

NORTHWESTERN

Banker Newsletter

Vol. 17 No. 17

Des Moines, Iowa

August 8, 1988

Nebraska News

OMAHA: Harold L. Shewmaker will become vice president and branch manager of the Federal Reserve Bank of Kansas City's Omaha branch, effective January 1, 1989. He will succeed Robert D. Hamilton, who has headed the branch for over 16 years, and is transferring to Kansas City to take charge of the bank's business development activities in the Tenth Federal Reserve District. Mr. Shewmaker joined the Kansas City Fed in 1961 and has held many positions since then. Currently he is in charge of the personnel and financial control departments.

Illinois News

CHICAGO: Martha Rohlfsing has been promoted to vice president, public affairs of the Illinois Bankers Association. A member of the IBA staff since 1985, she was initially given responsibilities in media relations and member communications, and later was also named editor of *Illinois Banknews* and *Illinois Banker* magazine. Last year her title was changed to director of public affairs, reflecting her additional responsibilities in federal legislation and regulation.

CHICAGO: Among recent promotions at North Community Bank was the naming of Stratte P. Coorlas to vice president. He will

handle much of the bank's daily operations. He has been with the bank since 1981 and formerly headed the Riverview office.

Minnesota News

MINNEAPOLIS: First Bank System has reached an agreement to purchase Suburban National Bank of Eden Prairie for \$5.7 million, pending regulatory approval. Under the terms of the agreement, FBS would purchase the two bank locations in Eden Prairie. The other two branches, in Savage and Highview, have been sold to Signal Bank, West St. Paul. Excluding those branches, Suburban National assets will total approximately \$67 million. Lawrence O. Hauge, chairman of Suburban National, will pursue other business interests when the transaction is completed. Roy Terwilliger, president, will join FBS. He was president of the Minnesota Bankers Association in 1986-87. After the transaction is completed, the bank will be called First Bank Eden Prairie.

ST. PAUL: Robert J. Reardon, president, chief executive officer and chairman of Bremer Financial Corporation, has resigned as president and CEO effective August 1. He will continue as chairman of Bremer Financial Corporation and as a trustee of the Otto Bremer Foundation, the sole shareholder of BFC. Terry Cummings, president and

CEO of Bremer Financial Services, Inc., has been elected new president and CEO. Mr. Reardon joined Bremer in 1961 and was president since 1967. Mr. Cummings came to Bremer in 1976 and was elected head of Bremer Financial Services in 1982.

Colorado News

DENVER: First Bank System has announced that three key managers have assumed new roles with Central Bancorporation, Inc. of Denver. David A. Baumgarten, senior vice president, First Bank, will be consulting with CBI's corporate and commercial markets. Douglas E. Aden will be consulting with the community banking area; he is the president of First Bank Billings, Mont. A new president of that bank will be named at a later date. John R. Danielson, senior vice president of corporate development and strategic planning for FBS, will provide management support to ensure a smooth transition. CBI has announced that Robert A. Krane, president and CEO of CBI, will assume the additional role of CEO of Central Bank of Denver. Joseph R. Lincoln, president of that bank and executive vice president of CBI, will retire effective September 15. James B. Osbourn, executive vice president of Central Bank of Denver and strategic business unit head of CBI will also retire effective October 28.

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Jay Nichols

Iowa News

DES MOINES: Al F. Tinder, 69, who retired May 15, 1986, as president of Iowa Bankers Insurance & Services, Inc., died July 28. Cause of death was listed as a respiratory ailment. Mr. Tinder joined IBIS April 1, 1978, as office manager, later becoming president. Following cremation, a memorial service was held at his Des Moines church on August 1. He is survived by his wife, Sue, at their home at 3908 72nd Street, Des Moines 50322, and a son, Dick, of Indianola.

DES MOINES: Norwest Agricultural Credit has expanded its operations in Iowa with the opening of a branch office in Des Moines, located

at the Douglas office of Norwest Bank Des Moines. It is headed by Thomas L. Ricke, a farm lending specialist who served with the Farm Credit System for four years and for the past three years has been assistant vice president, ag lending, at Norwest Bank Mason City.

MORNINGSIDE: Kelly A. Florke has been named president and chief executive officer of Morningside Bank and Trust. He joined the bank in 1984 as assistant vice president and commercial loan officer. In 1987 he was appointed as executive vice president in the bank's lending division.

