MOINES: Hawkeye Bancorporation reported July 30 a consolidated net loss of \$13.9 million for the second quarter of 1986, compared to a loss of \$500,000 for the 1985 second quarter. The 1985 period had a non-recurring securities gain of \$7.3 million. The other \$6.6 million was due to effects of problem loans on net interest margin and increased writedowns of other real estate. This brought Hawkeye's net loss for the first half of 1986 to \$22.1 million, compared to a \$6.5 million loss for the same 1985 period. Non-performing assets, including nonaccrual loans, restructured loans and other real estate, decreased \$15.1 million to \$85 million at June 30, from \$100.1 million at the end of first quarter 1986. Hawkeye President Paul Dunlap said negotiations

toward a restructuring plan continue with creditors.

DES MOINES: Banks of Iowa, Inc., reported net income for the second quarter of 1986 was \$3,182,000, compared with \$2,801,000 for the second quarter of 1985 and \$3,171,000 for the first quarter of '86. Net income for the first six months this year was \$6,353,000 compared with \$5,415,000 one year ago. Investment securities gains of approximately \$5 million and \$9.3 million were realized during the three and six months periods of this year. The provision for loan losses was \$7.4 million for the second quarter and \$15.4 million for the first six months of 1986, compared with \$5 million for second quarter and \$8.5 million for the first half of last year. Loan charge-offs were \$7 million for the second quarter and \$11.2 million for the six-month period, compared with \$4.9 million and \$6.3 million '85. The June 30, 1986 reserve for loan losses was \$18.8 million, or 1.8% of total loans of \$1 billion. Total assets at June 30, 1986 were \$2.2 billion, a 14.9% increase over a year ago.

GRAETTINGER: The Graettinger State Bank was declared insolvent August 7 by state banking superintendent William R. Bernau. The bank was sold for a \$32,000 premium to the lone bidder, Swea City Bancorporation, which re-opened it the following day as the Graettinger branch of Swea City State Bank. The purchaser assumed deposits of \$11.4 million in 2,600 accounts, just over \$9 million in assets and FDIC advanced \$2.3 million cash. The transaction moves Swea City State's assets to about \$25 million. FDIC retained problem loans and other assets with book value of \$2.8 million. Mr. Bernau told reporters that ag loans were not responsible for this bank failure, but out-of-terri-



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BANKERS AVAILABLE

J-1 SR. MANAGEMENT—Currently #2 person in \$80mm bank in charge of all commercial and ag credits, supervision of loan officers. Interested in management of smaller bank. "Aggressive and a good motivator...really gets the job done," says reference. Over 10 yrs. experience in loans and administration. B.S. Bus. Admin. plus advanced banking schools. **\$48-\$50,000.**

J-2 AG LENDER—Currently branch mgr. in charge of loans, operations, and business development at small branch bank. Has total of 4 yrs. banking experience, with first yr. spent as ag lender and asst. cashier. An energetic well-spoken individual. M.S. Ag plus bank schooling. **\$28,000.**

J-3 AG/COMMERCIAL LENDER—Experienced loan officer responsible for \$5mm ag loans is seeking opportunities in bank. Offers 5 yrs. PCA experience. Former supervisors say, "Has gained hands-on experience in ag credit that should take 10 yrs. time to learn" and, "Really understands work-outs, and is willing to put forth the effort that's necessary." B.S. Ag ISU. **\$25,000.**

J-4 JR. AG/OPERATIONS OFFICER—References say, "Exceptional! Bright and willing to work." Offers 4 years bank exper. Started in small bank running in-house computer and helping with ag loan analysis and collections. Now handles general ledger and loan accounting, and is assistant to comptroller and auditor of Bancorp in \$100MM ag bank. Has attended ag lending school and Chicago Board of Trade Marketing Seminar. IBM-PC Burroughs, and Hewlett Packert computer experience. Desires position combining operations and ag lending duties. Farm raised. B.S. Degree. **\$21,000.**

J-5 SR. V.P.—Over 7 yrs. with same \$50mm. Responsible for approximately \$5mm ag & \$5mm commercial loans. A 'conservatively aggressive' banker—able to recognize and add good loans, and work out problems. Strong on cash flows. Thorough understanding of wheat and cattle ranching. Qualified for C.E.O. or E.V.P. positions, or will consider V.P. with growth potential. B.S. Ag Econ. plus numerous ag and commercial lending schools. **\$36-\$45,000.**

S-6 ASST. V.P.—12 yrs. bank exp. "Good credit man, people have confidence in him and not afraid to say it like it is," according to reference. Overall lending exp., ins. licenses, community involved. University of Iowa grad. with IA farm background. **\$30,000.**

S-7 ASST. V.P./CASHIER—Currently employed at \$32MM bank.

