

# NORTHWESTERN

# Banker Newsletter

Vol. 15 No. 43

Des Moines, Iowa

February 9, 1987

## Iowa News

The Iowa Bankers Association is sponsoring a full-day workshop on The Tax Reform Act of 1986 and The Reformed IRA at the following locations around the state: Feb. 18—Siebens Forum, Buena Vista College, Storm Lake; Feb. 19—Hotel Fort Des Moines, Des Moines; Feb. 20—The Highlander, Iowa City and Mar. 17—Savery Hotel, Des Moines. Collin W. Fritz, a banking consultant specializing in retirement plans, and Randy Heidmann, a pension specialist and member of Collin W. Fritz & Associates Ltd., will be the speakers. The registration fee is \$100 for IBA members and \$90 for each additional attendee from the same institution. For IBA subscribers, cost is \$125 and \$115 for each additional attendee and for non-IBA members, cost is \$150 and \$140.

\* \* \*

**BENNETT:** Wendell H. Rensink, Jr., has moved here to join the Bennett State Bank as vice president and assistant trust officer, according to Virgil K. Hering, president. Mr. Rensink formerly was assistant cashier at Farmers Savings Bank in Boyden, where his father, Wendell H. Rensink, Sr., is chairman and owner.

**BRITT:** Robert C. Gopperton has been promoted to executive vice president of First State Bank. He has been with the bank for 18 years. Harold M. Wallen, with the bank

since 1958, has been promoted to vice president and cashier and elected to the board.

**COUNCIL BLUFFS:** State Bank & Trust has promoted John R. Tischer and Jerry G. Moritz from vice presidents to senior vice presidents.

**FORT DODGE:** Douglas Larson, C.P.A., has been elected vice president, responsible for the trust division for First American State Bank. He has been with the bank since 1984.

**INDEPENDENCE:** Farmers State Savings Bank has promoted Malcolm G. Risk to vice president & cashier & assistant trust officer; Roger D. Johnson to vice president and trust officer, and Donald R. Clevenger to vice president and manager of the Lamont office. The bank also announced the retirement of Richard B. Fiester from vice president and trust officer, after 29 years. In addition, James R. Smith, vice president, and Duane Smith, assistant cashier, have left the bank to pursue outside interests.

**MAPLETON:** Gary W. Thies has been elected as president and chief executive officer of the Mapleton Trust & Savings Bank, succeeding James G. Whiting, who will continue as chairman. Mr. Thies has been with the bank since 1961.

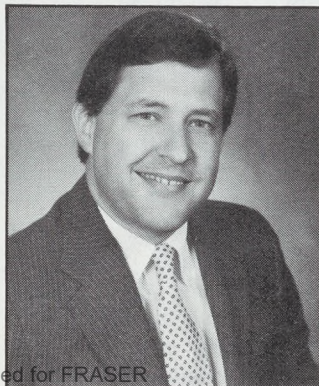
**POCAHONTAS:** Citizens State Bank has promoted Stephen Baade

and John C. Smith from loan officers to vice presidents.

**ROCK RAPIDS:** The Rock Rapids State Bank will remain locally-owned following purchase of 7,784 shares (97.3%) of its common stock by a group of directors and officers at the bank at a public auction held at First National Bank of Sioux City on Jan. 21. George Schneidermann, president; Robert L. Witt, senior vice president and cashier; John Hulshof, vice president (manager Little Rock office), and directors Edward Ladd and Russell Peters make up the group of new owners. All officers, staff and directors will continue in their positions.

**WEBSTER CITY:** On Feb. 2, the First State Bank of Webster City completed a merger with the Farmers State Bank of Stanhope. Norm Skadburg, who has served as president of the Webster City bank since 1981 and president of the Stanhope bank since 1984, will continue as president of the merged bank. The bank will have offices at 505 Second St. and 1919 Superior St., Webster City; and Park and Parker Streets, Stanhope. As of Dec. 31, 1986, the bank has assets of \$74.5 million, deposits of \$66.9 million, loans of \$37.5 million and equity capital and reserves of \$6.2 million.

**WEST DES MOINES:** West Des Moines State Bank has announced the promotion of seven officers to



## Together We Can Accomplish Great Things

Call Dave McQuown, MNB Correspondent Banker  
319-398-4837 or Toll Free 1-800-332-5991

The  
Strength of  
Eastern  
Iowa

Merchants National Bank   
Cedar Rapids, Iowa 52401 Member F.D.I.C. A BANKS OF IOWA BANK



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



Mark Conway

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



Dorothea Wolfe

new positions and the election of six new officers. Promoted were: Joyce A. Chapman from vice president-administration to senior vice president-administration; William J. Duma from first vice president to vice president; Richard C. Finley from first vice president to vice president-consumer lending; Sharen Surber from cashier to vice president and cashier; Alice A. Jensen from first vice president to first vice president-assistant trust officer; Kay A. Trager from assistant cashier to second vice president-operations, and Dan L. McNace from assistant cashier to second vice president. Elected to second vice president status were: Mary J. Anderson; Penny R. Beier, auditor/credit analysis; Lyn J. Fair, marketing; Sherry S. Levine; Ronald A. Phillips, and Donald R. Stone, assistant trust officer.

