NORTHWESTERN Banker Vewsletter

Vol. 7 No. 23

Des Moines, Iowa

October 2, 1978

"FDIC Should Certify State Competency"

URING a major address at the 92nd annual convention of the Iowa Bankers Association in Des Moines September 25, FDIC Director William M. Isaac outlined some far-reaching suggestions for reform of the federal regulatory agencies. They call for the Federal Reserve Board and FDIC to relinquish some of their authority and responsibility to a possible national banking commission and certification of state banking departments as to competency by the FDIC.

When queried later for his assessment of the ultimate effect of mandatory reserves in the Fed for all banks—member and nonmember alike—and his plan for federal control over the performance of state banking departments, Mr. Isaac acknowledged that this could lead gradually to elimination of state banking supervision.

In giving his "few thoughts" toward possible reform, Mr. Isaac listed these five important characteristics he believes desirable for such a structure:

1. A strong dual banking system.

2. A strong Federal Reserve System with all powers necessary for carrying out monetary policy.

3. Unified bank and bank holding company supervision.

4. A strong and efficient regulatory system which will ensure a sound, responsive and innovative banking system; and

5. Coordination between bank regulation and the conduct of monetary policy.



WM. M. ISAAC

He called for a strong state banking system as a necessity for full realization of the dual banking system but said there are two problems at present—the diversity in competence and performance of state regulators, and "the delays, irritations, frustrations and costs of dual supervision and regulation (which) are discouraging to state-chartered banks."

"I believe that we ought to consider the possibility of discontinuing the role of the Federal Reserve in bank and bank holding company regulation," Mr. Isaac said, "substantially reducing the involvement of the FDIC in bank regulation, and transforming the office of the Comptroller of the Currency into an independent national banking commission headed by a board of directors."

If Fed reserve requirements are lowered, he said, a certification program to ease dual regulation "may be essential to prevent large numbers of conversions from state to national charters." He indicated federal assistance might be given to states to upgrade their departments to meet such FDIC certification standards. The certification criteria might be these, he stated:

A. Authority of the department to investigate all matters relating to the safety and soundness of banks under its jurisdiction and the manner in which these banks meet the convenience and needs of their communities:

B. Performance of the department in enforcing consumer and civil rights laws;

C. Organization of the department with a board for review of quasi-judicial determinations;

D. Adequacy of trained personnel to assist in administration;

E. Independence of the department and staff from political pressures in the performance of duties;

F. Adequacy and competency of

[Turn to back page, please]

40 IOWA BANKS-OWNERS OF THE IOWA NEW OUTLOOKS ASSOCIATION INVITE YOU TO ENJOY MORE

CHECKING ACCOUNT GROWTH

THROUGH THE NEW OUTLOOKS CLUB—AMERICA'S MOST SUCCESSFUL MOST PROFITABLE PACKAGE CHECKING PROGRAM.

Digitized for FRASER THE IOWA NEW OUTLOOKS ASSOCIATION: 515/382-5363

https://fraser.stlouisfed.org

Federal Reserve Bank of St. Louis

John Murano: BANKERS' BANKER



Iowa News

H. Rand Petersen, president of The Shelby County State Bank in Harlan, succeeded Christy F. Armstrong as president of the Iowa Bankers Association at the group's annual meeting in Des Moines last week. Mr. Armstrong is president of the American Trust and Savings Bank of Dubuque.

Leslie H. Olson, president of the Toy National Bank, Sioux City, is the new president-elect. Edward L. Tubbs, president of the Maquoketa State Bank, continues as treasurer for one more year.



BANCO -

GARY STEVENSON Vice President

Gary Stevenson

Your Man on the First Team.

712/277-1500

First National Bank

Sioux City • A 'BANKS OF IOWA' BANK

A complete convention report with pictures will appear in the October issue of the Northwestern Banker, now on the press.

ELDRIDGE: Bernice F. Wulf recently retired as vice president of Central Trust and Savings Bank. She had been with the bank for 26 years, most recently as manager of the Mt. Joy office. Verna Feldpausch, assistant cashier, has been appointed temporary manager of the Mt. Joy office.

NORA SPRINGS: David C. Gonnerman has joined the First State Bank as an assistant vice president, loan officer and assistant operations officer. He has banking experience at Security State Bank of Lake Park and Union Whitten State Savings Bank, Union.

SAC CITY: The Northwest Iowa Group of the National Association of Bank Women will meet Thursday, October 5, at 4 p.m. at the Carlson House here. Officers will be installed. They are: vice president—Wilma Weeks, correspondent bank operations officer, Security National Bank, Sioux City; secretary—Nina Osborne, assistant vice president, First State Bank, Battle Creek, and treasurer—Patricia Schmeling, assistant cashier, Iowa Trust & Savings Bank, Emmetsburg.

