

NORTHWESTERN Banker Newsletter

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Must Understand Pressures of Change

Bankers must understand — not just react — to the pressures that bring about changes in their industry if they are to deal with them effectively, the executive vice president of the American Bankers Association said recently in Baton Rouge, La.

Willis W. Alexander, in a speech to the Louisiana Bankers Association's Mid-Winter meeting, said, "Once we have identified the pressures that will change the system, we have a chance to forecast what those changes are likely to be. And we can make plans.

"If we have an awareness of our environment and face the certainty of change with realism, we can chart banking's course in the public interest," he continued.

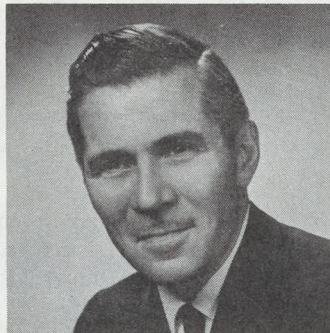
Mr. Alexander said shortages of items like capital, raw material and land top the list of pressures for change in the banking industry as well as the nation.

Banking's energy supply — money — is also in short supply, Mr. Alexander pointed out — a situation, he warned, that could make the fuel shortage look mild by comparison. One cause of this problem, he said, is that the banking system is hobbled by regulations on competition for key capital resources.

The continuing shortage of funds will keep the cost of capital — interest rates — at a somewhat higher level than in the last decade, he stated. Rate fluctuations in turn have the effect of making the consumer financially more sophisticated.

This public awareness of the value of

money and the fact it is increasing constitutes a second major source of change, Mr. Alexander said. This pressure manifests itself in such ways as consumer



W.W. Alexander

demand for interest on checking accounts.

"A third major force for change," he said, "is the increasing size of the economy, and, as a by-product, the increasing size of individual business units, including banks and other financial institutions."

This type pressure makes itself felt, for example, in certain proposals concerning the affiliation between banks and their trust departments, Mr. Alexander explained. The very fact that the total assets of banks and their trust departments total more than a trillion dollars creates problems for banking, given the fact that the average American is usually apprehensive about something that big.

Other forces for change outlined by Mr. Alexander include the establishment of an electronic funds transfer system, competi-

tion and the need for equal competitive ground rules between financial institutions, government pressure, escalating standards for business performance, shifting public attitudes and the whole area of social priorities.

Housing will continue to be at the top of the social priority list in 1974, Mr. Alexander said. The banking industry must continue to tell the story of the major role it plays in housing because it cannot afford to let the thrift institutions take all the credit for housing the nation.

NORTH DAKOTA NEWS

WILLISTON: The following promotions have been made at the American State Bank of Williston: Daniel Heide, a.v.p.; David McAdoo, installment loan officer, and Ronald Lund, data processing officer.

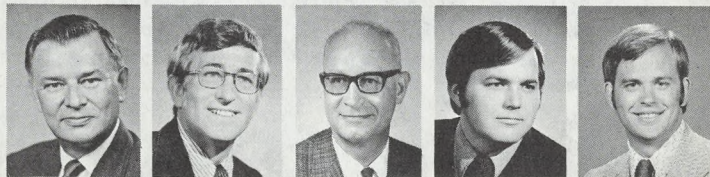
GRAND FORKS: The Red River chapter of Bank Administration Institute will meet Wednesday, Feb. 20, in the Charleston Room at the Westward Ho Motel. Social hour begins at 6 p.m. Lynn Houghaug, v.p., Ramsey Nat'l Bank, Devils Lake, will speak on estate planning at 7 p.m.

SOUTH DAKOTA NEWS

GETTYSBURG: Thomas Tschetter has been elected mgr. of the timepay department of the First Potter County Bank. He comes from the Aberdeen Nat'l Bank where he was a.c. Mary Ann Fransen has been promoted to operations assistant.

HOT SPRINGS: Gary Cockerham has been promoted to personal loan officer at the local office of the First Nat'l Bank of the Black Hills.