**WINTHROP:** Lee E. Bossom has been named president of the Peoples State Bank, replacing Ted L. James, who has retired, but will remain on the board. Mr. Bossom joined the bank in 1986.

### Nebraska News

The Nebraska Bankers Association's 1987 Marketing Conference has been planned for Feb. 25 at the Kearney Holiday Inn. "Competing Against the Non-Banks...Now What Do We Do?" is the theme of the conference. Jack Hubbard of Von

Almen & Associates, a Chicago-based consulting firm specializing in research, training and communications programs for community banks, is the featured speaker. Registration begins at 11:30 a.m. followed by a luncheon at noon. The general session will be held from 1:00 to 4:00 p.m. Advance registration fee is \$50 per banker. Registration after Feb. 18 will be \$70.

\* \* \*

The NBA's Supervisory Development Workshops will be held Mar. 4 at the Lincoln Cornhusker Hotel and Mar. 5 at the North Platte Holiday Inn. Dr. Richard M. Robl from Hutchinson, Kan., will speak on the skills of being a supervisor. Back by popular demand, he has consulted with banks and other businesses on supervision, wellness and stress management for the past 11 years. Advance registration fee is \$70 per bankers. After Feb. 25, cost will be \$90 per registrant.

**AINSWORTH:** Commercial National Bank has promoted Michael D. Kreycik from assistant vice president to vice president.

**HOLBROOK:** Reg Warner has been advanced to executive vice president and chief operating officer at Security State Bank.

**LAVISTA:** David G. Nutty has been promoted to vice president of the Brentwood Bank of LaVista. He joined the bank in 1986.

**LOUP CITY:** Sherman County Bank of Loup City has announced it plans to take over the Dannebrog Credit Union, pending regulatory approval. The credit union opened in April 1985, following the failure of the State Bank of Dannebrog.

**SIDNEY:** The Sidney National Bank has been purchased by Mr. and Mrs. Charles R. Leffler, Sr., and Mr. and Mrs. Charles R. Leffler, Jr., sole owners of Sioux National Co., the holding company that owns Sioux National Bank of Harrison. The two banks are being merged as Security National Bank, with headquarters in Sidney and Sioux National continuing as a branch in Harrison. Charles Leffler, Sr., will be chairman and president. Charles Leffler, Jr., and Robert C. Conrad will be vice chairmen. Mr. Leffler, Jr., continues as president of Security State Bank in Holbrook, owned separately by the Leffler family, but moved to Sidney last weekend. Mr. Conrad was chairman and president of Sidney National Bank and will continue in an active role with the newly-merged bank. Wayne Hoskinson will continue as president of the branch in Harrison. All other personnel at both banks remain the same. The new bank has approximately \$50 million in assets.

### Minnesota News

**BLAINE:** W. Norman Swenson has been elected president of First Bank Northtown. He succeeds Janet J. Smith, who has joined FBS Card Services, Inc., the credit card servicing subsidiary of First Bank System. Mr. Swenson has been with First Bank System since 1966.

**DULUTH:** Bruce P. Wagner has been elected president and member of the board of Norwest Bank Duluth, succeeding Robert M. Fischer, who is retiring. Mr. Wagner most recently served as senior vice president in charge of retail banking for the bank.

**MINNEAPOLIS:** Norwest banks in Redwood Falls, Tracy and Slayton, Minn., were sold Jan. 26 to banks owned by Minnesota Valley Banc-Shares, Inc., a new bank holding company. Chairman of the holding company is John A. McHugh, a Minneapolis attorney and a former president of Norwest Bank Minneapolis. The agreement to sell the banks was announced a year ago. A week earlier, Norwest concluded the previously announced sale of its



There is A Difference In Banks...

**Valley National Bank**

Main Office - Sixth and Walnut  
DES MOINES, IOWA 50304

A BANKS OF IOWA BANK  
Member FDIC

For Professional Correspondent Service  
Call 1-800-622-7262



JAMES F. MacLEAN  
Vice President



H. PETER DeROSIER  
Vice President

# THE BEST JUST GOT BETTER...AGAIN!

Introducing the teller machine that will give you the time-of-day!