WEBSTER CITY: Farmers Na-

tional Bank has advanced William F. Vance from senior vice president to president, succeeding L. S. (Bud) Wood, who is now vice chairman. Denny F. Rouse has been named executive vice president, moving up from vice president. L. Richard (Dick) Anderson, formerly with Toy National Bank in Sioux City, has joined the bank as assistant vice president and trust officer.

Nebraska News

AURORA: The Farmers State Bank & Trust Co. has received consent to exercise full trust powers.

CENTRAL CITY: Larry R. Spencer has been appointed loan officer of Central Bank. Mr. Spencer formerly was business manager at Nebraska Christian High School.

KEARNEY: Kearney State Bank has announced the promotions of Charles Hickey to senior vice president and Sharon Nelson to assistant cashier. Mr. Hickey joined the bank as a vice president and commercial loan officer in 1977. Ms. Nelson has been with the bank since 1976.

SCOTTSBLUFF: Rich Zoeter recently was named assistant vice president in the commercial loan-

A good correspondent bank relationship is still built by good people. Yours and ours.

Jerry Trudo Asst. Vice President



Call me toll free . . . 800-332-5991

Merchants
National Bank

Cedar Rapids, lova \$2401 A BANKS OF IOWA' BANK

Digitized Member 100 An Affiliate of Northwest https://fraser.strouisfed.org

WHAT? CHRISTMAS IN AUTUMN!

NOT REALLY, BUT IT'S TIME TO THINK ABOUT HOLIDAY GREETINGS TO YOUR CUSTOMERS



★ HOLIDAY GREETING DEPOSIT RECEIPTS ★

Each day you are using deposit receipts. Why not let them double as "greeting cards." These attractive receipts are an inexpensive way to make a positive impression as you extend best wishes to customers and say, "Thanks for your business." Send us your order today and prepare to disburse holiday cheer from every teller's window throughout the holiday season.

See other side for Holiday Drive In Envelopes

	ORDER FORM	
Mail To:	HOLIDAY DEPOSIT RECEIPT	
	Date	
O.C.	Prices Per Thousand	
a inc.	Please Check Quantity Desired	
820 Roe Lane/Kansas City, Kansas 66103	5,000 @ \$6.00 20,000 @	\$4.85
	□ 10,000 @ \$5.40 □ 25,000 @	\$4.60
	□ 15,000 @ \$5.20 □ 50,000 @	\$3.50
mprint:		
	Signed	
		(TITLE)



Best Wishes for the Holiday Season!

SHOWN ACTUAL SIZE

HOLIDAY DRIVE IN ENVELOPES

Double your Holiday spirit with these beautiful drive in envelopes.

Use as a companion with our Holiday Receipts or use by themselves.

Another way to say Happy Holidays to your many valued customers.

Available in self-sticking and regular.

(Bank Name Not Imprinted)

ORDER FORM **HOLIDAY DRIVE IN ENVELOPES**

Mail To:



2820 Roe Lane Kansas City, Kansas 66103

HOLIDAY DRIVE IN ENVELOPES PRICES PER THOUSAND

Self Sticking

□ 1000 @ \$31.50 3000 @ \$26.00

□ 5000 @ \$21.00

□ 10000 @ \$19.50

Regular

□ 1000 @ \$29.50 □ 3000 @ \$23.00

□ 5000 @ \$19.00

□ 10000 @ \$17.50

Bank Name

Signed_

_Title

MINE COMMERCIAL PRINTERS/LITHOGRAPHERS/OFFICE PRODUCTS/SNAP-OUT FORMS/MICR ENCODING/DATA PROCESSING FORMS

Supplement To Northwestern Banker Newsletter 10-2-78

CALL ON THE "PERFORMANCE TEAM"

where common transactions are handled uncommonly well.



FIRST NATIONAL LINCOLN

13th & M Street • Lincoln, Nebraska 68501 • Member, F.D.I.C.

department of Scottsbluff National Bank. He was in operations, commercial and institutional loans, security and marketing with the First Westroads Bank in Omaha for six years before coming to Scottsbluff.

Illinois News

BYRON: The application of Byron Bancshares, Inc., to become a bank holding company by acquiring First National Bank here has been approved.

PECATONICA: The Board of Governors of the Federal Reserve System has announced its approval of the application of Pecatonica Bancshares, Inc., to become a bank holding company by acquiring Bank of Pecatonica.

PEORIA: Ellen L. Dingledine has been elected trust administrator of the Commercial National Bank.

Minnesota News

The Minnesota Bankers Association will hold its 29th Junior Bank Officer and Staff Conference October 11-12 at the Holiday Inn, Rochester, with a program designed for mid-management officers. Activities begin with registration, dinner and opening program on Wednesday evening, and continue with a full-day business session on Thursday. The program will emphasize communications, decision making and supervisory skills for managers, challenges facing the banking profession, marketing, cost analysis and economic outlook.