Basically ag, but handles all types of lending & operations. SHARP, has confidence in himself, conservative and offers seven yrs. bank exp. Grad. of University of Iowa, with bank examiner exp. **\$34,000.**

S-8 LOAN OFFICER—Ag Finance grad. Four yrs. bank lending exp., all facets. "Excellent personality, detail oriented and good in documentation," according to reference. Top notch individual, willing to put in the hours to get the job done. **\$21,000 +.**

S-9 CONSUMER LENDER—A people person. Very good at working out payment arrangements. Has a great deal of integrity. "Excellent employee, good at credit analysis, and makes good decisions," according to V.P. 2 yrs. bank exp. **\$22,000 +.**

S-10 LOAN OFFICER—"Enjoys his work, interested in people, very thorough...good at detail and documentation. Lots of potential." expounded the Pres. of a bank who tried to hire him. Four yrs. bank exp., business administration degree. **\$23,000.**

S-11 BRANCH DIRECTOR—"He has gotten money out of people we never expected to." quoting Senior Vice President. "One of the best people to work for me...he knows credit," says reference. Six years farm credit experience with a degree from the University of Wisconsin. Good supervisory qualities. **\$30,000.**

S-12 ASST. CO. SUPERVISOR—FmHA exp. Real estate brokers license. "Does a really fine job for his amount of experience; takes responsibility and puts in the extra time to get the job done," relates County Supervisor. A fine young man. I.S.U. grad. **\$23,000.**

S-13 VICE PRES.—A people person, doesn't get hung up on detail and documentation—this party gets the job done. Makes good decisions and stands with them. Complete knowledge of all aspects of agriculture. Offers eight years of lending experience. University of Iowa grad. **\$35,000.**

J-14 CONSUMER/AG/COMMERCIAL LENDER—Three yrs. in \$50 + mm bank; handles ag, consumer, R.E. and some commercial loans. FmHA approved lender, licensed in insurance. Presents himself very professionally, exhibits maturity, self-confidence, and intelligence. References report, "Has gained a wealth of experience in short time, and eager to learn more...a sharp young banker with lots of potential." FmHA official states, "Caught on quickly to what we needed on guaranteed loans. One of the best I've worked with." B.A. Finance. **\$23-\$25,000.**



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BANKERS AVAILABLE

J-15 **COMMERCIAL/AG LENDER**—Offers 4 yrs. current lending experience, plus top recommendations! Presently responsible for \$35mm commercial loans to ag businesses, handling credit lines of \$50,000 to \$3mm. Experienced in financial analysis, cash flows, loan documentation and workouts. Former PCA loan officer, strong micro computer skills, farm background, B.S. Bus. Admin. (high GPA). "Enthusiastic, energetic, cooperative young man! Strong in both ag production and ag business lending. His personality is useful in building rapport with borrowers. A very promotable individual!" **\$25-\$28,000.**

J-16 **VICE PRESIDENT**—Nearly 10 yrs. banking experience, currently in charge of \$5mm ag and commercial loans. Also involved in operations and insurance. Set up farm loans on computer. Handles workouts and all FmHA guarantees. Supervisory experience also. Bus. Admin. plus additional banking schools. **\$33-\$35,000.**

J-17 **BRANCH MGR/LOAN OFFICER**—Seasoned banker offers all-round experience in ag, consumer, and main street commercial lending, operations, staff management and knowledge of investments. Twenty yrs. experience, dapper appearance, personable and highly recommended. **\$25,000.**

J-18 **SENIOR MANAGEMENT/AG**—Six yrs. experience in charge of up to \$500mm in ag credits. Now administering a \$180mm ag

portfolio servicing two commercial banking units. Provides technical expertise to lenders and credit dept. on all aspects of ag and ag businesses. Skilled in staff supervision and development, credit analysis, loan assessment and strategic planning. Highly educated. **\$40,000 mln.**

S-19 **ASST. V.P./AG. L.O.**—All facets of banking, been employed by \$90 MM bank for past 5 years. References expounded on his professionalism, communication skills and his attention to detail. He's moved up the ladder fast...excellent when it comes to credit analysis, he's got everything at the tip of his fingers. Dairy background. I.S.U. grad. Definite asset to a lending institution. **\$30,000 +.**