KEOKUK: Norwest Bank Keokuk and Keokuk Savings Bank and Trust Company have signed a letter of intent for Keokuk Savings to acquire the Norwest bank. The transaction is subject to a definitive agreement and the approval of

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Keokuk Savings stockholders and regulatory authorities. Terms were not disclosed. As of June 30, Norwest Bank Keokuk had assets of \$37 million and Keokuk Savings had assets of \$48 million.

Montana News

KALISPELL: Kalispell banker Jack King was injured recently when he fell off his roof while spraying with water to protect his house from an encroaching forest fire. He received a severe concussion and was in intensive care for several days with two broken ribs and a bruised lung. His condition is improving but at last report was still at Kalispell Regional Hospital.



Terry Martin
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Dear Reader:

Some errors occurred on pages 101, 102 and 103 of the 1988 Iowa Bank Directory. Since they would have been rather complicated to explain in the usual correction notice we publish normally in the *Weekly Newsletter* or the *NORTHWESTERN BANKER*, we have revised those pages and reprinted them below on peel-off paper. So you may have the corrected version of those pages in your personal copy of the Iowa Directory, just peel off the strips for each page and carefully put them on top of the corresponding pages in your own book. We're sorry for this inconvenience. If you need more than this one copy, we'll be glad to send what you need: or you may merely wish to photocopy this page for duplicates to paste in additional books you have in your bank.

Thank you,

Ben Haller Jr., Publisher

IOWA BANK DIRECTORY 101

Hawkeye Bancorporation
First Building 319-7th St., 50307
(A registered bank holding company) Tel. 515 284-1930
Paul D. Dunlap, Pres. & Chmn.
Robert W. Murray, Exec. V.P. & Treas.
Douglas Fisher, Donald R. Runger, Sr. V.P.

Norwest Corporation
1200 Peavey Bldg., 55479, 55479
(A registered bank holding company) Minneapolis, Minn.
Tel. 612 372-8268

Lloyd P. Johnson, Chmn., Pres. & C.E.O.
Richard M. Kovacevich, Vice. Chmn. & C.O.O., Bkg. Gp.
Richard S. Levitt, Vice. Chmn. & C.O.O., Specialized Fin. Gp.
George F. Milligan, Reg. Pres., Iowa

BANKERS TRUST COMPANY

Box #897, 50304, 665 Locust 50309, 50309 1917 0730-0064-2
8-5; Sat. Cl. Tel. 515 245-2424

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John Chrystal
Chairman of the Board & Chief Executive Officer
Dennis R. Wood
President & Chief Operating Officer
Thomas D. Smith
Executive Vice President-Banking Services Group
Joseph J. Bustlin
Senior Vice President & CFO-Banking Support Group

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Bruce E. Allen, Audit Mgr.

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Control
Betty Cornwell, A.V.P. & Controller, Cashier
James R. Greenfield, A.V.P.-Cost Acctg.
David A. Short, Acctg. Off.

Investments
Mark White, V.P. (245-2974)
Kurt W. Barz, Inv. Off. (245-2843)
Roy W. Patton, Inv. Off. (245-2891)
Nancy Kranovich, Inv. Off. (245-2893)
Karen S. Young, Inv. Oper. Off.
Michelle L. Sanders, Sr. Fin. Planning Off.
Jannae I. Cooper, Treasurer

PERSONNEL
Russell W. Jensen, A.V.P. & Personnel Mgr.
M. Jean Stewart, Trng. Off.

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Paul A. Erickson, V.P.-Mgr. of Oper.
Jean A. Bosch, Ralph E. Kissel, Ardrae Parmenter, Oper. Off.
Karen D. Flanders, Secur. Off.

Administrative Services
Arlene F. DeGan, Purch. Off.

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Francis C. Hoyt, Jr., V.P. & Genl. Counsel
John M. Bouslog, Asst. Bk. Counsel & Compliance Off.
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Robert V. Brennan, Sr. V.P., Bus. Svcs.
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Patricia F. Rourke, V.P.
Metro
David W. Mackaman, Brad Winterbottom, V.P.
Sarah E. Norman, David P. Arens, A.V.P.
Karen E. Andeweg, Paul Kruse, Mark A. Seehusen, Comm.Bkg. Off.

