

NORTHWESTERN Banker Newsletter

Vol. 9 No. 23

Des Moines, Iowa

September 29, 1980

"Regulations Threat to Small Banks"

THE most important threat facing community bankers in the 1980s is the suffocating and escalating burden of additional regulation," according to Willis W. Alexander, executive vice president of the American Bankers Association.

Speaking before registrants at the 94th annual convention of the Iowa Bankers Association in Des Moines last week, Mr. Alexander pointed out that these regulations are coming from the same source that originates banks' operating capabilities.

Increased regulation leads to increased frustration, lost motion and waste, he said. "This has the possibility of being the last straw—unless the trend is reversed—in terms of community banks."

Mr. Alexander added that while large city banks have the lawyers and resources to fight government intrusion, community banks are often left with no other alternative than to live with the rules.

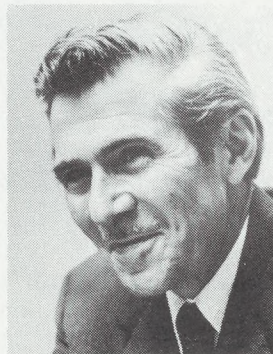
"There is this new phenomenon of a compliance examination," he continued. "The rules are unclear. There is a lack of intimate knowledge of banking by the regulators writing the regulations."

The ABA executive also expressed concern over the "special" compliance examination review. "I think we as bankers are heading for trouble if these exams are allowed to continue."

Part of the problem, Mr. Alexander maintained, is that bankers hesitate to put up too much of a protest because of "erosion of respect for society, the fear of recrimination if we step on the federal regulator."

"I see this emerging adversarial relationship between the compliance examiner and the community banker," he continued. "However, we can do plenty together if we realize there is no quick fix."

Mr. Alexander pointed out some



WILLIS W. ALEXANDER

steps bankers can take to establish a better working relationship with the regulators:

- Attend the on-going series of seminars put on by the Office of the Comptroller of the Currency, Federal Reserve System and the Federal Deposit Insurance Corporation.

- Call a special meeting of your board of directors and invite your congressman to attend. "Show him

the silliness of some of these rules," he said.

- Use the American Bankers Association and your state banking association as a reference after an examination. If you receive a negative report, check to see what went wrong and if indeed you are "normal."

There are other forces of change effecting the banking industry in this decade, Mr. Alexander pointed out—the decline of uniqueness in services, the escalating pace of competition, the disappearance of price fixing and the loss of market share—but none as potentially damaging as federal regulation. "Together we can accomplish anything that is right," he concluded. "We owe something to the future." □

New Iowa Officers

Edward L. Tubbs advanced to the presidency of the Iowa Bankers Association at the group's 94th annual convention in Des Moines last week. Mr. Tubbs, chairman of the Maquoketa State Bank, succeeds Leslie H. Olson, president of the Toy National Bank, Sioux City.

Elected president-elect of the IBA was Tom C. Dunlap, chairman and president, South Story Bank & Trust, Slater. L. C. "Bud" Pike, president, Farmers Savings Bank, Grundy Center, continues a two-year term as IBA treasurer, and Neil Milner is the full-time executive vice president and secretary.

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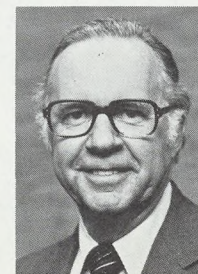
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the convention will appear in the October NORTHWESTERN BANKER.

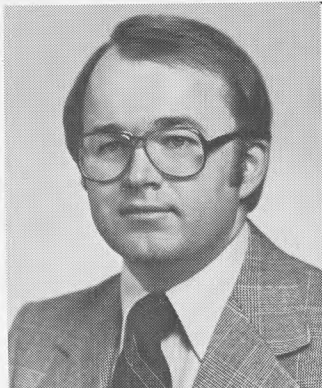
Another Candidate for Chicago Fed Board

Dan Priske, president of Citizens National Bank in Marshfield, Wis., has added his name to the list of bankers seeking nomination from Group 3 banks for the open Class A seat on the Chicago Federal Reserve Bank board of directors. Two other candidates, announced in last week's issue, are O. Jay Tomson, president, Citizens National Bank, Charles City, Ia., and James P. Ghiglieri Sr., president, Citizens National Bank, Toluca, Ill.

Iowa News

AMES: Gary M. Mulhall has been appointed a senior vice president at Union Story Trust and Savings Bank. A native of Ames, he has been associated with the University for the past 10 years. His responsibilities will include customer relations. Also at Union Story, James R. Michaud and Harold D. Brinkman have been elected to the board of directors.