S-20 **AG LOAN OFFICER**—"Of the seven or eight men I've trained, he's one of the finer ones," quoting a supervisor. References said he takes whatever has to be done and does it. His projections, cash flows, etc. are really put together well. Neat, conservative appearance. Farm raised. Auburn University grad. **\$25,000 +.**

S-21 **ASST. VICE PRES.**—Thirteen years of lending experience with very good management skills. Eager to get ahead and do a good job. Reference indicated, "He can lend money...documentation is excellent; the best I've ever run into. Ag background, also familiar with all other aspects of lending. A top notch individual. Neb-raska grad. **\$35,000.**

POSITIONS AVAILABLE

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1. **AG LOAN OFFICER**—Mid-size bank with strong cap. ratio and good rating from last exam. Duties will include farm calls, credit analysis, guaranteed loans and new business development. Minimum of 2 yrs. bank, FmHA, or FCS experience required, plus good marketing skills. Choice location offers good school system and many recreational facilities. **\$23-\$27,000.**

2. **MANAGEMENT**—In charge of loans and administration of good earnings rural bank with very low percentage of problem loans. Excellent growth opportunity to oversee two additional banks. Owner interested only in conservative lenders with quality loan records. **\$35,000.**

3. **VICE PRES/AG CREDIT**—Good advancement opportunity in growth-oriented \$50mm bank, with long range commitment and plans for expanding this \$15mm ag dept. Requires a minimum of 5 yrs. ag lending experience, strong documentation and PR skills, sound credit judgment. Thriving midwestern town of 15,000, less than an hour from two metro areas. **\$35,000.**

4. **AG LENDER**—\$50mm IA bank, suburban location. #2 in \$10mm ag dept., may handle share of commercial and installment loans as well. Two yrs. ag lending (bank or FCS) experience, strong communication skills required. **\$23-\$25,000.**

5. **AG LOAN OFFICER**—Assume #3 spot in profitable and solid \$25mm IA bank. Requires an outgoing, self-motivated individual with 2 yrs. ag lending experience, good grain and livestock knowledge. Interviewing now! **\$25,000 + bonus.**

6. **VICE PRES.**—\$15mm bank needs lender with 5 or more yrs. experience to help run family owned bank. Good report from recent exam. Strong ag knowledge required for this rural IA location. **\$30,000.**

7. **ASST. VICE PRES.**—Very clean \$30mm IA bank, located 1 hr. from major university. Primarily ag loans, with some small commercial, real estate and installment work. Knowledge of call reports helpful. Requires 3 yrs. bank experience. **\$22-\$25,000.**

8. **JR. AG LOAN OFFICER**—Excellent opportunity in well-run \$90mm IA bank in attractive location. Work with cash flows, balance sheets, FmHA guarantees, etc. 1-2 yrs. ag loan experience required. **\$20-\$27,000.**

9. **EXEC. VICE PRES.**—Close to beautiful large city. \$40 MM bank. Fine progressive town. Need to help run bank with president. Ag background best. **\$40,000 range.**

10. **BRANCH MANAGER**—\$20mm Bank. P.R. person with supervisory qualities needed. Rich MN town. Benefits are excellent. **\$35,000 +.**

11. **AG LOAN OFFICER**—\$65 MM bank needs an ag loan officer right away. All normal ag lending duties. Experience required. Town offers good school system. 18 hole golf course, swimming pool. **\$25,000.**

12. **AG LOAN OFFICER**—Needed in this community near a nice college town. Need to know ag credit, R.E. & some computer knowledge would be helpful. Firm personality, but flexible. Will relocate. **Mid \$20,000 area.** (30 MM bank.)

13. **EXEC. VICE PRES.**—Friendly town, with all the qualities to meet a family's needs. Bank is \$93 MM; in good shape. Party need to be a good lender and have experience in the ag and agri business area. Five to ten years experience. Good benefits. **Mid \$40,000 range.**

14. **CEO**—Great opportunity in \$25 MM bank in good shape located near large city. Need an assertive, firm and outgoing person. Must have five to ten years experience. Bonus and nice benefits. **\$40,000-\$50,000.**

15. **OPERATIONS ASST./MANAGER**—Profitable bank (\$55 MM) needs supervisor who knows how to guide employees. Should know some installment and R.E. lending. BE THE BOSS. Nice community with a good school system. **\$30,000 range.**