**SHARP** BE-2520  
Electronic Audit Machine

## FEATURES

- Issues professional looking receipts!  
(NOW with time-of-day!)
- Compact size for countertop use!
- Cuts teller balancing time!
- Has its own adding machine!
- Speeds up window transactions!
- Complete teller audit trail!



# THE SMARTEST FINANCIAL TERMINAL AROUND!

A user friendly teller system for "on-line" or "off-line" use!

**SHARP** BE-6500  
Teller Terminal



## FEATURES

- "On-line" to Burroughs, IBM and others!
- "Off-line" for growth and flexibility!
- 18 programmable function keys definable for specific needs!
- SHARP quality and advanced features!
- Cost to Feature / Performance Ratio best in the industry
- Improves teller productivity and efficiency!
- Daily time management reports monitor teller activity!

FOR MORE INFORMATION:



**Data Business Equipment, Inc.**  
1220 Second Avenue, Des Moines, Iowa 50314-3103

In Iowa Call Toll Free: 1-800-652-9604 or (515) 288-3000

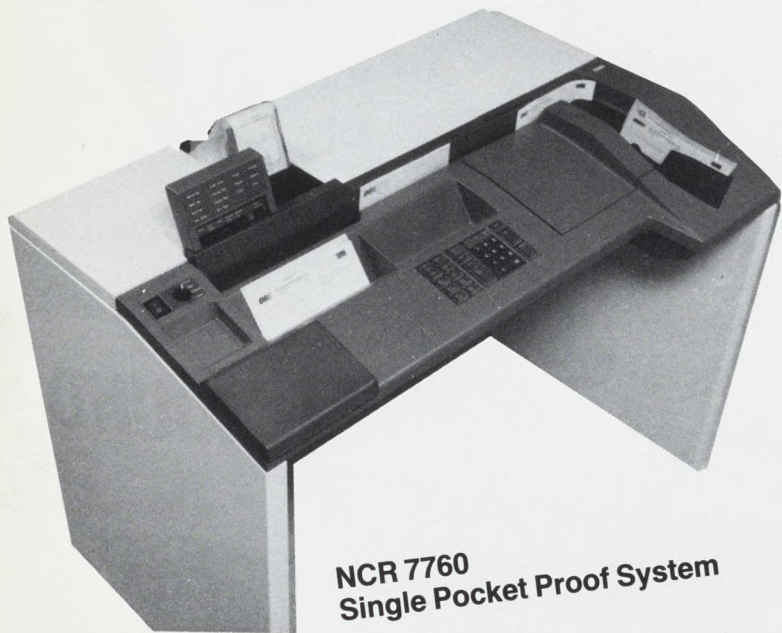
Offices:  
627 - 1st Avenue S.W.  
Cedar Rapids, Iowa 52405  
(319) 366-6000

701 W. Milwaukee  
Storm Lake, Iowa 50588  
712-732-6113

**SERVICE IS THE HEART OF OUR BUSINESS**

# COST EFFECTIVE PROOF ENCODING SOLUTIONS

Reconditioned NCR Proof Encoders From DBE



**NCR 7760**  
Single Pocket Proof System

## DBE - THE SINGLE SOURCE

### TERMS

- Save \$ on Purchase
- Rental Plans Available

### INSTALLATION & TRAINING

- Complete Installation
- Thorough Training of Personnel
- Complete Documentation of Operations



**NCR 775 Proof Encoder**  
Single or Multi-Pocket Models

### SERVICE & SUPPORT

- Unconditional 90 Day Warranty Period
- Comprehensive Service Contracts
- Includes Scheduled Preventive Maintenance
- Three Service Locations  
Des Moines  
Cedar Rapids  
Storm Lake

### SUPPLIES

- High Quality MICR Ribbons
- Printer Ribbons & Journal Paper
- Competitive Pricing (20 to 30% less) Results in \$ Savings

FOR MORE INFORMATION:



**Data Business Equipment, Inc.**  
1220 Second Avenue, Des Moines, Iowa 50314-3103

In Iowa Call Toll Free: 1-800-652-9604 or (515) 288-3000

Offices:  
627 - 1st Avenue S.W.  
Cedar Rapids, Iowa 52405  
(319) 366-6000

701 W. Milwaukee  
Storm Lake, Iowa 50588  
712-732-6113

**SERVICE IS THE HEART OF OUR BUSINESS**

---

---

# IOWA BANKERS

---

---

## PROBLEMS WITH YOUR BANK'S BOND?

*ARE YOUR UNDERWRITERS DEMANDS EXCESSIVE?  
HAVE YOUR PREMIUMS SKYROCKETED?*

We have been solving Bankers bonding problems for over  
75 years . . . AND AT THE LOWEST POSSIBLE PREMIUM!