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IOWA NEWS

The Iowa Bankers Association is sponsoring three Agricultural Credit Conferences the first week in March. Dates and places are: Tuesday, March 5 — Storm Lake, Buena Vista College, Science Center; Wednesday, March 6 — Des Moines, Des Moines Golf & Country Club, West Des Moines (Ashworth exit of I80); and Thursday, March 7 — Cedar Falls, Holiday Inn, 5826 University Avenue.

Registration begins at 8:45 a.m. and adjournment will be at 3:45 p.m. Some of the topics to be discussed include: costs and returns, financing and environmental protection agency regulation in relation to feeding systems; agriculture credit corporations, legal aspects of lending, export market and an update on uniform agricultural credit file.

BATTLE CREEK: Kermit Wagner and associates have purchased the First State Bank. The bank was sold at auction on Jan. 21.

CEDAR RAPIDS: The Feb. meeting of the Eastern Iowa chapter of Bank Administration Institute will be held Wed., Feb. 20, at the Long Branch. A CPA will present a program on bank income taxes, both federal and state. Social hour begins at 5:30, followed by dinner at 6:30.

CHEROKEE: Malcom Erickson, v.p. & cash., Northwestern Nat'l Bank, Sioux City, will speak on commodities at the Feb. 19th meeting of the Siouxland chapter of Bank Administration Institute.

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Correspondent
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DAVENPORT: Election of Lloyd G. Schermer, pres. of Lee Enterprises, Inc., to the board of directors of the Davenport Bank & Trust Company has been announced. Promoted to v.p.'s were James F. Grothusen, Robert C. Baustian, Chester A. Lagoni, Wayne F. Lowden, Thomas J. Otting & Robert V. Oakes. Paul E. Geary was named a.v.p. and newly elected a.c.'s were Michael A. Bauer, Thomas R. Schulz & Alan E. Johnson.

DEDHAM: Jack Stangl of Carroll has been appointed mgr. of the Dedham office of the Commercial Savings Bank of Carroll, effective May 1. Present mgrs., Mr. & Mrs. J. Harold Rice, are retiring and moving to Lucerne, Calif.

DURANT: Paul Gibbs has been promoted to a.c. & ag. rep. at the Liberty Trust & Savings Bank of Durant and New Liberty.

LEMARS: The First Nat'l Bank has announced the following promotions: E. C. Lee to sr. v.p., cash. & t.o.; Norman Kehrbert to v.p., and Marvin Nemmers to a.c. & installment loan officer.

ROCK RAPIDS: The Lyon County State Bank has announced the election of Helen Overman & Freida Klinkenborg as a.c.'s.

SPENCER: Ted Bruning has been appointed v.p. & ag. consultant at the Spencer Nat'l Bank. He previously had been in the ag. department of the Citizens First Nat'l Bank in Storm Lake for over four years.

WEST BRANCH: Robert L. Funk has been named cash. and H. Owen Kofod, a.c. & a.t.o. at the West Branch State Bank.

WILTON: Rodney L. Burnett has been elected a dir. of the Wilton Savings Bank. Officers elections include Rodney L. Burnett, exec. v.p.; John M. Maurice, v.p. & t.o.; Lee C. Overson, installment loan officer & a.c., and Marilyn A. Kean, a.c.

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NEBRASKA NEWS

The Nebraska Bankers Association has scheduled a series of seven meetings in the state commencing Wednesday, February 20, to inform member banks about the Transmatic Money Service (TMS) initiated last month by the First Federal Savings & Loan Association of Lincoln. TMS permits S&L customers to present a TMS card at Hinky Dinky Supermarkets in the Lincoln area for withdrawal of funds from or deposit to their savings accounts in First Federal. The transaction is accomplished instantly by electronic transfer of funds between a terminal in the supermarket and the S&L's on-line computer. This eliminates check cashing by the card-holding customers, thus reducing bad check losses for the supermarket. The meetings will be conducted by officers and executive committeemen of the NBA for managing officers of member banks. The schedule for the meetings follows:

Feb. 20 — Scottsbluff, Ramada Inn.

Feb. 21 — North Platte, Circle C South Motor Inn.

Feb. 22 — Grand Island, Midtown Holiday Inn.

Feb. 25 — Omaha, Ramada Inn.

Feb. 26 — Norfolk, Holiday Inn.

Feb. 27 — Fremont, Pathfinder Hotel.