16. **AG LENDER**—Exciting recreational area for sports enthusiast who wants to work in a lovely town. Everything a city has to offer on a smaller scale. \$40mm bank needs a good ag lender who knows operations, computers, securities, etc. Firm, level headed individual with lots of P.R. Good insurance plan. **\$30,000 area.**

17. **AG LOAN OFFICER**—\$65 MM bank needs an ag loan office right away. Good advancement potential. Excellent benefits. Also the advantage of living in a small town with large city close by giving this job added charisma. Experience is needed. **\$25,000 range.**

18. **EXEC. VICE PRES.**—A super public relations person is needed here. Party needs to know overall banking. \$25 MM bank in a fine community. Insurance background will help. Good benefits. **\$35,000 range.**

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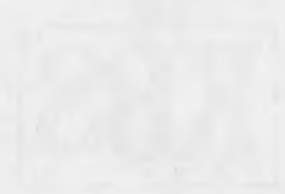
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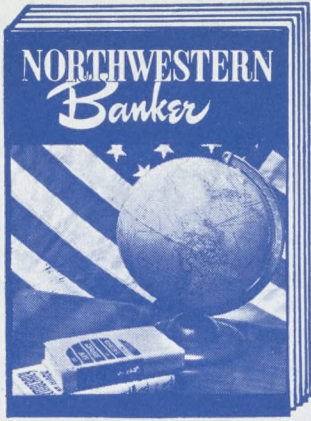
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tory commercial loans that didn't pan out were responsible.

MARCUS: Walter Sterrett, Jr., formerly of American Bank Services in Sioux City, has joined the Farmers State Bank of Marcus as a vice president.

SPENCER: At Farmers Trust & Savings Bank, Jack Easter has retired as CEO and chairman after 19 years with the bank. He will continue as a director. Gary Tolzmann will serve as the new president and temporary chairman. No CEO has been named as yet.

Nebraska News

The Missouri Valley Chapter of Robert Morris Associates has elected its officers and directors for 1986-87. They are: President—Robert W. Tritsch, senior vice president, First National Bank of Omaha; First Vice President—R. Douglas Fisher, executive vice president, Hawkeye Capital Bank Trust; Second Vice President—Marilyn A. Pauly, vice president, Bank IV Wichita, N.A.; Secretary, Lawrence F. Uebner, vice president, FirstTier Omaha; Treasurer—Lowell Thrasher, vice president, Norwest Bank Nebraska, N.A.

LOUP CITY: Sherman County Bank has made a bid to take over the deposits and assets of the Farwell Credit Union, which was closed by the Nebraska Banking Department recently. The FDIC is expected to approve the application, which would permit the bank to establish a branch office in Farwell, which is 20 miles east of Loup City.

OMAHA: Norwest Bank Nebraska has announced several promotions, including Harold M. Walton to executive vice president in Omaha and Timothy J. Coughlon to president in Millard. Mr. Walton began working for Norwest in 1956, and most recently held the president's position in Millard. Mr. Coughlin joined Norwest in 1973 and was senior vice president/special loan administrator at Omaha.

WISNER: Mike Edelman has been elected vice president at The First National Bank of Wisner. For the past three years he has been loan officer at The Bank of Clarks.

Minnesota News

DULUTH: At First Bank Duluth, J. Joseph Lindsley has been elected president, CEO and a director, and Larry L. Gilb has been elected chairman. Mr. Lindsley succeeds Mr. Gilb, who was named managing director of First Bank System's north/central Minnesota region June 1. Mr. Lindsley will also manage First Bank Cloquet. He formerly served as executive vice president of regional banking for FBS.

MINNEAPOLIS: Norwest Bank Minneapolis has named Richard C. Westergaard senior vice president and head of its national department. He had been with Morgan Guaranty Trust Company, New York, since 1968, most recently as a vice president.

ST. PAUL: At American National Bank of St. Paul, Diane L. Quinn has been promoted to vice president—executive and professional and Bruce C. Bennett to vice president—bond and investments.

Illinois News

WEST FRANKFORT: Andy Rogers has joined First Community Bank as president. He is the former president of First National Bank of Galena.

North Dakota News

The 1986 Independent Community Banks of North Dakota's annual convention, "At the Crossroads and Growing Stronger," will be held Sept. 24-26 at the Kirkwood Motor Inn in Bismarck. There will be a pre-convention golf tournament on Sept. 23 for both men and women at the Riverwood Golf Course. Featured speakers will be Dr. D.D. Warrick (Professor of Management, U. of Colorado), Jerome C. Darnell (Professor of Finance, U. of Colorado), and William A. Lovett (Professor of Law and Economics, Tulane Law School, New Orleans). For more information, contact the ICBND at (701) 258-7121.