CALL OR WRITE

## **IOWA BANKERS INSURANCE AND SERVICES, INC.**

104 EAST LOCUST STREET  
DES MOINES, IOWA 50308  
1-800-532-1423 or (515) 286-4344

## **KANSAS BANKERS SURETY COMPANY**

P.O. BOX 1654  
TOPEKA, KANSAS 66601  
(913) 234-2631

---

# **SOUTH DAKOTA BANKERS**

---

## **PROBLEMS WITH YOUR BANK'S BOND?**

*ARE YOUR UNDERWRITERS DEMANDS EXCESSIVE?*

*HAVE YOUR PREMIUMS SKYROCKETED?*

Are you FORCED to write one type of insurance with a company at a higher premium, just so they will write another type of policy for you?

IF SO... PLEASE CONSIDER THIS

We have been solving Bankers bonding problems for over 75 years . . . AND AT THE LOWEST POSSIBLE PREMIUM!

CALL OR WRITE

### **KANSAS BANKERS SURETY COMPANY**



P.O. BOX 1654  
TOPEKA, KANSAS 66601  
(913) 234-2631

# agri CAREERS, INC.

AG BANKING PERSONNEL SPECIALISTS

## BANKERS AVAILABLE

S-1 **E.V.P.**—Eleven years of experience, has attended numerous banking schools, and expertise in all areas of banking. "An extremely motivated, bright individual who can communicate with anyone," quoting his former V.P. "Knowledgeable, fair and honest," were all comments made by a reference. U. of IL grad. **\$40,000.**

S-2 **CEO**—"I'd hire him back in ten seconds," quoting a former employer. Has been managing a staff of twenty two, all operations of a 25MM bank, along with overseeing a 17MM loan portfolio. An outstanding leader with excellent credentials and becomes involved in the community. College grad. **\$50,000.**

S-3 **A/C L.O.**—"Proficient with the computer, works in the farm credit program and handles the farm checking system. "Likeable, no bad habits, and he presents himself very well," expounded a former supervisor. This individual works when it isn't required and customers go out of their way to work with him. UNI grad. **\$18,000.**

S-4 **AG L.O.**—"Never question his documentation ability because it has to be extremely good for our high requirements," according to his dept head. This individual trains new account officers, supervises five account officers, and has a total asset portfolio of 180 credit lines representing 10.5MM. Complete familiarity with collections and workouts. Waldorf grad. **\$20,000.**

S-5 **V/P COMM**—Fourteen years of banking experience. Commercial, consumer and ag loan experience. "He's timely and has a good rapport with customers and the staff," according to a reference. This individual likes challenges and goals set before him. A real go getter. Knows what can be done and what can't be. Southwest State University grad. **\$33,000.**

S-6 **CONSUMER L.O.**—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. Three years bank exp. **\$22,000.**

J-7 **SR. OFFICER**—Has served as #2 person in \$20mm bank for past 10 yrs. Handles \$11mm loan portfolio. Strong ag lender, successful in workouts and collections and works in operations, compliance and insurance areas as well. B.A. degree, graduate school of banking and ag credit school. **\$35,000.**

J-8 **PRESIDENT/EVP**—Accomplished banker offers well-rounded experience in ag and commercial lending and bank management. Former employer states; "Very profit oriented; ran the bank like he owned it and gives it 100%. As good a lender as I've seen." Now responsible for over \$30mm in ag and commercial loans. ISU grad. **\$45,000.**

J-9 **VICE PRESIDENT**—An up and coming young banker who is ready to advance his career after six years of hands-on experience in a mid-sized IA bank. References praise his dedication and ability. "Very self-motivated...really a 'doer.' Likes his work and keeps on top of things...VERY strong in ag lending, but also knows his way around business and installment loans—he's been exposed to everything here and he learned quickly." Another reference states, "SUPER responsible, professional, and good PR skills. Has proven ability in credit judgment and also understands the operations end. Definitely management material!" Degree in Finance, holds insurance licenses, and Ag Banking School grad. **\$27-\$30,000.**

J-10 **SR. OFFICER**—"Really has what it takes in banking today; he knows lending inside-out, and an effective and well-liked manager of staff," reports one reference. Over 10 years with same bank, in charge of \$15mm ag loans in \$80mm bank. Shares commercial loans, operations and administrative duties as well. M.S. Ag Econ., extensive bank schooling. **\$48,000.**

J-11 **C.E.O.**—President of \$16mm ag bank, handles all loans, bank management and some investments. Prior experience in correspondent and trust areas. Former supervisor states, "I wish I could have taken him with me when I left that bank; now I'd be afraid to hire him if I could...he knows more about running a bank than I do!" Very polished individual with strong communication skills. B.S. Economics, graduate school of banking. **\$45,000.**