Commercial Real Estate
Jerome L. Welker, Sr. V.P.
Consumer Real Estate
Sandra K. Kuehl, V.P.
Larry D. Jensen, A.V.P.
LENDING SERVICES/CONSUMER
Allen R. Petersen, V.P. & Mgr., Cons. Bkg. Svcs.
Main Bank, 665 Locust

James R. Grieve, Cons. Svcs. Mgr.
Bankers Trust North, 3905 Merle Hay Road
Kevin J. Smith, A.V.P. & Branch Admin.
Lisa M. Baker, Cons. Svcs. Mgr.
Bankers Trust Grimes, Grimes, Iowa
Kevin J. Smith, A.V.P. & Branch Admin.
Barbara E. Pauk, Cons. Svcs. Mgr.

Bankers Trust South, 1113 East Army Post Road
Charles K. Bonniwell, A.V.P. & Branch Admin.
D. Wayne Nixon, Cons. Svcs. Mgr.

Bankers Trust East, 1538 East Euclid
Charles K. Bonniwell, A.V.P. & Branch Admin.
Regina R. Eischeid, Cons. Svcs. Mgr.

Bankers Trust West, 7000 University
Laura Patterson, Cons. Svcs. Mgr.

BUSINESS DEVELOPMENT-BT WEST
Steven G. Jacobs, Sr. V.P.
Bradley Hansen, V.P.
Kathryn A. Curry, A.V.P.
Daniel Thornton, Comm. Bkg. Off.

Installment Loan
Ann M. Hanson, Mgr.-Indirect Instl. Lending

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Ben G. Eilders, Sr. V.P. (245-2480)
Donald H. Jordahl, V.P. (245-2477)

Steven D. Brewer, A.V.P. (245-5295)
LENDING SERVICES/CREDIT ADMINISTRATION
John W. Miller, Sr. V.P., Credit Admin.
James F. Gruenwald Jr., V.P. & Mgr. Credit Services

Michael A. Herring, V.P.
Roger Perry, Kim Cooke, Richard C. Bloxham, A.V.P.
Anne E. Fultz, Ln. Review Off.
Susan Hiatt, Credit Off.
Jackie L. Tatum, Ln. Oper. Off.

MARKETING & FINANCIAL SERVICES
Bradley L. Burt, Dir. of Mktg./Fin. Serv.
Christine R. Rice, Steven L. Quigley, V.P.

Professional & Executive
Richard G. Manning, V.P.
Donna J. Lowery, A.V.P.

IOWA BANK DIRECTORY 103

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Leona P. Sutton, V.P.
Louise McDonald, Fin. Svcs. Off.
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Marilyn Carlson, Candise A. Rathbun, Bryan Hall, V.P.
Thomas Digani, V.P. & Trust Counsel
Douglas M. Angstrom, A.V.P./Trust Inv.
Richard D. Landsberg, A.V.P. & Empl. Benefit Mgr.
Jeri Le Henry, A.V.P./Trust Oper.
Patricia M. Ashbaugh, Vicki M. Miller, Tr. Off.
Douglas D. Herold, Tr. Inv. Off.
Penny Leigh McVicker, Janice Stueckrath, Sharyl Engelhardt,
Katherine McGowan, Asst. Tr. Off.

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Cash & Due	\$67,743,000	Deposits	\$396,218,000
U.S. Securities	79,509,000	Capital	7,000,000
Other Securities	16,033,000	Surplus	13,605,000
FF Sold	41,250,000	P & R	5,474,000
Loans	289,526,000	Preferred	6,506,000
Other Assets	15,588,000	FF Pur.	67,263,000
Assets	509,649,000		

Correspondents in all principal cities.

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9-5
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Robert D. Mann, Sr. V.P.
David G. Wright, Sr. V.P. & Sec. of the Board
Craig McGarry, V.P./Sr. Tr. Off.
Dean L. Peyton, Harlan Lemke, V.P.
James G. Friesz, V.P. & Cons. Ln. Dept. Mgr.
Mark Kempkes, Meriam Rosenthal, V.P.
Mary Sweeney, V.P. & Human Res. Dir.
Sharron Marquart, V.P. & Sales Mgr.
Brett Long, Rex Anderson, Al Jones, Bob Pedersen, A.V.P./Tr. Off.
Bob Kuefner, A.V.P./Opers. Off.
Rita Hovey, A.V.P.
Pat Thompson, Peggy Vial, A.V.P./Off. Mgr.
Diane Benoit, Doug Pullin, A.V.P.
Carl Carlson, A.V.P. & Ln. Off.
Greg Dockum, A.V.P./Opers.
Lorelei McIntire, Steve Hamilton, Tr. Off.
Claudia James, Janet Nelson, A.C.
Kathy Ahrens, A.C.-Opers-Off. Mgr.
Imogene Wilmeth, Cust. Serv. Off./Ass't Off. Mgr.
Shirley Kirchner, Ln. Off./Opers.
Maren Enslow, Kenneth Brenton, Ln. Off./Asst. Off. Mgr.