South Dakota News

The 1986 South Dakota Bankers Association will hold its group meetings September 15-19. The schedule will be: registration at 1:30 p.m., program 2:00 to 5:45 p.m., reception at 6:00 and dinner at 7:00. Fee is \$24 for the meeting and \$22 for reception and dinner. Dates and locations are as follows: Group II—15th, Sheraton Inn, Aberdeen; Group IV—16th, Wrangler Motor Inn, Mobridge; Group V—17th, Hotel Alex Johnson, Rapid City; Group III—18th, Holiday Inn, Mitchell; Group I—19th, Holiday Inn City Centre, Sioux Falls. Register through the SDBA office.

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The FDIC and the South Dakota Banking Commission have approved the application of the First

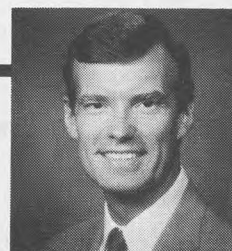
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4 State Bank of Armour—Delmont to acquire the Dakota State Bank of Tripp. Dakota State Bank will become First State Bank, Tripp branch during the first week in September. LeRoy Hofer, president and CEO will continue in that capacity, with Gerald Wenzel as senior vice president and manager of the Delmont branch; Jon Klatt, vice president and manager of Tripp branch and Jerry Altenburg, vice president and manager of the main office located at Armour. After the acquisition of the Tripp bank the total assets of First State Bank, Armour—Delmont—Tripp will be \$39 million.

Colorado News

DENVER: Colorado National Bank—Southwest has elected Michael J. Matthews as president. He was most recently affiliated with Columbine Valley Bank & Trust.

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POSITIONS AVAILABLE

LOAN REVIEW

Prestigious bk in lrg metro area seeks a performance-oriented banker. Familiarity w/bk stock loans, merger/acquis & bk sale analysis, lrg instt cr training & generalist in loan bkgd. \$50K.

CONSUMER LOANS

Head up dept of hvy floorplans, st loans & gen'l instal loans in \$50m+ bk. Seeks 3+ yrs of consumer loans for this city seat instt in recreational area. \$28K.

#2 POSITION

Take charge spot of \$35m+ bk in southern SD city. City seat town needs ag, mgt & cash flow skills to oversee lending. Will eventually run entire bk. \$42K.

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POSITIONS AVAILABLE

SENIOR LOAN OFFICER, VICE PRESIDENT for progressive bank, college town \$48,000 - \$52,000
MARKETING DIRECTOR for a \$400mm+ bank \$29,000 - \$33,000
EXECUTIVE V.P., \$70mm bank, 10,000 approx. pop. \$50,000 - \$60,000
OPERATIONS SUPERVISOR AND TRAINER \$22,000 - \$29,000
COMMERCIAL LOAN OFFICER, college town \$24,000 - \$29,000
CHIEF OPERATIONS OFFICER, metro \$90,000 - \$110,000
LOAN REVIEW OFFICER, \$25,000 - \$40,000
WORK-OUT LOAN SPECIALIST \$25,000 - \$40,000
#2 POSITION, COMMERCIAL LENDER, \$50mm bank \$28,000 - \$35,000
VICE PRESIDENT, AG LENDER, 10,000 approx. pop. \$35,000 - \$40,000
AG AND INSTALLMENT LENDER, \$40mm bank, 4,000 pop. \$25,000 - \$32,000
COMMERCIAL AVP, \$5mm portfolio, ideal location \$25,000 - \$35,000
PRESIDENT, \$5mm, 6,000 approx. pop. \$45,000 - \$55,000
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POSITION AVAILABLE

EXPERIENCED LOAN AND OPERATIONS OFFICER for \$15MM rural Iowa bank. College degree and insurance background preferable. Send resume and salary requirement to File WGK c/o Northwestern Banker. (PA)

TRUST OFFICER—Nebraska bank seeks experienced individual to manage \$30M trust dept. Trust function includes personal and employee benefit accounts. Salary commensurate with experience. Send resume to File No. WGH c/o Northwestern Banker. (PA)

JUNIOR AG CREDIT position. Ag/finance or ag/economics background with 1-2 years on job experience, some computer skills and financial analysis training. Send resume to Norwest Bank Grafton, N.A., P.O. Box 580, Grafton, ND 58237, Attn: Ray Charlton, Pres. (PA)

