

NORTHWESTERN Banker Newsletter

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January 2, 1984

To Cope with Heavy Competition—

Community Bank Executives Have an Opportunity to Sharpen Their Skills

AT A TIME of heavy competition when they are being called upon to display genuine leadership for their communities, their staffs and stockholders community bank executive officers have an opportunity to sharpen their management skills with their peers through the unique Community Bank Executive Development Program being offered by the American Bankers Association.

This program for CEOs, developed by CEOs who make up the membership of ABA's Community Bankers Council, was presented for the first time last spring in Williamsburg and was so well received that ABA is offering it again, using three locations, to make the program more easily accessible to greater numbers of executive officers. Fortunately, for upper midwest bankers, the first of these three sessions will be held conveniently at the Hyatt Regency Hotel in Minneapolis, March 5-8. The other two will be March 25-29 at Colonial Williamsburg Lodge, and April 9-12 at the Red Lion Motor Inn-Jantzen Beach, Portland, Ore.

John K. Moore, chairman of the ABA Community Bankers Council and chairman and CEO of the Beach Bank of Vero Beach, Fla., said

"Bankers who attended the first session last spring in Williamsburg reported they truly felt better equipped to run their banks after they had completed this intensive program."

The objective of the three one-half day sessions is to provide CEOs with the opportunity to analyze strategic issues, to use these analyses to strengthen their decision-making abilities and to develop their funds management and people management skills. That is why the program is designed specifically for CEOs, presidents and chairmen of community banks, but is open also to executive officers expected to assume bank top leadership roles in the near future.

The immediate value of this special CEO Conference is evidenced by the array of program topics selected by CEOs for discussion with their peers:

- Keynote address: "The CEO in Today's Banking Environment"—Thomas R. Smith, president, Fidelity Brenton Bank & Trust Company, Marshalltown, Ia.

- Strategic Planning: Understanding It and Making It Work.

- Asset Liability Management:

Theory and Application.

- Successful Market Penetration: Two concurrent sessions—Product Development and Pricing; Promotional Techniques and Selling Consideration.

- Human Resources Management: Two concurrent sessions—Stress Management; Working with the Board of Directors.

- Microcomputers—4-hour session covering evaluation of hardware and software, using micros as a sales tool, and advanced spreadsheet analysis.

- Office Automation for Survival: Free Yourself to Be That Personal Banker.

- Approaches and Solutions to Your Job.

Other speakers include: Jim Cathcart, award-winning author; Robert D. Dye, corporate vice president, Financial Shares Corp., Chicago; Tom Farin, president of Aurora Systems Inc.; Craig Hartman, president and CEO of Plansmith Corp.; Robert Long, president of Microbanker, Inc., research letter. Dale D. McConkey, professor of management, University of Wisconsin; George M. Morvis, president of Financial Shares Corp., Chicago; Ira Nathanson, director of marketing, Affiliated Bank Group, Chicago, and Alan R. Tubbs, president, First Central State Bank, DeWitt, Ia.

Time will be provided for round-



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table sharing discussions.

Complete information and registration forms may be obtained from state banker associations or from Meg Battle at the ABA Community Bankers Council, 1120 Connecticut Ave., N.W., Washington, D.C. 20036. Her phone number is 202/467-4013. □

Iowa News

DES MOINES: Hawkeye Bank & Trust is sponsoring a 12-session seminar entitled, "Sales Skills For Survival," to be held once each month during 1984. The seminar will begin January 18 from 6:30-7:30 p.m. at the Botanical Center in Des Moines. Fee per person for the 12 sessions is \$195, with more information available from Hawkeye Bank & Trust, 2401 University, Des Moines, Iowa 50311; phone 277-6441. James E. Robertson, a well-known practitioner, will be the guest instructor.