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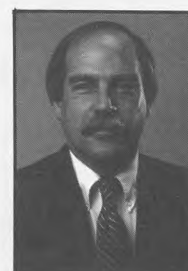
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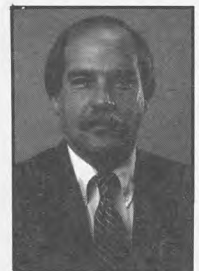
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President

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Senior Vice President

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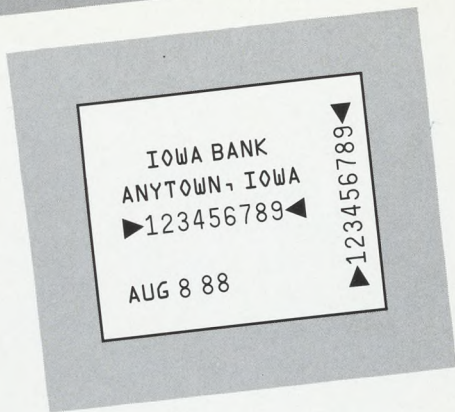
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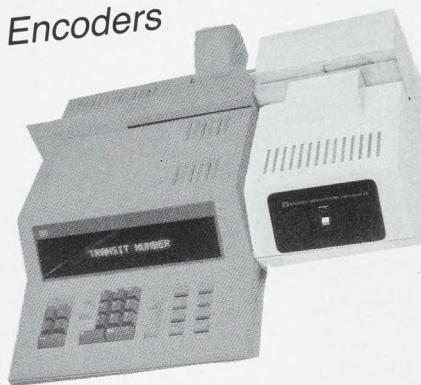


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Wyoming News

This year, for the first time, the Wyoming Bankers Association will be holding Area Banker Meetings. WBA President Auburn Dowdy, Legislative Committee Chairman Charles E. Pederson, and Executive Vice President Gretchen Tea will travel across the state to address bankers. Dates and locations are: Aug. 30—lunch at Holiday Inn in Thermopolis; Aug. 30—cocktails/dinner at Cross Roads Inn in Buffalo; Aug. 31—lunch at Holiday Inn in Douglas; Aug. 31—cocktails/dinner at Holiday Inn in Casper; Sept. 7—cocktails/dinner at Rock Springs; Sept. 8—lunch at Holiday Inn in Laramie; Sept. 8—cocktails/dinner at Hitching Post in Cheyenne. For more information, contact the WBA.

ICBNB to Hold Annual Convention Sept. 7-9

The Independent Community Bankers of North Dakota will gather for their Centennial Convention and Exposition September 7-9 at the Kirkwood Motor Inn in Bismarck. The theme for the convention this year is "Our Roots Run Deep."

On Wednesday the 7th, bankers will meet in the afternoon for a golf tournament. The Executive Council meets that evening.

Thursday morning starts off with the ICBND Appreciation Breakfast,



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followed by "Putting Fun to Work" with Ritch Davidson of Playfair Co., Berkeley, Calif. Tustin, Calif. consultant Dr. Leo Coleman will then speak on "The Year 2000: The Road Ahead."

In the afternoon, registrants will enjoy a "Family Field Trip/Centennial Celebration" at the North Dakota Heritage Center. A buffet luncheon will be served and North Dakota Governor Sinner will speak. When the convention reconvenes, Dr. Douglas Austin will address the subjects of "The Bank Director's Challenge" and "Techniques for Survival of Community Banks."

Thursday evening will feature a "Family Reunion Potluck" with entertainment, a pie auction, and a

piano singalong.

Friday's program begins with the Prayer Breakfast, followed by remarks by IBAA President-Elect O. Jay Tomson. Two presentations will follow: "The Basis for Our Future in Banking" by William Lovett, professor of law and economics at Tulane University, New Orleans; and "Understanding Ourselves and Others" by Dr. James Kern, San Antonio.

The afternoon's activities include breakout sessions and a presentation on the importance of employee attitudes by Steve Aadlund, AHP Systems, Inc., Longwood, Fla.

The convention concludes in the evening with the gala dinner show and dancing.