\$12M eastern Iowa bank near Iowa City has an opening for individual with experience in **LOANS AND OPERATIONS**. Send resume and salary requirements to File No. WGI c/o Northwestern Banker. (PA)

Experienced **LOAN OFFICER** wanted for Eastern South Dakota bank. Send application to File No. WGD c/o Northwestern Banker. (PA)

AG OFFICER—Position with sound, progressive midwest bank. 5 years lending experience and knowledge of government loan programs a must. Excellent benefits and opportunity to advance. Please send resume to file no WGL c/o Northwestern Banker. (PA)

SENIOR CREDIT ANALYST—Ag and/or accounting degree required, or equivalent experience. 5-8 years ag lending or agri related field experience necessary. Excellent working environment and career opportunity. Competitive salary plus a complete benefit program. Send resume to P.O. Box 915, Willmar MN 56201. (PA)

EXPERIENCED community bank CEO seeks challenging position. Experienced in all phases of banking and managerial decisions; 14 years in banking. Currently have restored problem bank to acceptable and salable. Excellent references. File WGQ c/o Northwestern Banker. (PA)

RYAN AUCTION CO., INC.

Decorah, Iowa 52101
Farm Equipment Specialist
Appraisals & Auctions
Call Dale Ryan 319-382-8648

FINANCIAL CAREERS

SENIOR LENDER for \$60 million Illinois bank. Requires ag and commercial lending experience . . . Salary to \$45,000
TRUST OFFICER with employee benefit experience. JD preferred but not required . . . Salary to \$40,000
BANK AUDITOR for major eastern Iowa bank . . . Salary to \$32,000
REAL ESTATE LENDER with at least 5 years experience in sales, pricing and production. Knowledge of residential and commercial products. Will manage Secondary Market Activity . . . Salary Open
#2 PERSON with operations & lending background for Eastern Iowa bank . . . Salary to \$32,000
SENIOR LENDER for major Metro bank. Must have experience in larger bank . . . Salary to \$50,000.
LENDER with Ag and Installment background for community bank near Des Moines. . . . Salary mid \$20s.
LENDER with 1-3 years experience + college degree for large western Iowa bank. Requires some travel Salary Mid 20s.

Freeland Financial Service

1010 Equitable Bldg. Des Moines, IA 50309
515/282-6462
Employer pays fee.

Please contact Malcolm Freeland concerning these positions or for other banking opportunities.

POSITIONS AVAILABLE

VP/MGR COMMERCIAL LOANS

You will have an impact on this bank's future! A leading regional bank in a dominant MN city needs a visible coml loan mgr. Desire 7+ yrs coml lending exp, a degree, & professional profile! To \$50,000 Job #NW8898.

SR. VICE PRESIDENT/LENDING

The chance you have been waiting for! Expanding TC suburban bank needs a high visibility #2 person. Desire 7+ yrs coml/consumer lending exp and a degree. To \$45,000 Job #NW8899.

AVP/COMMERCIAL LENDING

Don't pass up the oppty to be 40 min from the Twin Cities. Sm bank desires a highly personable coml lender with 4+ yrs exp. If you enjoy business development this is for you! To \$35,000 Job #NW8900.

CONSUMER LOAN MGR

Searching for a real oppty! This Wisc bank is looking for a motivator to manage consumer & real estate loans. Qualified applicants should have a min of 1+ yrs of finance coml exp & 3+ yrs in consumer & real estate lending. To \$28,000 Job #NW8901.

FOR MORE INFORMATION
CONTACT PAUL GENTZKOW



ROBERT HALF

3636 IDS Center
Minneapolis, MN 55402
(612) 339-9001

ALL FEES COMPANY PAID

POSITIONS AVAILABLE

CASHIER - \$25MM Ag Bank. Requires background with in-house minicomputers and some knowledge of Agri Loans. \$30K

PRESIDENT - Agri Bank with problem loans. Should have administrative experience and solid Agri Loan skills. \$40K

OPERATIONS - manage department of 35 for large urban bank. Experience with deposit accounting and account services required. \$38K

AGRI LOAN - community bank with large Ag portfolio. Seven yrs. or more Ag Lending experience needed. \$35K

COMMERCIAL LOAN - large suburban bank with \$100MM loan portfolio. Degree and minimum 3 yrs. comml lending experience with six figure credits. \$32K

Additional positions available in Midwestern states.

TOM HAGAN & ASSOCIATES

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

"Serving the Banking Industry Since 1970"

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