

NORTHWESTERN

Banker Newsletter

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Des Moines, Iowa

February 8, 1988

Nebraska News

The Nebraska Bankers Association will offer its 1988 Human Resource Forum at three locations in February. Registration/continental breakfast will be at 8:30 a.m. At 9:00 attorney Thom K. Cope will present "Current Legal Issues in Personnel Management." Luncheon will be served at 12:00. From 1:00 to 4:30, "Establishing a Total Compensation Program," "Managing the Performance Appraisal Process," and round table discussions will be led by Gerald B. Dimon and Sally Schneider, human resource staff from FirstTier Bank, Lincoln. Fee is \$70 and includes materials, breakfast and lunch. Dates and locations are: 23rd—Omaha Red Lion Inn; 24th—Grand Island Midtown Holiday Inn; 25th—North Platte Holiday Inn. Contact the NBA office by February 17 to register.

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The Nebraska Bankers Association will sponsor its 1988 Bank Directors' Forum at three locations in March. Topics include "Gauging Institutional Performance and Risk," "Managing the Regulators," "Maximizing Board Efficiency" and "How Boards Support Management." Registration/continental breakfast is at 8:30 a.m., and the meeting runs from 9:00 to 4:30 with a noon luncheon. Fee is \$90 for the first registrant and \$70 for each additional. Dates and locations are: 8th—Lin-

coln Hilton, 9th—Kearney Ramada Inn, 10th—Ogallala Holiday Inn. Register through the NBA office by March 1.

HASTINGS: Among recent promotions at Hastings State Bank were the naming of Richard Heishman to executive vice president and Gary D. Johnson to vice president.

OMAHA: Steven C. Watts has been named president of Norwest Bank Nebraska at 10010 Regency Circle. He joined Norwest in Des Moines as a vice president in 1981, and served as senior vice president for the Norwest Bank at Marian, Ia. from 1985 until the move to Nebraska.

OMAHA: L. W. "Woody" Graham has been elected vice president and commercial lending officer at American National Bank. For the past eight years, he has been active in the commercial lending field with the First Interstate Bank System in Iowa, most recently with the bank in Spencer.

Minnesota News

SPRINGFIELD: Among recent promotions at Farmers & Merchants State Bank was the naming of Paul D. Pieschel to executive vice president. He joined the bank in 1983 and has been serving as a loan officer.

Illinois News

WILMETTE: Sheila Allen and Janice Dubell have both been named

vice presidents of loan operations at Edens Bank. Ms. Allen has been with the bank since 1981 and Ms. Dubell since 1975. Both previously served as assistant vice presidents of loan operations.

North Dakota News

WILLISTON: The FDIC has approved the assumption of the deposit liabilities of Williston Basin State Bank by First National Bank & Trust Co. of Williston. The failed bank was closed on January 21, at which time it has total assets of \$12.3 million. Its sole office reopened on January 22 as a branch of First National. First National will assume about \$12.1 million in deposits and has agreed to pay the FDIC a purchase premium of \$129,851. It also will purchase certain of the failed bank's loans and other assets for \$7.3 million. To facilitate the transaction, the FDIC will advance about \$4.6 million to the assuming bank and will retain assets of the failed bank with a book value of about \$4.9 million.

Wyoming News

CASPER: Affiliated Bank Corporation has announced that the Federal Reserve System has approved its application to acquire First National Bank of Lovell in exchange for common and preferred stock of Affiliated. Affiliated proposes to acquire the Lovell bank and to issue

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Dorothea Wolfe

new common stock for cash of \$5.5 million. Completion of this acquisition would increase Affiliated's holdings to nine banks.

Iowa News

The Iowa Bankers Association and Collin W. Fritz & Associates will present "IRA 1988: Insights into the New IRA" at three locations in February. Fee for this update seminar is IBA members—\$100 for first attendee, \$85 for each additional; subscribers—\$125 for first attendee, \$115 for each additional; non-members—\$150 for first attendee, \$140 for each additional. Registration begins at 8:30 a.m. and the program runs from 9:00 to 4:00. Lunch will be served from noon to

1:00. Dates and locations are: 16th—Siebens Forum, Buena Vista College, Storm Lake; 17th—Airport Hilton Inn, Des Moines; 18th—The Highlander, Iowa City. Contact the IBA for more information.