Feb. 28 — Lincoln, Villager Motel.

The meetings will begin promptly at 3:00 p.m. and adjourn at 5:30 p.m.

KEARNEY: The First Nat'l Bank has announced the following changes: Leo Henriksen, who has been with the bank 18 years, elected exec. v.p.; Steve Knutsen, a.v.p., promoted to v.p., and Dana Henriksen, named a.c. Kenneth E.

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Carpenter, John G. (Jack) Lowe III, and Robert E. Hobbs have been elected dir's.

NORTH PLATTE: E. Dan Niedan, chmn., American State Savings Company, has announced the promotion of Vern Lyons from cash. to exec. v.p. & secy. of the board of directors. Larry Janecek has been promoted from a.v.p. to v.p. & cash. Mr. Lyons will also serve as v.p. of marketing for the newly chartered American Security Bank to be located in North Platte.

OGALLALA: Peter H. Hansen has been promoted to sr. v.p. & cash., and Mark R. Spurgin to a.c. of the Keith County Bank & Trust Company. Mr. Hansen also serves as t.o.

OMAHA: Leonard R. Propp has been appointed dir. of communications for the Nebraska Bankers Association, Inc., based in Omaha. He is a native of Scottsbluff and formerly was regional editor for the Omaha World Herald.

MINNESOTA NEWS

The Minnesota Bankers Association will hold Farm Management Credit Analysis Workshops in March. Dates and places are Holiday Inn South, Rochester — March 12; Holiday Inn, Mankato — March 13; Ramada Inn, Marshall — March 14; Ramada Inn, Moorhead — March 19; Arrowwood, Alexandria — March 20; and Germain Hotel, St. Cloud — March 21.

ELLENDALE: Martin A. Nelson has been elected cash. of The Security State Bank.

GLENCOE: Norma Kirchoff has been promoted from a.v.p. to v.p. at the Security State Bank. She joined it in 1953.

MINNEAPOLIS: W. T. Richards, pres. & chmn., First Nat'l Bank of Hutchinson, has been named chmn. of the exec. committee of Mid America Bancorporation.

NASHWAUK: Herbert L. Latvala has been elected pres. of the First Nat'l Bank.

ST. CLOUD: The central Minnesota chapter of Bank Administration Institute will meet Wednesday, Feb. 20, at 6 p.m. at the Germain Hotel. Speaker will be Bill Hamilton, FNB of Minneapolis, on "What Every Teller Should Know."

YOUNG AMERICA: George C. L. Klein has been elected chmn., and Charles Nuernberg has been elected pres. of the State Bank of Young America.

WACONIA: Lowell G. Wakefield has been elected pres. of the First Nat'l Bank, replacing George Klein who was elected chmn. Mr. Wakefield first came to the bank last Feb., 1973.

ILLINOIS NEWS

COUNTRYSIDE: An application by the State Bank of Countryside for Federal deposit insurance has been approved. Capital accounts of the bank total \$1,250,000.

EVERGREEN PARK: Thomas J. Pacocha has joined the staff of Standard Bank & Trust Company as commercial loan officer. He had been associated with Heritage Bancorporation, Inc., as a credit analyst.

GERMANTOWN HILLS: An application for a permit to organize the First State Bank of Germantown Hills, State Route 116 at Woodland Knolls Road, has been filed. Total capitalization would be \$600,000. Applicants include Richard Leon Seagraves, Roanoke; Paul J. Schweickert, East Peoria; Richard Nauman, Richard W. Schierer, Louis G. Brod and Kenneth E. Ahrens, Metamora; William T. Griffin and Gerald E. Conaghan, Pekin.

KEWANEE: Gary Combs, a.v.p., Peoples Nat'l Bank, has been elected a dir. & has

been appointed v.p. & cash. to fill the vacancy resulting from the retirement of Dallas P. Brown. Two other directors were elected. They are attorney Don J. McRae and Dean Stoner, president of Kewanee Boiler Corporation.

WINNETKA: Ruth Affeldt has been named cash., First Nat'l Bank. She was a.v.p. in charge of bookkeeping and teller operations.

