

NORTHWESTERN Banker Newsletter

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December 12, 1983

Phoenix Will Host Community Bankers

CHARLES Kuralt, CBS news special correspondent and host of "Sunday Morning" and "On-The-Road," and Hugh Sidey, contributing editor for The Washington Perspective and former bureau chief of *Time* magazine will address the American Bankers Association's National Assembly for Community Banking, Feb. 26-29, at the Hyatt Regency Hotel, Phoenix, Ariz.

Workshop topics will include real estate equity participation, discount brokerage, financial futures, pricing bank services, the credit outlook for agricultural customers, incentive compensation, profits through secondary mortgage markets, diversifying the mortgage portfolio and employee stock ownership plans.

Five special microcomputer seminars will be offered daily during the conference, and two hours of personal instruction on a micro will be available to all participants. The seminar topics are: "Asset/Liability Management;" "Advanced Spread Sheet Packages;" "Cross-Selling Bank Services;" "Board Room Reporting," and "Trust Applications."

In addition, attendees will have the opportunity to participate in peer group meetings. Issues to be discussed range from "Controlling Non-Interest Expense" to "What do you do when Sears and Merrill Lynch open shops next door?"

To take advantage of Phoenix' western charm and mild climate, a visit to Rawhide, an 1880 wild western town, and a golf and tennis tournament are planned.

Registration materials or additional information about the ABA National Assembly are available from Susan Moomaw, ABA, 1120 Connecticut Ave., NW Washington, DC 20036.

Comptroller Consolidates Upper Midwest Offices

The office of the Comptroller of the Currency recently announced the consolidation of its Minneapolis regional office into the Midwestern District headquartered in Kansas City, Missouri.

The Midwestern District Office will supervise national banks in seven states, including banks in Minnesota, North Dakota and South Dakota which were previously supervised by the Minneapolis Office. The other states in the District are Missouri, Kansas, Iowa and Nebraska.

The Midwestern District is to be headed by an executive management team consisting of Deputy Comptroller Dean S. Marriott and District Administrator Peter C. Kraft. Mr. Marriott was previously regional administrator for the Mem-

phis office, and has worked as deputy regional administrator and acting regional administrator in the Chicago office. Mr. Kraft has served as regional administrator for the Denver office since 1980.

The OCC also announced its field office locations for the Midwestern District. These offices will coordinate supervisory activities within the district. The field offices will be located in Kansas City, Minneapolis, and Omaha. The directors of the field offices will be Gary M. Brickman in Kansas City, James J. Gartner in Minneapolis, and Kent C. Austinson in Omaha.

The announcement is part of a nationwide plan to reorganize the OCC's twelve regional offices into six district offices.

Iowa News

Iowa banks will be assessed a total of \$1,968,284.57 by December 20, to cover the loss by local governments resulting from the closing of the Exchange Bank of Bloomfield, announced Michael L. Fitzgerald, administrator of the State Sinking Fund for Public Deposits.

Banks will be assessed \$165 per \$100,000 of public funds they held as on June 30, 1983.

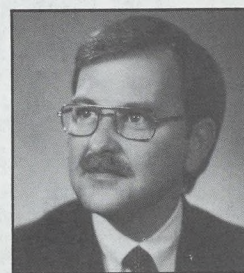
This will be the first time in 22 years that banks will pay into the sinking fund, which was established in the 1930s by Legislature to pro-

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protect tax funds against losses due to bank failures.

DES MOINES: 1983 Silver Dollar Olympic Commemorative Coins will go on sale here today at participating financial institutions, as announced last week by Donna Pope, director of the United States Mint, at a briefing held at the Iowa Bankers Association headquarters. Des Moines was chosen as the pilot market location for the coins because of previous success in the marketing of the George Washington commemorative coins in Iowa and because it was felt Iowa had good, strong state associations which would aid in promoting the project. The 1983 Silver Coin is being offered in a "proof" condition for

\$32. A person may also purchase a 1984 Silver Coin and a 1984 gold Eagle \$10 coin. The set of three, which will not be available until 1984, will sell for \$416, of which \$50 from the gold and \$10 from each silver coin will go directly to the Olympic Committee for the 1984 Summer Olympics.

DES MOINES: Marvin E. Mazie will be elected president, chief operating officer and a director of Valley National Bank at the meeting of directors on December 13. He will succeed J. Locke Macomber, who will remain as chairman and chief executive officer. Mr. Mazie will begin his new duties January 3, 1984. He has spent the past 23 years with Norwest Financial, Inc. (formerly Dial Finance Corp.), most recently as vice president and chief corporate planning officer.

DUBUQUE: American Trust & Savings Bank has announced the promotion of Donald W. Wand as senior vice president. Mr. Wand started with American Trust in 1958 and most recently has been serving as vice president-controller.

NORTHWOOD: Glenn O. Emmons, executive vice president of The Northwood State Bank, recently retired after serving as CEO for 18 years. His banking career spanned 48 years and included duties as a national bank examiner and president of the Bank in Emmons, Minn. Also at the Northwood bank, Chris J.

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Mishler has been elected vice president. He has been serving with the Iowa Department of Banking for the past nine years.

WHEATLAND: David E. Harris has been promoted to executive vice president at First Trust and Savings Bank of Wheatland. Mr. Harris joined the bank in 1976 as a loan officer.

Nebraska News

DECATUR: Claude Havick has been elected president of Citizens State Bank here. Mr. Havick's experience includes two years as branch manager of Production Credit Association; agricultural loan officer for five years with Onawa State Bank, and four years at Security National Bank in Sioux City.