J-12 **ASST. V.P.**—Has 4 years experience as ag rep in small country bank. Works with all types of loans, and helps with operations. Graduated ISU with honors, and attended Ag Credit School. "Good with documentation, and really grinds through the work load." **\$24,000.**

J-13 **AG LENDER**—"A dedicated and conscientious worker...pays attention to detail," quoted one supervisor. Three years with Farm Credit System, plus previous experience in ag sales. A co-worker describes him as "a smooth and intelligent young man who has a thorough knowledge of ag lending." B.S. Ag. **\$27,000.**



JEAN EDEN  
712/779-3567  
Hwy. 92 W.  
Massena, IA 50853

*Our reputation of maintaining our candidates' confidentiality enables us to attract a select group of ag bankers and lenders... those currently employed and not actively job hunting, but ready to make a move for the right opportunity.*

*Let us know your needs without commitment; we won't 'hound' you with phone calls or 'flood' you with resumes, and there is no fee unless you hire.*



SANDI GARNER  
515/394-5827  
Hwy. 63 S.  
New Hampton, IA 50659

## BANKERS AVAILABLE

J-14 **V.P. JAG**—"Has really done well in solving some major ag loan problems, and knows how to work with people to get results," was one reference opinion about this young banker. Offers five years as ag lender with major holding company, and two years as V.P. of \$30mm independent bank, handling problem ag loan workouts. A co-worker relates, "Has experience in all areas...really works well with farmers. Always thinking before he speaks and his adept at handling tough situations." B.S. Business Admin. **\$32,000.**

S-15 **A/C**—"I have nothing but good things to say about this individual...he's ambitious, conscientious, a pleasing personality and a team player," quoting the president who originally hired him. This party is excellent with customers, straight forward but not abrasive. Just not challenged enough where he is at. Wrote a program to put the bank's budget on the computer on his own initiative. **\$21,000.**

S-16 **AG L.O.**—Has four years of lending experience. Handles tough situations well and is very knowledgeable in ag credit. Picks up strengths and weaknesses in credit situations very easily. A very positive attitude and gets along with customers and associates very well. Motivated candidate who wants to succeed! Southwest State University grad. **\$25,000.**

S-17 **AG L.O.**—Familiar with all aspects of ag lending from beginning to end. Responsible for 3.5MM in ag loans where at presently. Strong ag background with degree emphasis in ag lending and bank operations. Lots of incentive...wants to get involved and do the job. Always trying to learn new things. "Fits in really well wherever he goes," related a reference. **\$22,000.**

S-18 **L.O. & INS AGENT**—Six years of experience working with the insurance agency and personal, ag, FmHA, and home improvement loans. Does comparison and analysis of financial statements on the computer. This individual has all of his insurance licenses. A great employee. **\$19,000.**

S-19 **AG REP.**—Presently working at a \$25MM bank and overseeing ag consumer and commercial loans. "Documentation is excellent and he's good in credit analysis," relates V.P. of bank. FmHA guarantees are part of his daily work load. Very easy to get along with...good attitude. Degree in banking. **\$18,000.**

S-20 **CASHIER**—Extremely good with numbers. Enjoys working with the computer, does call reports, and profit and loss statements. He offers ten years of exp. Reference says "A good number cruncher." Completed various banking school courses. Grad. with a double major in business and econ. **\$29,000.**

J-21 **AG LOAN OFFICER**—Spent three years with PCA before entering banking 2 years ago, as ag rep in \$25mm bank. Reference says: "Very professional manner and appearance...thorough, organized, excellent on documentation...EFFECTIVE and hard working, and knows how to handle responsibility." ISU Grad, **\$30,000.**

J-22 **AG LENDER**—Responsible for \$6mm in ag loans. Strengths are in loan analysis, workouts, and rates #1 in customer relations. Three years with Farm Credit Services handling short term loans. "Follows through on things, and can spot a poor-risk loan...outgoing and self-confident, he'll get involved in the community represent a bank well...A qualified ag lender with good potential to learn commercial lending," says references. Prior experience as commodity broker, good computer skills. B.S. Ag Econ. **\$28,500.**

J-23 **VICE PRESIDENT**—Currently employed in \$30mm bank, handling ag loans and a share of commercial and consumer loans. Formerly with FCS, where his responsibilities included ag loans,

collections, refinancing and office management. Former supervisor at PCA relates, "Diplomatic in stressful situations and good on collections, he's well-liked by co-workers and a valued employee." Degreed. **\$29,000.**

S-24 **ASSIT/CASH**—A college graduate with seven years of banking experience. Coordinates all loan activity internally. Does bank call reports and assembles and enters daily loan volume into the computer system. Implemented a employee communication program successfully resulting in better communications between management and employees which resulted in a marketing tool used by bank management. A good employee! **\$23,000.**