The Minnesota Bankers Association has promoted Wayne Berthiaume to administrative vice president from administrative assistant.

ANOKA: The Federal Reserve Bank of Minneapolis has approved an application of Northern Cities Bancorporation, Inc., here to become a bank holding company through the acquisition of State Bank of Anoka.

BUFFALO: Buffalo National Bank has announced the promotions of Barbara Ritze to instalment loan officer and Sharlyn Whittlef to real estate loan officer.

GARRISON: Security State Bank of Aitkin has received consent to establish a detached facility at the corner of Central Avenue and Jefferson Street here.

LAMBERTON: Lynn Freeman has joined the Farmers and Merchants State Bank as operations officer. He and his wife also own and operate Freeman's Supper Club at Sanborn Corners.

HASTINGS: Craig Redalen has been elected assistant vice president of the First National Bank. He formerly was in the advertising department of the Northfield News.

MINNEAPOLIS: Robert J. Koenke has resigned as communications director of the Minnesota Bankers Association to join National City Bank as assistant vice president and director of marketing.

OWATONNA: First National Bank has announced the election of Bonne L. Knutson to marketing officer and John C. Doyle to instalment loan officer.

Colorado News

GREELEY: Central Bank of West Greeley, to be located close to the intersection of 10th Street and 35th Avenue here, has filed an application for charter with the state banking board. Organizers are George B. McKinley, Richard A. Boettcher, Sr., John P. Watson, P. Dewayne Krause and Jack L. Schreiber.

North Dakota News

HORACE: A paying and receiving station has been opened here by the West Fargo State Bank.

VALLEY CITY: Tom Lessard has been named auditor of the First National Bank. He worked parttime as an internal auditor at Dakota National Bank and Trust Co. of Fargo while attending Moorhead State University.

South Dakota News

The South Dakota Bankers Association will hold its Instalment Credit Conference October 12-13 at the Ramada Inn, Sioux Falls. Registration will be held from 9:30-10:15 a.m. on Thursday, Oct. 12. Registrants will be divided into five groups and will attend five different workshops. The subjects of the workshops are: indirect leasing, direct leasing, Federally Insured Student Loan Program, Reg. 2, and State Laws and Reg. B.



THINK OF US AS SECURITY.

We're your source. So, start corresponding with Security. You'll be glad you did.

Jim Hongslo Vice President 712/277-6625



SECURITY NATIONAL BANK

SIOUX CITY, IOWA. MEMBER F.D.I.C.

For Professional Service in Municipal Bonds...



Jim Stanard

SHEARSON

Des Moines Office Shearson Hayden Stone Inc 515-288-6555 1-800-362-1680

deral Reserve Bank of St. Louis

examiner and supervisory person-

G. Maintenance of research and legal departments to work on banking problems; and

H. Adequacy of financing from state sources, possibly supplemented by funds expected from FDIC.

There would be periodic evaluation of the certification.

Mr. Isaac suggests the Comptroller's office be made independent of the Fed. have it converted to a national banking commission with a board and a single administrator. The board would be comprised of three appointive members, one from the FDIC and one from the Fed as ex-officio members. Holding companies, for example, would fall within the purview of this commission.

"It might be advisable for the Comptroller to be replaced on the FDIC board by one of the Governors from the Federal Reserve board." This would free the Comptroller for his regulatory duties, some would argue he should not be on the federal board regulating state banks, and the Fed would have a means for viewing developments in the state banking system, Mr. Isaac concluded.

He said it appears "there is a better chance in the next year or two that significant regulatory restructuring will occur than at any other time during the past 40 years."

WANT ADS

Rates 50 cents per word per insertion. Add \$2 for box numbers. Identity of box number advertisers cannot be revealed. Payment in advance, please.

NORTHWESTERN BANKER 306 15th St., Des Moines, Iowa 50309

POSITION AVAILABLE

Need cashier and assistant vice president for \$14MM bank in rural eastern Nebraska. Operations and ag loan experience necessary. Contact Tom Wolf, P.O. Box F, North Bend, Nebr. 68649 (402) 652-3221.

FOR SALE

First Floor, 3½" Crane hinge-type vault door, Right Swing, (3) 96-hr. timelocks, 11½" Architrave, daygate with 27" clear opening. Painted front. Est. 1915 mfrd. Good working condition. Available approx: March 1979. Call A. Kuhn, Naperville National Bank, Naperville, IL 312-355-8800.

TRUST OFFICER

We are retained by an lowa-based bank to assist in the selection of a trust officer to be responsible for the coordinating of the adminstrative and operational functions of its trust departments. The individual selected to fill this position will be named a trust officer of the holding company and report directly to the Vice President-Trust. A minimum of two years experience in a related area in a trust department is required. For further information please contact J. T.