"Security Responsibilities and Liabilities," a one day seminar designed for security officers, operations managers and training officers, will be presented at two locations in March by the IBA. Jerry Kenna, president of Profit Protection, Inc., Miami, will lead the seminar. Fee is \$165 for IBA members, \$200 for subscribers and \$250 for non-members, with \$20 additional for fees paid at the door. Fee includes training manual, a choice of three visual aid training programs, lunch and breaks. Registration begins at 8:30 a.m. and the seminar runs from 9:00 to 5:00. Dates and locations are: March 2—Holiday Inn, Iowa City; March 3—Hotel Savery, Des Moines. Contact the IBA for more information.

A Residential Lending Seminar will be offered by the Iowa Bankers

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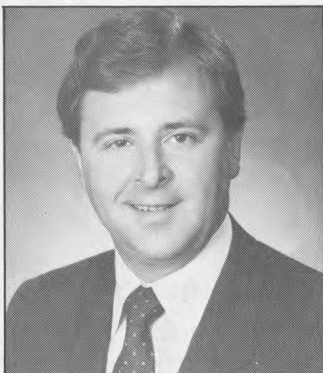
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Mortgage Corporation at four locations in March. The three hour seminar provides a review of the various mortgage loan products offered by IBMC. Registration is at 9:00 a.m. and the program runs from 9:30 to 12:30. Fee is \$25 for IBMC members, \$30 for non-members, and \$5 additional at the door. Dates and locations are: 15th—The Highlander, Iowa City; 16th—The Red Fox Inn, Waverly; 17th—The Siebens Forum, Buena Vista College, Storm Lake; 18th—The Holiday Inn University Park, West Des Moines. For more information, contact Jane Sexton at the IBMC, 230 Liberty Building, Des Moines, IA 50309.

CEDAR FALLS: Philip S. Berg has retired from Midway Bank & Trust of Cedar Falls after serving nearly 24 years as bank president, and has been appointed chairman of the board. He began his banking career in 1955 at the First National Bank in Cedar Falls. He became first




Jerry Trudo
 MNB Correspondent Banker

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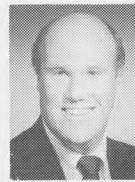

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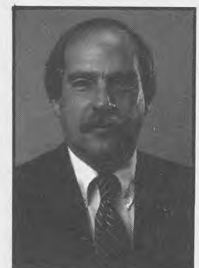
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BANKERS AVAILABLE

LOAN OFFICER

1. Four years experience in commercial bank. Lots of enthusiasm . . . aggressive and good attitude towards work. Very personable individual. Ag is definitely his field. Enjoys appraisal work. B.S. degree. **\$25,000.**

ASST. V.P.

2. "For a young man his age, he's tops — absolutely tops," related a reference. Four years experience in a highly regarded major holding company. Ag, consumer, commercial and real estate lending expertise. Gets along very well with customers and fellow workers. I.S.U. grad. **\$29,000.**

OPERATIONS

3. Over five years in same bank. Now head of operations, also assists with loans and insurance. Reference states; "Does excellent job . . . very hard worker and responsible, gets involved in community, good family man, and VERY personable." ISU grad, IA School of Banking, etc. **\$28,000.**

AG LOAN OFFICER

4. Two years in a \$100mm bank, working with all facets of ag lending. References say, "One of the best . . . lots of drive, really knows ag credit." Strong computer and documentation skills. B.A. Business, Ames Ag Credit School. **\$20,000.**

VICE PRESIDENT

5. Five years commercial bank experience. Outstanding with cash flows, computer, financial statements, etc. "Works late evenings and early mornings to get the job done. Not afraid of hard work and does it right," relates previous supervisor. Handles all facets of lending, attended various banking and computer schools. B.S. degree. **\$36,000.**

AG LOAN OFFICER

6. "A 'can do' person . . . always willing to help. Looks for work to do!" states former employer. Two years of bank experience, previously with FmHA. A polished individual with a good sense of humor and great attitude. ISU grad. **\$24,500.**

AG LENDER

7. Comes from a dairy background and offers four years of overall financial experience. Handles \$6.5mm ag portfolio. "Very intelligent, takes charge and is hard working and conscientious," says reference. Very qualified and professional. College grad. **\$23,000.**

