

This FINANCING STATEMENT is presented to THE FILING OFFICER for filing for record in the real estate records:

<p>1 Debtor(s) (Last Name First) and address(es)</p> <p>JAMES C. BLAIR RT.1, BOX 223A CUMMINGS, IOWA 50061</p>	<p>2 Secured Party(ies) and address(es) COMPARED</p> <p>IOWA POWER P. O. BOX 657 DES MOINES, IA 50303</p>	<p>3 For Filing Officer (Date, Time, Number, and Filing Office)</p> <p>FILED NO. 2347 Ucc Rec. BOOK <u>3</u> PAGE <u>549</u> 91 MAY 16 PM 12:56 Fee \$10.00 MICHELLE UTSLER RECORDER MADISON COUNTY, IOWA</p>
<p>4 This Financing Statement covers the following types or items of property:</p>		<p>5 Name and Address of Assignee</p>

LENNOX HEAT PUMP

6 Check appropriate box(es). The above goods are or are to become fixtures on The above timber is standing on The above minerals or the like (including oil and gas) or mineral accounts will be financed at the wellhead or minehead located on (Describe real estate below. See instruction #4):

EVANS RURAL ESTATE PLAT #1, LOT 4

Lot 4 of Evans Rural Estates Subdistrict, being a part of the N.E. quarter of Section 25, and Township 77 North, Range 26, West of the 5th P.M., Madison County, Iowa.

The name of a record owner is SHARON AND JAMES C. BLAIR, JR.

7 Products of collateral are covered.

Debtor(s) acknowledge(s) receipt of a copy of this instrument.

<p><u>James C. Blair Jr</u> Signature of Debtor <u>JAMES C. BLAIR JR</u> Type or Print all names (Iowa Code 335.2)</p>	<p><u>Sharon L. Blair</u> Signature of Debtor <u>SHARON L. BLAIR</u> Type or Print all names (Iowa Code 335.2)</p>
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Secured party or other appropriate signature may be substituted for debtor(s) signature only in cases covered by UCC 9-402(2), 9-408 and 11105, and must be identified when substituted.

Date 4-3, 1991
Form Approved (1-2-87) By: ELAINE BAXTER, Secretary of State

Iowa Power
By R. Patis
(Signature of Secured Party or Assignee of Record. Not Valid Unless Signed.)

Released 2-8-94
UCC Rec 3-668