2626 RUAN CENTER DES MOINES, IOWA 50309 TELEPHONE 243-7687

TRUST OFFICER OPPORTUNITY

Agriculture Community Bank of 35 MM needs Trust Officer to head growing Trust Department. Experience in estate planning, Keogh's & I.R.A.'s needed. Salary commensurate to experience and background. Write file VXZ, c/o Northwestern

POSITION AVAILABLE

Second man in \$8 million east central lowa bank. Good salary and benefits. Ag background preferred. Write Box TVX, c/o Northwestern Banker.

WANTED TO BUY

Used proof machine - NCR 7750, NCR 775. Burroughs S1200, S1300, or S1500. Essential that machine be eligible for continuous maintenance agreement contract. Write to: P.O. Box 7910, Colorado Springs, Colorado 80933.

SERVING PROFESSIONALLY

Banking, Financial & Business Personnel lowa and Nationwide

CAPITAL PERSONNEL SERVICE

814 Central National Bldg. 515-283-2545 Des Moines, Iowa 50309

FOR SALE

First Floor, 7" Crane Hinge-type vault door, Right Swing, (3) 96-hr. timelocks, 11½" Architrave, 32" clear opening. Painted hinge but remainder stainless steel (SS). Est. 1950 mfrd. Good working condition. Available approx: March 1979. Call A. Kuhn, Naperville National Bank, Naperville, IL 312-355-8800

We have qualified buyers for your majority bank stock.

If you are ready to sell your bank please contact:

J. Mason Henry, President

Charles E. Walters Co., Inc.

P.O. Box 1313, Omaha, Nebraska 68101 Phone: (402) 553-6400

SALE OR LEASE TEMPORARY OR PERMANENT

12'x40' steel and brick modular bank building in Missouri, 14'x60' mobile bank building in Kansas, 14'x60' wood modular bank building in Missouri, 14'x50' wood modular bank building in Minnesota. Other sizes 2,000 square feet available. All bank equipment included and available now from a leading distributor of preconstructed financial buildings. SON CORPORATION, P.O. Box 684, Wichita, Kansas 67201 (316) 942-8167, 68, 69.

PARTIAL LIST OF **AVAILABLE CANDIDATES**

ASSISTANT V.P. - Successful record in branch mgmt. Areas of experience are installment, commercial, real estate, and marketing. Competent in operations and personnel. Communicates effectively, car Earns \$18,700. can handle a decentralized operation.

MARKETING OFFICER - Presently organizing and overseeing the call program of new and existing customers. Heavy exp. in marketing of new and existing services. Earns \$20,000.

V.P. CASHIER - 6 yrs. in management, some as V.P. Ready for #1 spot. Heavy Agri., Commercial, & consumer credit & lending. In current position has completely renovated the operations systems. Earns

EXECUTIVE V.P. - Responsible for all mgmt., lending, and operation. Handles application, analysis, and closing on commercial, real estate, and agri-loans. Has been an advisor to commercial loan customers. Earns \$25,000.

> ALL FEES COMPANY PAID RESPOND IN CONFIDENCE TO:

Bank Division ROBERT HALF of lowa, Inc.

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

POSITION AVAILABLE

Loan Officer (2nd man) in 21MM Ag. oriented E. la. bank. Lead to CEO in 3 years. Fidelity Bank & Trust, Dyersville, la. 52040.

POSITION AVAILABLE

SE lowa Bank with assets of \$90 million seeking Farm Department Manager - must be experienced farm lender and business development orientated. Salary commensurate with ability and experience. Excellent opportunity for right individual. Write file WYA, c/o Northwestern Banker.



R. L. "DICK" SELLON . P.D. "DUANE" DEVAULT

POSITIONS AVAILABLE

MARKETING OFFICER-\$80MM suburban

CASHIER—Suburban bank of \$20MM. All reports plus supervision of operations. .\$20,000

supervision, reports and budgets. D.P .\$18,000

must be well versed in farm credit. Rural Nebraska bank. Offers potential advance-

.\$18,000 COMMERCIAL LOAN-Will lead to dept. head position. Should have large bank ex-.\$30,000

dept. in suburban Nebraska bank. Dealer experience not necessary. Minimum two

background with ability to generate new business required \$20,000

To inquire about a change, forward resume and salary history in confidence to:

TOM HAGAN & ASSOCIATES

Linda Blue Smith, President Box 12346 - 208 E. 18th Ave. NKC, MO 64116 816/474-6874

Vol. 7 No. 23 Northwestern Banker Newsletter is published weekly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines, Iowa 50309. Subscriptions 25 cents per copy, \$8 per year. Second class postage paid at Des Moines, Iowa. Address all mail subscriptions, changes of address [Form 3579] manuscripts, mail items to

Digitized for FRASER dress. Federal Reserve Bank of St. Louis