S-25 **AVP**—"Loan contracts proved to be sound that he negotiated," they were analyzed well and good decisions were made," according to this individual's former supervisor. Farm Credit and bank experience combine to make this candidate and excellent employee. Three years of experience in all facets of lending with emphasis in agriculture. This self starter is an ISU grad. **\$26,000.**

J-26 **AG LOAN OFFICER**—Currently in charge of decreasing ag loan portfolio in small rural bank; also handles few installments. Has 2 yrs. previous experience with FmHA, which has added to his success in processing guaranteed loans. References say, "Very smart cookie! A real stickler on cash flows and detailed financial statements...good personality; customers accepted him very quickly in this 'close knit' community. Very conscientious; always the first to arrive and the last to leave the office." B.S. Ag. **\$23-\$25,000.**

J-27 **VP BANKING**—Currently AVP for major holding company, in charge of \$6mm ag loans. Five years previous experience with FCS as a short term lender. Former supervisor recommends him highly; "A very successful ag lender, and his organizational skills are a big key to that success. He's a hard driver who can churn thru paperwork to close the deal, and doesn't overlook details. Very personable; has maturity and poise beyond his years. A good communicator." B.S. Ag, ISU. **\$30,000.**

J-28 **VP/AG DEPT. HEAD**—Has been responsible for major portion of large volume ag credit lines for major bank chain for past 5 years. As manager of the ag dept., he decreased substantial volume of problem loans while maintaining high standard of credit quality on existing portfolio. Directed the completion of credit analysis, field inspections and documentation. Supervises 2 loan officers. Active in community and banking organizations. Excellent references. B.S. Ag Econ. Open on relocation. **\$30,000.**

J-29 **VICE PRES.**—"Qualified and competent; equipped to handle responsibility," says co-worker about this aggressive young banker. Heavy in ag lending, but involved in other areas also. "Documentation and people skills are two of his strengths. Made FHA guarantees work, forceful when situation calls for it, but not overbearing. Great attitude," states reference. B.S. Bus. Mgmt., Ag Credit School, Principals of Banking, Installment Credit schooling, FmHA Approved Lender, insurance licenses and good computer skills. **\$30,000.**

J-30 **SR. VICE PRES.**—Second in-charge of \$35mm bank. Handles \$10mm in ag and commercial loans. Recovered loans thought to be in loss status, works with FmHA and SBA guaranteed loans and restructuring credits. Over 12 yrs. in banking, strong PR skills, and gets involved in community. B.S. Ag Econ. from ISU, graduate of Am Bankers Assoc. Grad School of Ag Banking, holds insurance licenses. **\$38,000.**



# Call on the "Experienced Professionals"

*Ready to meet your correspondent needs.*



13th & M Streets, Lincoln, Nebraska 68501

FirstTier Bank, N.A., Lincoln, Member FDIC

banks in Montevideo, Ortonville, Dawson and Luverne to Minnwest, Inc., a newly-formed bank holding company founded by M.D. McVay, retired president of Cargill, Inc., and a former director of Norwest Bank Minneapolis.

● **MINNEAPOLIS:** First Bank System has appointed the following to vice president status: John J. Gozola, special projects, audit and examination; Michael A. Miller, consumer and community banking, audit and examination, and Debra L. Smith, human resources.

● **PLYMOUTH:** Roger M. Janikowski has been elected president of First Bank Plymouth, and manager of its small business division. He succeeds James Sherard, who took a banking position in Washington, D.C. Mr. Janikowski joined the bank in 1978.

## Illinois News

● **CHICAGO:** Robert R. Yohanan has been elected president, chief operating officer and a director of Lake Shore Bancorp., Inc. He was also elected president and COO of the wholly-owned subsidiary, Lake Shore National Bank. Since 1984, he has managed the assimilation of acquired institutions, most notably American National Bank.

● **SPRINGFIELD:** Larry A. Burton has been promoted to senior vice president and chief financial officer of the First National Bank of Springfield. He joined the bank in 1979. In addition, Albert J. Gardner has been promoted to vice president and chief trust officer and head of the trust division. He joined the bank in 1984.

## North Dakota News

● The North Dakota Bankers Association will sponsor a one-day workshop on Bankruptcy to be held Feb. 27 at the Radisson Hotel, Fargo. James T. Burghardt, partner with a Denver law firm, will present the

seminar. A special session on Chapter 12 will be included in this workshop. Registration fee is \$95 per participant. After Feb. 17, cost will be \$115 per person.

● **VALLEY CITY:** First National Bank of Valley City has named Jack Marthaler as senior vice president, and Mike Killoran as vice president and ag loan manager. Both officers joined the bank in 1984.

## Wisconsin News

● **GREEN BAY:** Mary J. Marquis has been promoted to vice president at Valley Trust Company. She became associated with the company in 1973.