DES MOINES: Dale K. DeKoster,



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president of the Waterloo Savings Bank, is scheduled to become the new state vice president from Iowa for the American Bankers Association. He will succeed Christy F. Armstrong, president of the American Trust & Savings Bank, Dubuque. Three bankers have been nominated for ABA council representative: Richard Buxton, president, People Trust & Savings Bank, Indianola; Jack Campbell, president, Humboldt Trust & Savings Bank, and Leslie H. Olson, president, Toy National Bank, Sioux City. The results will be announced following a mail ballot.

ELDORA: The Second National Bank has changed its name to Hawkeye Bank and Trust. The bank is a member of Hawkeye Bancorporation.

FORT MADISON: Thomas H. Mohrfeld will join the staff of Fort Madison Bank & Trust Co. on October 1, 1980, President A. Anthes Smith has announced. He will be a vice president and director of business development.

KELLOGG: The Kellogg Savings Bank has received regulatory approval to change its name to the Kellogg-Sully Bank and Trust.

LARCHWOOD: Lyle Impecovan has joined the staff of the Security Savings Bank, President H. R. Bonander has announced. Mr. Impecovan has served as an auditor for Northwest Bancorporation and most recently has served as the cashier at the Northwestern State Bank, Luverne.

MANCHESTER: Larry Hillers has joined the staff of the Delhi Savings

Bank as its new vice president. He brings 16 years banking and insurance experience to his new position.

MT. AYR: The Tingley State Savings Bank has received consent from the Iowa department of banking to move its charter to Mt. Ayr. Plans have been announced for a new headquarters building in Mt. Ayr. An office will be maintained in Tingley. Both towns are located in Ringgold County.

UNION: The Union-Whitten State Savings Bank plans an open house to celebrate its 50th year, according to President Ray Anderson.

Nebraska News

CALLAWAY: Homer Pierce, president of Seven Valleys State Bank, has announced the promotion of James Smith from assistant cashier to assistant vice president and loan officer of the bank. Mr. Smith returned to Callaway from Omaha to join the bank staff in August of 1974.

HOWELLS: Jerome F. VanAckeren died in Omega. Mr. VanAckeren was vice president of the Howells Bank, where he had been employed for more than 30 years.

McCOOK: Charles E. Cappel has accepted a position with The First National Bank as an instalment loan assistant. He was employed with Household Finance.

OMAHA: James A. Hansen, president and director of both Farmers State Bank & Trust Co. and First Savings Co. of Lexington, announced he is leaving his positions to assume the presidency of the North Side Bank in Omaha.

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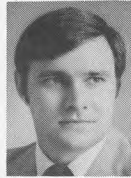
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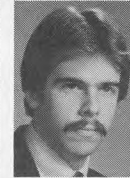
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Tony Paugoulatos
Asst. Vice President
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Jim McLaughlin
Asst. Vice President
234-2673



Rusty Reese
Bond Officer
234-2674



Dave Wittenborn
Bond Representative
234-2691

OMAHA: Roy Dinsdale, president of Dinsdale Brothers Incorporated, was elected a director of The Omaha National Bank, according to John D. Woods, board chairman and chief executive officer. Mr. Dinsdale has been president of Dinsdale Brothers since 1952. He also serves as a director of the First National Bank of Grand Island.

O'NEILL: Francis N. Cronin, 80, retired chairman of the O'Neill National Bank, died recently. He had been associated with the bank for over 60 years.

TECUMSEH: The application of Sterling Bankshares Inc. to become the holding company for the Bank of Sterling has been approved by the

Federal Reserve Bank of Kansas City.

WAHOO: Marie Basel, retired vice president of First National Bank, died recently.

Illinois News

GENESEO: Wayne F. Wetzel was recently employed by Farmers National Bank and elected as vice president of the agricultural division. He was formerly associated with the State Bank of Annawan as its vice president.

MOLINE: The board of directors of First National Bank has announced that Donna Dunton has been promoted to cashier. Ms. Dunton joined First National as auditor in 1977, following employment in similar positions at First National Bank of Muscatine.

Minnesota News

COLUMBIA HEIGHTS: M. L. "Slim" Grotewald has been promoted to executive vice president and chief operating officer at Marquette State Bank. Mr. Grotewald was vice president responsible for all lending activities and has been an officer of the bank since 1973. William A. Laing, past president of Marquette State Bank, will be assuming the position of president of Marquette Bank & Trust Co. of Rochester. Mr. Laing has been at Marquette State Bank since 1973. Larry Pietrzak has been appointed vice president in charge of commercial loans at Marquette. He has been an assistant vice president and commercial loan

officer with Marquette National Bank of Minneapolis for the past 16 years.