COLORADO NEWS

CASTLE ROCK: Bank of Castle Rock has filed application for a bank charter and the State Banking Board will consider the application at a public hearing at 9 a.m., April 3, at the State Social Services Building. Proposed location of the bank is within one-half mile of the corner of 4th & Wilcox. Incorporators are Thomas H. Naylor, Boyd L. Stock & Mark E. Johnson, Castle Rock; James D. Asher, Englewood and M. A. Desmarreau, Boulder.

COLORADO SPRINGS: George L. MacGregor, Jr., has been elected pres. & c.e.o. of Mountain Banks Ltd., bank holding company.

COLORADO SPRINGS: El Paso County Bank, proposed for location within a one-half-mile radius of Academy Blvd. & Fountain Blvd., will receive a public hearing on Thurs., April 25, for consideration of its application for a state bank charter. Incorporators are Ronn W. Langford, Royce V. Angell & Luther R. Delay, Colorado Springs, and Richard W. Tinberg & James D. Asher, Englewood.



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COLORADO SPRINGS: An application has been filed for a charter for the Garden of the Gods Bank. The proposed location is within a radius of a half-mile of the intersection of Interstate 25 and Garden of the Gods Road. Applicants include: J. Tully Weiss, Max Morris, R. Kenneth Sparks, Katherine T. Farrar, Kenneth W. Geddes and Joseph J. Rustin, all of Colorado Springs.

DENVER: Buckingham Square National Bank has been chartered with initial capitalization of \$500,000. It will be located in the Camelot Building at the southwest edge of Buckingham Square. Directors include Bob Burch, chmn.; John H. Tippit, attorney; W. T. Smith, reg. mgr. for Amoco Petroleum; Frank Kemp, v.p., Van Schaack & Co.; Gary Pashal, real estate developer, & Colis Chandler, Jr., oil & gas producer.

DENVER: John D. Hershner has been appointed chmn. of the United Bank of Denver National Association. He is also pres. of the bank. The following 3 sr. v.p.'s in the commercial banking division have been named: Charles R. Hazelrigg, Carroll D. Speckman & William D. Loring.

FOUNTAIN: A new bank to be known as the El Paso County Bank & Trust is being organized. Organizers include: Arlie Moore and Roberta S. Moore, Colorado Springs; Edward J. Patrick, Monument; Sigurd M. Aga, Fountain, and Kingston G. Minister, Security.

SALIDA: Colorado State Banking Board will consider the application for the Chaffee County Bank in a public hearing February 28. Proposed location is within a one-half mile radius of 7th and F Streets. Incorporators include Leo J. Leonardi, F. Wallace Koster, John G. Mehos and J. K. Lionelle, all of Salida, and T. Rex Rhodes of Denver.

WYOMING NEWS

CASPER: Howard J. Bauder, v.p. & cash., First Natl. Bk., Fort Dodge, Iowa, has joined Wyoming Natl. Bk. as senior v.p.

CODY: Fred H. Moller, Jr., has been promoted from a.v.p. to v.p. and M. E. McDaniel has been promoted from a.c. to a.v.p. at the Shoshone-First Nat'l Bank.

PINEDALE: Marilyn Penton & Nancy Kenyon were named a.c.'s at the First Nat'l Bank.

POWELL: New pres. of the Powell First Nat'l Bank is Dick Nelson. He succeeds his father who has retired as bank pres. after 37 years.

ROCK SPRINGS: The U. S. Comptroller of the Currency has granted preliminary approval of an application to organize a new national bank, Bank of Wyoming, according to Paul L. Howes, agent for the organizers. Organizers include: F. A. Rummel, Jr., board chmn. & c.e.o., First Nat'l Bank, Rawlins; K. L. McShane, M.D., Cheyenne; Arthur R. Abbey, pres., Wyo. Blue Cross-Blue Shield; Sol W. Bernstein, Cheyenne businessman; and Mr. Howes, pres., Wyo. Bancorporation, Cheyenne-based bank holding company. All five are directors of Wyo. Banco.

Final approval is contingent upon the Fed Board of Governors approving the proposed bank's affiliation with Wyo. Bancorporation.

WHEATLAND: D. H. (Del) Landen has joined the First Nat'l Bank as ag. rep.

WANT ADS

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