

# NORTHWESTERN Banker Newsletter

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Des Moines, Iowa

December 5, 1983

Kansas City Fed "Banking Studies"

## Reviews Bank Prices, Chain Banking

**T**HE size of a bank's asset base and market and the state in which the bank is located often influence the price of its stock—but, except for state location, the effects of these factors on stock prices have generally been slight and variable.

This is one of the conclusions of a study of bank stock prices published in the inaugural issue of "Banking Studies," a new publication from the Division of Bank Supervision and Structure at the Federal Reserve Bank of Kansas City.

Besides studies by staff economists, the annual statistical summary includes data on financial performance, bank structure and the like for banks in the seven states of the Tenth Federal Reserve District.

In Vol. 1, No. 1, three authors—Dr. Larry G. Meeker, assistant vice president at the Kansas City Fed; Laura M. Dollarhide, assistant economist at the Fed, and Dr. O. Maurice Joy, professor at the University of Kansas and consultant to the Fed—present price data on controlling share transactions in small District banks from 1965 through 1982.

The stock price index, a feature to be updated annually in Banking Studies, helps the reader evaluate these price trends.

The authors conclude that, in

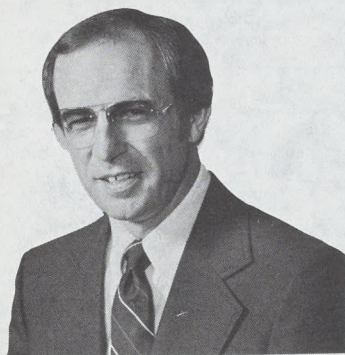
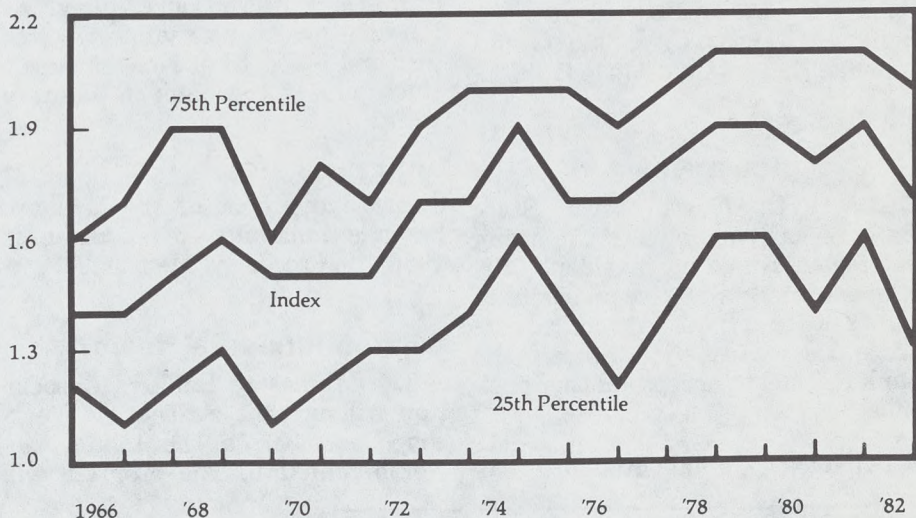
years to come, "the price index will be a valuable asset in tracking future bank stock price trends. This may prove particularly interesting in states like Nebraska and Oklahoma, which just this year have liberalized their banking laws to permit limited branching and the formation of multibank holding companies.

"The price index also may form a good base for observing the effects on bank stock prices of national changes in banking, particularly those caused by deregulation."

The first issue of Banking Studies also includes a report on chain banking organizations in Kansas, Nebraska and Oklahoma. The report was prepared by three staff members of the Kansas City Fed: Forest Myers, manager; J. Paul Willis,

INDEX OF BANK CONTROL SHARE PRICES  
Tenth Federal Reserve District  
1965 — 1982

Price/Book



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Gary McClimen

staff analyst, and Joe Van Wallegem, assistant economist.

Because Nebraska and Oklahoma are beginning to permit multibank holding companies, chain organizations probably will be an important predictor of the two states' movement to multibank companies.

In addition, this issue of Banking Studies contains, in charts and tables, financial performance statistics for four size categories of District banks. It also contains maps showing the deposit growth rate and return on assets by county for all seven states of the Tenth District: Kansas, Missouri, Oklahoma, Nebraska, Wyoming, Colorado and New Mexico.