FORT DODGE: Eugene D. Knop has been elected senior vice president of First National Bank effective January 1. He will head the agricultural business segment of the bank, working with Mark Telleen

and Gerry Rupiper. Mr. Knop has been active in farming all his life, holding management positions with PCAs in Ida Grove and Storm Lake from 1963 to 1969. He has served the last 14 years in the ag department of Ida County State Bank, Ida Grove, and the last three years as department head.

HILLS: Hills Bank and Trust Company has agreed to purchase substantially all of the assets of uniBank & Trust, Coralville, subject to approval by uniBank shareholders and regulatory authorities. No purchase price has been disclosed. Hills Bank and Trust has assets totaling approximately \$137 million, and operates a full-service office in Iowa City. The assets of uniBank that Hills Bank has agreed to purchase will total approximately \$23 million. If the transaction is approved, uniBank's present Coralville and North Liberty facilities will become offices of Hills Bank, and the uniBank office in Iowa City will be closed.

Nebraska News

Roger Beverage, 38, a Lincoln attorney and former executive vice president of the Nebraska Bankers Association until June, 1982, has been appointed director of banking by Nebraska Governor Kerrey. He succeeds Paul Amen, who resigned that post several weeks ago. Interim

director of banking John Miller continues as special assistant in charge of cleaning up the Commonwealth Savings Co. problem.

* * *

The Nebraska Bankers Association will move its offices on January 7 to 525 South 13th St. in downtown Lincoln. The phone number remains the same.

Minnesota News

The Minnesota Bankers Association presented a two-day Microcomputer Training Workshop November 30-December 1 that not only had full registration but a waiting list. Due to the number of people still wanting to attend, the MBA has scheduled another workshop for January 18-19 at the Sheraton Ritz in Minneapolis.

Thirty computer terminals will be installed at the hotel facilities to provide "hands on" experience for every participant. Program for the two-day session will be presented by Thomas Farin, president of Aurora Systems of Madison, Wisc.

LAKEFIELD: The board of directors of First Bank here has elected Eugene H. Ormberg president and chief operating officer and Elden W. Rance chairman and chief executive officer. Mr. Rance, who is also president and managing officer of First Bank Worthington, has served as CEO in Lakefield since September. Mr. Ormberg most recently served as vice president and manager of agricultural lending at First Bank Worthington.

Illinois News

CHICAGO: American National Bank of Arlington Heights has announced the promotion of Robert L. Riter to president and James D. Brenner to executive vice president. Mr. Riter joins the bank from American National Bank and Trust of Chi-

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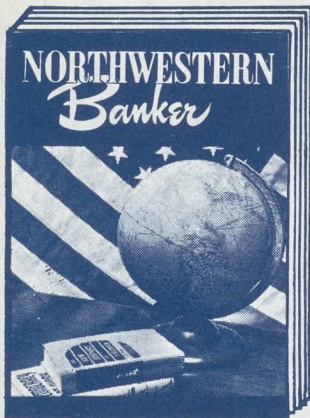


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cago, where he served as vice president. Mr. Brenner joins from Amalgamated Trust and Savings Bank where he served as senior vice president in commercial lending.

GREENVILLE: An agreement has been signed for the sale of controlling interest in the First Bank and Trust Company here by the Jim Jackson family to Second Illinois Bancorp. Inc., announced W. Wayne Robertson, president of the bank. The recently formed bank holding company is also acquiring controlling interest in the Farmers and Merchants Bank of Vandalia and the First Bank and Trust Company of O'Fallon, which are also owned by the Jackson family. As of November 30, assets of First Bank and Trust of Greenville were \$41 million; assets of the O'Fallon bank were \$54 million; and assets of the Vandalia bank were \$40 million.

LOMBARD: Josphine May has been named president and Dr. Richard E. Hamlin has been named chairman of the Bank of Yorktown. Ms. May is a 30-year veteran of banking and has been with the Bank of Yorktown 11 years, most recently as senior vice president. Dr. Hamlin is president of George Williams College in Downers Grove and was a founding director of the bank.