MINNEAPOLIS: The Federal Reserve Bank approved the application of Continental Bancshares Inc. to become a bank holding company through the acquisition of Gambles Continental State Bank of St. Paul.

South Dakota News

WATERTOWN: First National Bank observed its 100th anniversary September 15-20. Pictures and highlights will appear in a coming magazine issue of NORTHWESTERN BANKER.

North Dakota News

MANDAN: The Seven Seas Motor Inn will be the meeting place for the "Banking Challenges" Conference, sponsored by NDBA bank women, October 21-22. The conference is not restricted to women.

Montana News

BOZEMAN: James P. McGuire, vice president, Montana Bank, N.A., will retire at the end of the month.

Wyoming News

LARAMIE: Total resources of all banks in the state has reached a new high of \$3.1 billion as of June 30.



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Loan Officer—Central Illinois bank seeking individual for lending responsibilities, primarily consumer and ag lending. Would be part of management team. Operations experience helpful, but not necessary. Send resume and salary requirements to file KBZ, c/o Northwestern Banker. (PA)

AG LOAN OFFICER: Opening in \$20 million north-west Iowa bank. Salary range \$12-18,000 depending on experience.

INSTALLMENT LOAN MANAGER: Eastern Colorado bank; \$4 million department. Salary range to \$20,000.

AGRI LOAN OFFICER: Mature person experienced in large agri credits for south Missouri bank. Salary open.

COMMERCIAL LOAN OFFICER: Strong loan experience required for north Missouri bank. Salary to \$30,000.

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IMMEDIATE OPENING for an experienced instalment loan officer in a \$26 million bank located in north central Minnesota's lake country. Salary commensurate with experience. Excellent benefits, with an opportunity to move into senior management in the future. Send resume to file LBA, c/o Northwestern Banker. (PA)

Bank President. Medium-sized bank located near Twin Cities. Send resume to file LBD, c/o Northwestern Banker. (PA)

\$40 million bank seeking experienced agricultural lending officer. Proven ability to work effectively with people and demonstrated the ability to manage a successful loan portfolio. Submit resume, with salary requirements, to file LBF, c/o Northwestern Banker. (PA)

LOAN OFFICER—Immediate opening for an officer with experience in agricultural and commercial loans. Send resume to J.H. Hanson at The Security State Bank, Box 1291, Polson, MT 59860. (PA)

POSITIONS AVAILABLE

Operations Officer, with 3-5 years experience, wanted by community bank in Colorado ski resort area.

CPA or bank auditor degree with banking experience wanted by \$45 million Iowa bank.

Second Person wanted by community bank in north-west Iowa.

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LOAN OFFICER—Graduate of ag banking school with experience as teller/bookkeeper. Good person for trainee position. \$10,500

LENDING—Started as teller and has worked up to senior loan officer. Pays attention to detail and gets the job done. \$14,500

LOAN OFFICER—BA in finance and 3+ years as a bank examiner. Evaluates both loans and operations. Will consider lending or operations. \$16,000

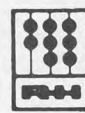
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AG LENDER—BA in ag business, made the dean's list; 2½ years experience includes analyzing loans, managing farms, soliciting new business and making farm calls. \$17,500

COMMERCIAL LENDER—Certified commercial lender. Heavy in lending, analysis and collections. Experience with six figure loans and can develop new business. \$25,000

VP—Currently vice president with \$50+ mm bank. Solid in lending, credit and operations. Responsible for banks conformity to state and federal laws. \$28,000

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COMMERCIAL LOAN—Medium size Rocky Mountain bank seeks senior commercial lender. Supervise instalment, real estate and commercial departments. \$28,000

PRESIDENT—\$25MM bank close to major metropolitan area. Must be strong lender and have current administrative responsibilities. \$40,000

AGRI LOAN—Handle \$8MM department for rural Kansas bank. Additional duties include ag credit department with \$3MM portfolio. \$22,000

AG LENDER—Medium size Nebraska bank seeks addition to ag department. Prefer ag related degree and 3-4 years lending experience. \$24,000

FINANCIAL OFFICER—\$40MM rural bank desires controller to handle reports, investments and liability side of ledger. \$25,000

JUNIOR LOAN—Bank located in Missouri resort area wishes to hire collector with some lending experience. Good opportunity for advancement. \$14,000

Sample of current listings. Salary history and resume requested.

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