Copies are available without charge from the Federal Reserve Bank of Kansas City, 925 Grand Avenue, Kansas City, Mo. 64198. □

### Iowa News

**BELMOND:** North Iowa State Bank recently announced the hiring of Harlan Klave as president. Mr. Klave formerly was vice president of First National Bank, Akron. He succeeds Dean Kechely, who left the bank in June to accept another position.

**CLARION:** Gerald Retzlaff has

joined Brenton Bank & Trust Co. as senior vice president. During the past 11 years, Mr. Retzlaff has been serving as vice president in charge of the ag loan department at the Union Bank & Trust Co. in Ottumwa.

**NORWAY:** Florine Day, 49, died in her sleep November 28 of an apparent heart attack. Mrs. Day's husband, Burtwin L. Day, is president of Benton County Savings Bank, where she worked as assistant cashier until three years ago.

**OAKLAND:** Roy E. Paradise has been named president of Citizens State Bank here. He succeeds Dick Goos, who resigned to join Peoples State Bank in Missouri Valley. Mr. Paradise has been serving as a director and executive vice president since joining the bank in January, 1977.

**WILLIAMS:** Frank J. Counsell, owner and officer of the Williams Savings Bank until his retirement in 1966, died recently. He was 94.

### Minnesota News

The Minnesota Bankers Association will present a Security Workshop December 7 at the Holiday Inn, North Mankato. The program will

run from 9-4 with a break for lunch.

Speaker for the workshop is Donald Jones, president of Financial Education and Development in Madison, Wis. Mr. Jones has been active in the training of bankers throughout the United States for the past eight years.

\* \* \*

The Minnesota Chapter of the Bank Marketing Association will meet December 6 at the Nicollet Island Inn. The evening will begin with social hour at 5:30 and dinner at 6:30.

Speaker for the evening is George M. Morvis, president of Financial Shares Corporation, a Chicago-based firm which provides marketing, public relations and training consultation services. He will present "The Fall and Rise of the Banking Industry: A Look Ahead."

For more information contact Michael W. Riley, Signal Hills Bank in West St. Paul; phone (612) 457-1776.

**MARSHALL:** Roger N. Tjosaas has joined First American Bank & Trust as senior vice president in loans. Mr. Tjosaas has been associated with American Bank & Trust of Moorhead since 1970, most recently serving as vice president and manager of the commercial loan department.

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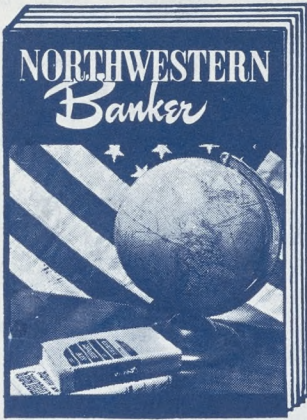
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## ABA Insurance-Protection Conference Set for January 31 in San Francisco

**N**EW income producing insurance opportunities available to banks as a result of deregulation and new security risk resulting from technological advancements in banking will be featured topics of discussion at the American Bankers Association's Insurance and Protection Conference of Financial Institutions.

Set for January 31 - February 3 at the Hyatt Regency Hotel in San Francisco, the theme for banking's largest conference of this type is "The Changing Role of Banking and Its Impact on Managing Risk." A

major aspect of that theme is the new opportunity for generating bank income through the sale of insurance products.

"An ABA commissioned study on business expansion opportunities for banking found insurance brokerage activities to be the most attractive and potentially profitable new growth area," said Marcus H. Ford, conference planning committee chairman and vice president, Omaha National Bank, Omaha, Nebr. "It has become imperative that insurance officers become fully knowledgeable of the income-producing oppor-

tunities in this area."

Establishing a credit life company, mass marketing of insurance products, and establishing a program for bank employees to purchase various insurance products are among the numerous topics to be addressed in the conference's "Income Producing Insurance" track.

Three other expanded subject area tracks will focus on key industry issues facing bank security officers, risk managers, insurance officers and data security officers. Fifteen concurrent session tracks will cover topics in the areas of physical security, data security and insurance/risk management.

Topics to be addressed include ATM fraud and network security, security implications of personal computers, an assessment of computer crime coverages, assessing risk, dialup security, directors and officers liability, developing an emergency preparedness program, filing a fidelity claim, alarm security and many more.

Bankers can save money by registering early. Registration fees will be \$430 for ABA members and \$550 for others until December 15. After that, registration will cost \$470 for members and \$590 for others.