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EXEC. VICE PRES., head of lending, \$175mm, good administrator, good teacher . . . \$55,000.

VICE PRESIDENT, commercial lender, \$200mm + solid bank, middle market credits . . . \$40-45,000.

LOAN ADMINISTRATION & LOAN ACCOUNTING SUPERVISOR, huge portfolio, will be working with computer input in large main frame computer . . . \$40-45,000.

AG LENDER, lines of \$100,000-\$500,000, strong cash flow and documentation . . . \$30-35,000.

VICE PRESIDENT, commercial lending, good outstate town, good location, solid bank . \$30,000.

HEAD OF CONSUMER, \$10mm dept., exp. in indirect business development, top bank . \$25-30,000.

COLLECTOR, lake area, reputation bank : \$20,000.

SECOND OFFICER, small country bank, all types of lending, business development . . . \$24,000.

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(417) 882-2285

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REAL ESTATE LOAN - single family residential and secondary market experience required. Proximity of major metro area. \$40K

LOAN REVIEW - large bank experienced required. Both junior and senior level positions available. \$28-\$40K

COMMERCIAL LENDING - V.P. positions in urban and large suburban banks. Personal portfolios from \$20MM to \$50MM. \$40K

BRANCH MANAGER - handle small business and consumer credits. Med-size community affiliate of multibank holding company. \$24K

Additional listings for commercial lending and trust officers. Resume requested.

TOM HAGAN & ASSOCIATES

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

"Serving the Banking Industry Since 1970"

FOR SALE

RECONDITIONED

BRANDT Coin Sorters-Counters
BRANDT Currency Counters
New Warranty
402-571-5577

NOTICE OF BOND SALE

BLACK HAWK COUNTY, IOWA

\$3,865,000 G.O. ESSENTIAL COUNTY PURPOSE BONDS, SERIES 1988

The sale of bonds of the County of Black Hawk, Iowa, will be held at the Black Hawk County Court House, in the City of Waterloo, Iowa, (the "Issuer") at 1:30 o'clock P.M., on the 16th day of

August, 1988

Sealed bids will be received at the office of the County Auditor as stated above, until the Auditor declares the time for the filing of sealed bids to be closed. The bids will then be publicly opened at the above place of sale and thereafter referred for action to the meeting of the Board of Supervisors to be held on the above date at 2:00 o'clock P.M.

The bonds to be offered are the following:
ESSENTIAL COUNTY PURPOSE GENERAL OBLIGATION BONDS, in the principal amount of \$3,865,000, to be dated September 1, 1988, in the denomination of \$5,000 or multiples thereof, and to mature as follows:

Principal Amount	Maturity June 1st
\$200,000	1990
\$300,000	1991
\$325,000	1992
\$325,000	1993
\$375,000	1994
\$400,000	1995
\$425,000	1996
\$475,000	1997
\$500,000	1998
\$540,000	1999

All bonds due after June 1, 1995, will be subject to call prior to maturity in whole or from time to time in part, in inverse numerical order on June 1, 1995, and on any interest payment date thereafter at the option of the Issuer, upon terms of par plus accrued interest to date of call.

Interest on said bonds will be payable on June 1, 1989, and semiannually on the 1st day of December and June thereafter. Principal and interest will be payable at the office of a suitable registrar.

All bids shall be accompanied by a certified check or a cashier's check drawn upon a solvent bank doing business in the United States, in favor of the Issuer in the amount of \$77,300.

All bids shall be unconditional except as provided in this notice, for an entire issue of bonds for a price not less than \$3,792,000 plus accrued interest.

Said bonds will be sold subject to the opinion of Ahlers, Cooney, Dorweiler, Haynie, Smith & Allbee, Attorneys of Des Moines, Iowa, as to the legality and their opinion will be furnished together with the printed bonds without cost to the purchaser and all bids will be so conditioned. Bidders should be aware that the official terms of bond sale to be published in the official statement for the sale may contain additional bidding terms and information relative to the issue. In the event of a variance between statements in this notice of bond sale and said official terms of bond sale the provisions of the latter shall be those to be complied with.

Dated: July 26, 1988

BY ORDER OF THE BOARD
OF SUPERVISORS OF BLACK HAWK
COUNTY, IOWA.



PUBLIC FINANCIAL SYSTEMS

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MINNEAPOLIS, MINNESOTA 55402
TELEPHONE: (612) 333-9177

Vol. 17 No. 17 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 Street, Des Moines, Iowa 50309.