● **LAKE MILLS:** Gary C. Vande Zande has been promoted to senior vice president of the Greenwood's State Bank. He joined the bank in 1977. Promoted to vice president and cashier, Mary Lou Treptow has been with the bank since 1962.

## Wyoming News

● **CASPER:** Affiliated Bank Corporation of Wyoming has announced an agreement to acquire The First National Bank of Lovell from Mr. Oren L. Benton of Denver, Colo. In a related transaction, Affiliated has agreed to issue new common stock for cash to ABC Financial Corporation, a company led by John C. Amman. Together with the acquisition of the Lovell bank, this represents increased capital of \$11.7 million in

Affiliated. Both the Lovell bank acquisition and the stock issuance are subject to regulatory approval and are expected to occur late in 1987. As a result of these transactions, ABC Financial Corporation and Oren L. Benton will become the largest stockholders of Affiliated.

● **EVANSVILLE:** Jay F. Bordewick has been named president and chief executive officer of Equality Bank of Evansville. He has been in senior management positions with several Casper banks prior to this appointment.

## Colorado News

● **DENVER:** The FDIC has approved the assumption of the deposit liabilities of First Charter Bank, Denver, by Century Bank and Trust, Denver. The bank was closed on Jan. 15 by Colorado State Bank Commissioner Richard B. Doby, and the FDIC was named receiver. The failed bank's only office reopened Jan. 16, as a detached facility of Century Bank and Trust, which will assume about \$9.0 million in 1,900 deposit accounts and has agreed to pay the FDIC a purchase premium of \$81,000. It also will purchase certain of the failed bank's loans and other assets for \$6.3 million. To facilitate the transaction, the FDIC will advance \$2.7 million to the assuming bank and will retain assets of the failed bank with a book value of about \$3.2 million.

## Inquire about FLEX-O-PAY®

- a computerized billing/credit system
- generates additional income from present staff and equipment
- means of increasing your local commercial business
- plan developed by bankers for bankers

CALL:  
1-800-772-2411

WRITE:  
LeRoy Bell  
The National Bank of Waterloo  
P.O. Box 90,  
Waterloo, IA 50704



Capital improvement plans  
and other management services

**SWORDS ASSOCIATES, INC.**  
PROFESSIONAL BANKING CONSULTANTS  
4900 OAK SUITE 301 KANSAS CITY, MO 64112  
(816) 753-7440

*Holder and Associates*  
**Bank Consultants**

**Specializing in Bank Acquisitions**  
515-232-0814  
P.O. Box 450 405 Main Ames, Iowa 50010  
**DONALD E. HOLDER, Principal**

Serving bankers quietly and efficiently.

**CAPITAL PERSONNEL SERVICE**

714 First Interstate Bank Building  
Des Moines, Iowa 50309  
515-283-2545

**SHARP TELLER MACHINES**

New or Reconditioned  
Call: Bankers Equipment  
612-890-6661 or  
1-800-328-4827 ext. 1905

**FOR SALE**  
**RECONDITIONED**  
**BRANDT** Coin Sorters-Counters  
**BRANDT** Currency Counters  
New Warranty  
402-571-5577

**POSITIONS AVAILABLE**

**AG LOAN OFCR**

Not in line for #1 job? Here's your chance to get back on track! \$20MM ag bank seeks 5+ years bank ag for #2 spot. \$28K.

**PRESIDENT**

Career maker. Clean bank in prosperous ag area looking for fast tracker who has lending, ops and ins for \$10M bank. \$35K.

**COMM'L LENDER**

Put yourself in the spotlight. High visibility and quick promotions. 3 years comm'l for growing bank in aggressive mkt. \$30K+.

**SR. VICE PRESIDENT**

Can't lose position. Senior mgt position in comm'l/Ag bank. Must have well-rounded background, supervisory and 5-10 years of exp. \$45K.

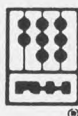
**#2**

Fantastic location offers best of both worlds. Must enjoy small bank but looking to enjoy city atmosphere. SBA, FHA and operations exp in healthy bank. \$25K.

**TRUST OFCR**

Fast growing Illinois bank offers growth potential and excellent benefits. 3+ years of trust exp in mid sized dept reg. \$36K.