PARK RIDGE: James R. Katek, Jr., has been elected director of marketing at Citizens Bank & Trust Company. Mr. Katek previously was employed as director of marketing with United Central Bank of Des Moines, N.A. in Des Moines, Iowa. He also served as director of marketing at Jefferson Trust & Savings Bank, Peoria.

Wisconsin News

MILWAUKEE: First Wisconsin Trust Company has announced the promotion of Mary Ellen Stanek to vice president in the investment group. Ms. Stanek joined the trust company in 1979 as a money market portfolio manager.

OSHKOSH: Nancy J. Roberts, executive vice president of the M & I Western State Bank here since 1980, has been elected president. She succeeds Lloyd Hanneman, founder of the bank, who will remain as chairman. Ms. Roberts has been with the bank since 1966, prior to its joining the M & I group in 1978.

South Dakota News

SIOUX FALLS: First Bank of South Dakota recently announced the promotion of Bette Theobald to vice president in the trust department in Sioux Falls. Ms. Theobald joined the bank in 1964, joining the trust department in 1973.

Montana News

The Montana Bankers Association is sponsoring the 1984 Bank Presidents Conference to be held January 26-27 at the Billings Sheraton. A tentative agenda has been released by this year's bank presidents conference committee, chaired by Erle Gross, past president of the MBA.

Registration will begin at 10:00 a.m. on the 26th, with luncheon for bankers and spouses at noon. From 1:30-4:30 p.m. will run concurrent workshops.

Business session will begin at 8:00 a.m. on Friday, January 27,

followed by a panel discussion on "Bank Taxation." Tom Huston will speak on "Banking in the 80's." Mr. Huston is Superintendent of Banking for the State of Iowa. Following a short break the program will continue with a slide presentation of "1983 Business Week Report"; "BankPac Report"; "Microcomputer Software," and "Marketing Committee Report." A noon luncheon will be served with adjournment set for 1:30 p.m.

BILLINGS: Montana Bancsystem, Inc., has announced that Bruce B. Ellis, president has been named chief executive officer to succeed Eldon E. Kuhns, who will continue as chairman. Mr. Ellis has served as president and chief operating officer since the formation of the corporation.

MILES CITY: Marc A. Lackman has been elected vice president and controller at First Bank Miles City and Donald L. Nightengale has been elected assistant vice president in charge of consumer and real estate loans. Mr. Lackman previously served at First Bank System. Mr. Nightengale most recently was associated with Telecrafter Corp. in Billings.

Wyoming News

CHEYENNE: Richard C. Bjugan and Judith T. Walz have been promoted to assistant vice presidents of First Wyoming Bancorporation. Prior to joining the corporation in February of this year, Mr. Bjugan served as district manager for Northwest Information Services in Mason City, Iowa. Mrs. Walz was elected in the planning and research area and joined the corporation in 1981.

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North Dakota News

FARGO: First Bank of North Dakota Fargo has elected Frank Keogh to vice president and manager of the ag lending department of the bank. Mr. Keogh joined the bank in 1978 as a management trainee, leaving in 1980 to manage the ag lending department of First Bank Jamestown. He returned to Fargo in 1982 as assistant vice president.

VALLEY CITY: Kent B. Cummings has been named chairman of Northwest Bank Valley City, N.A. Mr. Cummings has been serving as president and chief executive officer of the bank since 1966, and will remain in that position until a successor is named. He originally joined the bank in 1958.

Colorado News

FOWLER: First National Bank of Fowler has announced the election of Roger Schmidt as president, replacing Warren Switser who resigned in April of 1983. Mr. Schmidt formerly was self-employed in the insurance and real estate business in Elbert City. Prior to that he was employed by the Brenton Banks of Iowa for 23 years at Emmetsburg, Ayrshire and Marshalltown.

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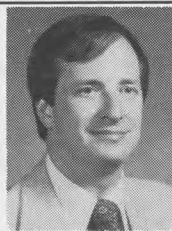
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