For more details and registration forms, phone ABA's Banker Education Network at (202) 467-6738, or write to the ABA Security and Risk Management Division, 1120 Connecticut Ave., NW, Washington, DC 20036.



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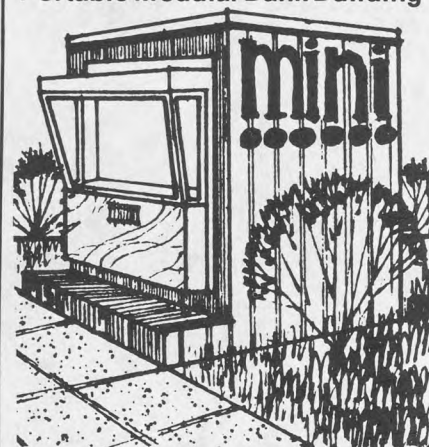
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### Nebraska News

**HALLAM:** The board of Hallam Bank has elected W. Russell Andersen president. He has been with the bank three years as executive vice president and chief executive officer. Mr. Andersen succeeds Wilma Sykes, who has been named chairman.

**LINCOLN:** Dana Henrickson has been elected senior vice president and chief financial officer of Gateway Bank & Trust. Previously with the National Bank of Commerce, Mr. Henrickson's background is in financial operations and data processing.

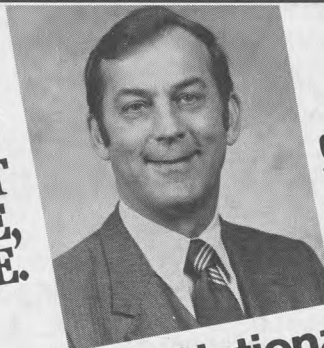
**OMAHA:** James R. Campbell, president of Region V - Norwest Corporation recently announced that Jack L. Shafer has joined Norwest Region V staff as regional vice president of human resources. Mr. Shafer previously was corporate director of compensation and benefits for Tenneco Automotive, a division of Tenneco, Inc., in Bannockburn, Ill.

**OMAHA:** At Norwest Bank Omaha, N.A., Robert E. Dahl and David R. Michael have been named senior vice presidents. Mr. Dahl will manage the metropolitan business and professional department and Mr. Michael will manage the commercial banking division. Also at the bank, Patrick J. Brady and David C. Koenigsman have joined the staff as vice presidents in the commercial banking division.

### Illinois News

**FAIRVIEW HEIGHTS:** James B. Watt has been elected chairman and chief executive officer of MidAmerica BancSystem, Inc. He replaces Charles L. Daily, who will assume

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the position of chairman of the executive committee. Prior to managing his own bank consulting firm, Watt and Associates, Inc. in Springfield, Mr. Watt was president of the Association of Modern Banking in Illinois.

**JOLIET:** Jim Oberwortmann, 42, chairman of First Midwest Bancorp, Inc., died November 23 after a one-year illness with cancer. First Midwest is the holding company for the Oberwortmann banks in Illinois. His father, C.D. Oberwortmann, also of Joliet, is chairman of the First Midwest executive committee and is chairman of First National Bank of Muscatine, Ia.

### South Dakota News

**BELLE FOURCHE:** Jim Benson has been promoted to manager and vice president of Pioneer Bank & Trust, branch, Bank of Belle Fourche, which the Bank of Belle Fourche is establishing at 2001 West Omaha, Rapid City. Mr. Benson has been with the bank four years. In addition, Rick Sebbo has been hired as assistant vice president and assistant manager of the bank.

### Wyoming News

**CASPER:** Lynn Duncan, Wyoming National Bank's vice president in charge of marketing, has been promoted to vice president and head of the bank's correspondent and national accounts department. Mr. Duncan joined the bank in 1977. Since that time, he has supervised bank advertising, business development, public relations and new account activities of the bank.

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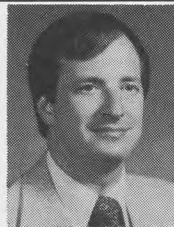
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**Ag Lender** for N.W. Iowa bank. Salary range is open, depending on experience. Nice small community and working conditions.

**Ag Lender** for S.W. Iowa community bank. Must have three or more years experience plus degree. Bonus arrangement. . . . . Salary to \$30,000

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**Correspondent Officer** for major midwest bank. Ag lending background a plus. Must have five or more years banking experience. . . . . Salary open

**Operations Officer** to take charge of cashier duties in Southern Minnesota bank. . . . . Salary to \$30,000

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