Minnesota News

LITCHFIELD: At Norwest Bank Litchfield, David L. Daeges has been promoted to senior vice president of loan administration and Marleen Bollman has been promoted to vice president and cashier-bank administration. Mr. Daeges has been with the Litchfield bank for the past five years. Ms. Bollman has been with Norwest affiliates for the past 17 years in various capacities.

MANKATO: Stewart A. Turing has been elected vice president, respon-



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sible for management of the loan department of Security State Bank of Mankato. Mr. Turing returns to the midwest after serving in a senior commercial lending management position with United Bank of Flagstaff, Ariz. He had previously served as senior vice president of Dakota National Bank of Fargo.

Illinois News

The Illinois Bankers Association will conduct a series of three one-day Security Workshops to be held January 17 at Mt. Vernon Holiday Inn; January 18 at Springfield Holiday Inn-East, and January 19 at Marriott Oakbrook.

The workshop will be conducted by Don Jones, president of Financial Education and Development, a training firm for the financial services industry, and will focus on disaster management preparedness and guidelines for compliance with the 1968 Bank Protection Act.

Wisconsin News

HALES CORNERS: Michael J. Falbo has been appointed president and chief executive officer of the State Bank of Hales Corners, and Mello Q. Pifher has been named vice chairman. Mr. Falbo has been with the Marine Bank Corp. for the last 11 years, most recently as vice president of commercial loans with Marine First National of Racine. Mr. Pifher previously was executive vice president.

MADISON: James A. Buenger has been named vice president and cashier of United Bank, according to Robert C. O'Malley, president. Mr. Buenger previously was cashier of

United Bank of Westgate. In his new position he will serve as cashier for all United Bank offices in Madison.

MENOMONEE FALLS: Robert Schmidt has been named president of the M&I Bank of Menomonee Falls. He previously had been serving as assistant vice president in the M&I metropolitan Milwaukee group of the commercial banking division since 1982.

South Dakota News

SIoux FALLS: Los Angeles-based Security Pacific Corp., the nation's tenth largest bank holding company, is applying for a state charter to open a bank in Sioux Falls and start a nationwide insurance business. Security Pacific Corp. has assets of \$37 billion.

MILLER: Sally J. LaBau has been promoted to vice president of First Bank Miller. Mrs. LaBau joined the bank in 1971 most recently serving as cashier and operations officer.

North Dakota News

CARSON: Grant County State Bank recently received approval to change its name to First Southwest Bank-Carson.

MANDAN: Approval was recently received by Mandan Security Bank to change its name to First Security Bank-Mandan.

Wyoming News

CASPER: David E. Bitner has joined the staff of First Wyoming Bank here as vice president-manager in the commercial loan department. Mr. Bitner has been with Wyoming National Bank of Casper for the past

12 years, where he held the position of vice president in its commercial loan department.

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MATURE BANK LOAN OFFICER OPENING—Sioux Falls, South Dakota. Aggressive knowledgeable, take charge person. Salary open. Ag background knowledge a plus. Write file VBU, c/o Northwestern Banker. (PA)

OPERATIONS—Excellent opportunity for aggressive person with a minimum of 5 years banking experience including data processing. County seat bank. Send resume and salary requirement to file VBT, c/o Northwestern Banker. (PA)

Opportunity for a person with 5 to 7 years banking experience to take charge of **TRUST INVESTMENTS AND REAL ESTATE LOANS** for a \$21 million bank in north central Illinois. Must be sales oriented and able to promote new business. Salary open. Profit sharing. Write file VBS, c/o Northwestern Banker. (PA)

COMMERCIAL LOAN OFFICER—Requires degree plus 3 years commercial loan experience. Some operations experience helpful. Salary open. Contact Steven L. Afdahl, E.V.P., Citizens National Bank, Boone, IA 50036. Phone 515/432-7611. (PA)

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AG LENDERS—3-5 yrs. in com. bank. \$40K.

COMMERCIAL LENDERS—Degreed. 3-5 yrs. exp. Credit department training in large bank desired. \$35K.

COMMERCIAL CALLING OFFICERS—Min. 3 yrs. com. lending exp. and calling exp. Little travel. \$40K.

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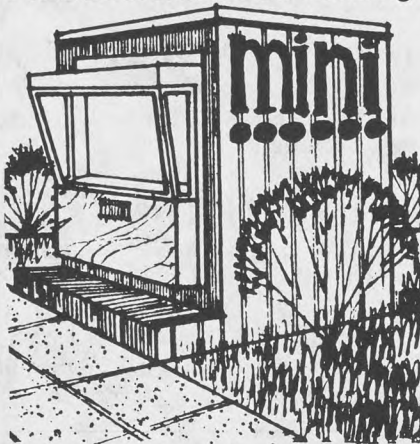
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Commercial Lender for large central Iowa independent bank. Requires degree and five or more years commercial lending experience. Salary open

Experienced Lender for Eastern South Dakota community bank. Requires both commercial and ag loan background. Salary open

Ag Lender for Southern Minnesota Multi-bank holding company. Requires five or more years experience. Applicant will supervise \$9 million Ag portfolio and two ag reps. Salary to \$32,000

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

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Operations/Customer Contact for larger Iowa bank. Requires banker who is customer-oriented. Excellent opportunity. Salary to \$32,000

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

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JUNIOR OPERATIONS—small rural bank desires college graduate with 1-2 yrs. bank operations experience. \$14K

AGRI LOAN—senior officer position in \$30MM rural bank. Handle all ag credits and some commercial. \$30K

Resume and salary requirements requested.

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