FOR FURTHER INFORMATION CONTACT KURT ROSENCRANTS



**ROBERT HALF**

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

ALL FEES COMPANY PAID

**POSITIONS AVAILABLE**

\$70MM Bank is looking for a **SENIOR LENDER**. Must have 8-10 yrs experience with emphasis on Commercial Lending. Position leads to EVP. Send resume to File No. WHY c/o Northwestern Banker. (PA)

**PRESIDENT**. \$10MM East central Iowa bank has A+ rating and wants to keep it. Seeking detail oriented CEO with ag expertise. Send resume to File No. WIH c/o Northwestern Banker. (PA)

**CEO** for rural Nebraska \$10 million bank. Need experience in all phases of farm, ranch and other lending. Bank in good condition. Insurance experience helpful. Excellent pay and fringes. Send resume to File No. WII c/o Northwestern Banker. (PA)

**COMMERCIAL LOAN OFFICER**. Excellent opportunity for individual with minimum 3 years commercial lending experience. Bank moving to Ames, IA. Send resume to or contact Joseph R. Simmens, Pres., American State Bank, Box 367, Roland, IA 50236. (515) 388-4331. (PA)

**OPERATIONS OFFICER**. Excellent opportunity for individual looking for a growth oriented bank. Prefer minimum of 5 years experience with micro computer training. Bank moving to Ames, IA. Send resume to or contact Joseph R. Simmens, Pres., American State Bank, Box 367, Roland, IA 50236. (515) 388-4331. (PA)

**RES. LENDING PRODUCTION MANAGER**. \$875 million Des Moines, Iowa bank is seeking individual with 5 years retail lending/underwriting exp., thorough knowledge of FNMA/GNMA, FHLMC, VA and conventional loans, and ability to solicit loans and develop markets in multi-state region from organization offices and a correspondent network. \$45K. Send resume to Annette Horras, Employment Specialist, United Federal Savings Bank, Locust at 4th, Des Moines, Iowa 50309. (PA)

Position open for an experienced **AGRICULTURAL LENDING OFFICER**. Insurance and accounting background beneficial. Send resume and salary requirements to Arnold Leen, Citizens State Bank, Box 126, Waterville, MN 56096. (PA)

Peoples Savings Bank needs **#2 PERSON** with lending & operations experience & computer interest. Insurance licenses a +. Good town & great staff. Contact Bill Bernau, Box 128, Crawfordsville, IA (319) 658-2131. (PA)

**WANT TO BUY**

**LATE MODEL IH OR JD TRACTORS & FARMING EQUIPMENT**. Contact Grinnell Implement Store, Box 45, Grinnell, IA 50112. (515) 236-3195 (WTB)

Good, used brand **COIN COUNTER & PACKAGER**. Call Lee at (319) 935-3364. (WTB)

**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

**NEW OPPORTUNITIES**

**AG LOAN OFFICERS** with two or more years experience and college degree for banks in \$60 million range in Eastern and Northwestern Iowa and Illinois. Salary to \$30,000

**COMMERCIAL LOAN POSITIONS** in major Iowa cities. Prefer college grads with two to five years experience. Salary to \$35,000

**LOAN REVIEW POSITION** for prestige banking organization located in area of 350,000. Salary to \$30,000

**INSTALLMENT LENDER** with 3 or more years experience for \$60 million Iowa bank. To \$25,000

**Financial Careers**

(Division of Freeland Financial Service, Inc.)

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

Employer pays fee.

Please contact Lorraine Lear concerning these and other Midwest banking opportunities.

**POSITIONS AVAILABLE**

**VP OPERATIONS**—need 5+ years of cashier experience including some E.D.P. experience. \$60MM bank. Central Iowa. Mid \$30s.

All fees are paid by our client employers.

**Richard L. Boem, CPC**  
**GUMBERT EXECUTIVE EXCHANGE, INC.**

11246 Davenport Street

Omaha, NE 68154

Phone: 402/330-3260

Member National Personnel Associates  
We're Nationwide

**POSITIONS AVAILABLE**

**PRESIDENT**

Are you a hard-charger needing to put mgmt skills to better use? Join this top-performing bank in N MN and watch your efforts be rewarded! Qualified applicants will possess 5+ yrs com'l lending exp and proven leadership abilities. To \$60K. Job #NW1123.

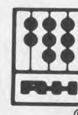
**COMMERCIAL LENDER**

Tired of being overlooked by mgmt? This position will lead you to the advancement your career needs! \$45mm bank less than an hour from Mpls seeks 2+ yrs com'l lending to play a generalist role. Ownership available! To \$35K. Job #NW1122.

**CASHIER**

In a dead-end job? Take advantage of this terrific opt! S MN bank desires 3+ yrs operations exp to mge teller, bookkeeping & proof areas. Hot! To \$30K. Job #NW1121.

FOR MORE INFORMATION  
CONTACT PAUL GENTZKOW  
OR JEAN TODD



**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

**ACRI 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"

Vol. 15 No. 43 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, \$24.00 per year. Second class postage paid at Des Moines, Iowa. Address all mail subscriptions, changes of address (Form 3579), manuscripts to Northwestern Banker, 1535 Linden St., #201, Des Moines, Iowa 50309.