VICE PRES/BRANCH MANAGER

8. Responsible for \$7mm in ag, small business and consumer loans, plus management of profitable insurance agency. Interested in advancement opportunity in a community with good school system. "A great credit man; we all go to him for advice — especially on ag or SBA loans. Established successful loan policies and keeps a clean portfolio. Very dedicated and hard working, yet a strong family man as well. He and wife really get involved in community activities conducive to new business development. One of the best!" Familiar with operations as well. Business degree, IA School of Banking, Installment Lending School, Ag Credit School, IA Insurance Licenses. **\$38,000.**

VICE PRES/SR. AG LOAN OFFICER

9. Currently in charge of sizeable ag portfolio in \$100mm major holding company bank for past four years. (Previously held management position with Farm Credit for nearly ten years.) Trained and supervises five loan officers, has proven skills in loan servicing, workouts, and business development. Reference states, "Sharp eye for ag credits — can spot potential problems AND choice new business prospects — knows how to achieve results in both situations. Excellent track record, very personable, confident, and professional, with all the motivation and drive it takes to be a success." B.S. Economics. **\$42-\$45,000.**

ASST. V.P.

10. Presently employed in \$90mm bank. "Concise, prudent, and reads to keep abreast of changes. Makes good loans, and will do what it takes to get the job done!" expounded a reference. Primary responsibility is ag lending, also handles student loans and some consumer accounts. Very professional. Two years experience. **\$25,000.**

VICE PRES/COMMERCIAL

11. Commercial lender handling portfolio of \$10mm and credit lines of \$750,000. Eight years of experience, holds degree in business administration. A reference describes this candidate as "A bright individual with an excellent future in banking. Does the necessary research to perfect a job to completion. A real self starter." **\$29,000.**

CASHIER

12. A real people person . . . very sharp. Five years experience in commercial bank. In charge of operations, previous experience in consumer, ag and student loans. B.S. and extensive bank related seminars. **\$27,000.**

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operating vice president of Midway National Bank when it opened in 1961, and became president in 1964, when the bank changed its name to Midway Bank & Trust. Darrel E. Wilken, formerly senior vice president, was elected president and CEO. He began at Midway in 1968 and was named senior vice president in 1983. He has been serving on the bank's board since 1984. LeRoy H. Redfern has retired from the position of chairman, which he held since 1985. He will now be serving on the advisory board. Mr. Redfern is senior partner in a Cedar Falls law firm.

GREENE: Daniel Castle has been appointed executive vice president and CEO at First State Bank. Former CEO Dale Schroeder will now be serving the bank as vice president and consultant and as a director. In addition, Terry Sanderson has been appointed vice president of the bank. He previously served as vice president of the First Fidelity Bank of Murdo, S. Dak. and the Farm Credit System Capital Corp. of Pierre, S. Dak.

SIOUX CENTER: Dale L. VanDer Wilt has been promoted to vice president at First National Bank of Sioux Center. He joined the bank in 1982 and previously served as assistant vice president and EDP officer.

FORT MADISON: At the Lee County Savings Bank, J.F. Simmens has been named chairman of the board, Phillip J. Ingebritson was named president and CEO, Allen R. Kloess was named senior vice president and chief loan officer, and Robert N. Siegfried was named vice president and trust officer.

Wisconsin News

APPLETON: Kenneth A. Swattler has been named president of Valley Bank, Northeast and regional vice president of the Bay Region for Valley Bancorporation. Valley Bank, Northeast has 11 offices in the Green Bay area. Mr. Swattler has been with Valley for 22 years, most recently as executive vice president for Valley Bank, Green Bay. Dennis Wieber has been promoted to senior vice president, user support for Valley Systems, Inc. He has been with the company for ten years. David W. Witt has been named vice president, Vboss user support for Valley Systems. He has been with Valley Bancorporation for 17 years.

Colorado News

DENVER: Among recent promotions at United Bank of Denver was the advancement of Philip V. Hanel and Stanley M. Solodky to vice

CEO
Minnesota bank seeks conservative CEO. \$35-\$45,000.

CEO
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AG LOAN OFFICER
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presidents. Mr. Hanel joined the bank in 1982 and manages commercial banking services. Mr. Solodky joined the bank in 1984 and is an investment banker in the funds management department.

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CREDIT ANALYST. High performing holding company! Analyze, review and recommend on their large credits. 2+ yrs credit analysis will open the door to this opportunity. Community size 25,000! Full benefits! Call Bruce.

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