NORTHWESTERN Banker Newsletter

Vol. 13 No. 4

Des Moines, Iowa

May 14, 1984

Sen. Garn Plans Action on Bank Bill

S ENATOR Jake Garn (R., Utah), chairman of the Senate Banking

Committee, told members of the Nebraska Bankers Association at their 87th annual convention in Lincoln early last month that "the overwhelming majority of the committee feels we need a



SEN. GARN

bill" on expanded bank powers and other issues. He added, "I expect markup in late May and a bill to go to the floor by June 1."

Sen. Garn backgrounded his interest in banking legislation by relating how surprised he was to be assigned to the Senate Banking Committee in 1975 "because my college degree was in Banking and Finance!" He said "it became clear in 1975 that we were in a rapidly changing marketplace, but Congress was not doing anything. I thought we should move ahead with comprehensive legislation.

"In March of 1980 we finally did, but only because the courts forced us into it. Congress' stance is. 'wait til you're forced into it.' That was the Garn-St. Germain Bill—prompted by the thrift problem. We didn't solve the problem. As we deal with the basic, fundamental law of Glass

Steagall, which is now 50 years old, I hope that 50 years down the road bankers aren't talking about Garn-St. Germain, for it wasn't a solution, but only a start."

Sen. Garn stated emphatically that "to be decades behind the market place doesn't make sense, so I believe in making small, incremental steps to keep pace or, at least, be only a year or so behind. Government should *not* be in the position of creating competitive inequalities. But government *did* this with non-financial institutions.

"I'm not smart enough to determine what the financial marketplace should be 10 years from now, but I do intend to keep pushing for continued updating. To pass legislation, it's necessary to build a consensus. I've been told it's impossible to pass a bill this year. It's not impossible! It has nothing to do with an election year. These issues cut across party lines.

"Some say there is not enough time. Well, Congress will continue passing bills for whatever length of time it is in session. This is the type of legislation that if you don't have consensus pretty well in hand, it's fruitless to go to the floor. Here's a fact: Garn-St. Germain passed after only one and one-half hours on the floor!"

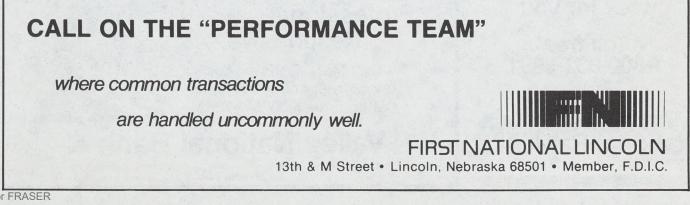
Senator Garn related that his Banking Committee had "completed extensive testimony hearings a month ago. I have been meeting with Republicans and Democrats and our staff. The overwhelming majority feels we need a bill. I expect markup in late May and a bill to the floor by June 1."

Sen. Garn said he could not discuss specific contents of a bill but did say, "plugging loopholes like the South Dakota one is not our only solution—we must consider more. This leads to grandfathering or divestiture—unfair items on both. One keeps others out and leaves some in. The second takes away things you have, and you might lose."

In response to questions from the floor, Sen. Garn said realism in the committee leads him to state "we can get action on investment and real estate powers, but not insurance." When two or three floor questioners pursued the insurance authority question with him, Sen. Garn said, "I'm not saying I'm for or against this subject. I'm just giving you a realistic view of what can and can't be done at this time."

Prior to his comments about the banking bill prospects, Sen. Garn asked for a few minutes "to discuss the budget and financial condition of this country. There are a lot of charges and counter-charges in the media in an election year. Anyone can have an opinion, but facts stand alone.

"The fact is that the year 1962 when President Kennedy was in of-



Digitized for FRASER https://fraser.stlouisfed.org Federal Reserve Bank of St. Louis 2

Norwest Bank Des Moines, N.A. Call (515) 245-3131 or toll-free (800) 362-2514 Member FDIC



BANKS

Teamwork: one of the reasons we're first in Iowa.



fice marks the first time we spent \$100 billion on a federal budget and 48% of it went for defense! It took 174 years to spend \$100 billion; it took nine years more to spend \$200 billion a year and only four more to reach a \$300 billion budget. That \$106 billion in 1962 ran the country and defended it. Now, interest on the deficit is in excess of \$125 billion a year—and remember, 22 years ago the entire budget was just \$106 billion!

"Yet, we hear that President Reagan caused this current problem. The fact is, it's been building for the past 22 years! We must get rid of these deficits.

"A Constitutional *fact* is that *no* President has spent a dime that Congress hasn't first appropriated. He



ASK DOUG KEIPER

to make MNB work for you.

Toll free 1-800-332-5991



can scream and shout for his budget, but it finally rests with Congress. If they don't like the President's budget, they can change it. We're not going to do much about it, other than this down payment of \$150 billion. You must tell Congress to act!

"Expect the interest rate to go up and inflation to return when this continues because the federal government is crowding out the rest of the market. I wish I could be more positive about the Senate and the House, but I can't. I dont think anything is going to be done. Talk to your Congressmen to vote the way they talk. If they don't, get someone else.

"There are some Democrats I'd rather have than some Republicans on this subject. I believe above party. The problem is in entitlements programs and the indexed programs."

After reviewing such matters as Social Security, federal government and military costly retirement programs, in addition to the programs cited above, Sen. Garn said, "Would such changes affect the interest rate now? Yes! We could have a single digit interest rate by the end of the year if these things were done."

Comptroller Imposes New "Non-Bank" Moratorium

Comptroller of the Currency C.T. Conover has imposed a new moratorium on the issuance of "nonbank" charters to the 230 applications filed after the previous deadline elapsed on March 31. He said this will stand until Congress adjourns in late fall, giving Congress time to enact a bill to close the loophole or authorize such activity.

However, before proclaiming the moratorium, the Comptroller issued charters for 10 of the non-banks filed prior to March 31, including four for Dimension. Those four may be used at any of the 31 sites filed for in 25 cities. Others issued non-bank charters were Bankers Trust Company of New York to convert its Florida trust subsidiary; Bank of Boston to convert two Florida trust operations; Wilmington Trust of Delaware to convert a trust operation in Florida; the Reserve Fund for a nonbank in New York City, and a suburban Maryland bank for one in Washington, D.C. The Fed must approve the ones for Bankers Trust and Bank of Boston, since they are holding companies. The Fed announced previously its opposition to the Dimension application.

Rep. Fernand St. Germain (D., R.I.) chairman of the House Banking Committee, has publicly proclaimed his intent to close the loophole. He said, "Those who proceed, do so at their own risk."

The Illinois Bankers Association and the Independent Bankers Association of America still have a lawsuit against the Comptroller on issuance of any Dimension charters. \Box

Iowa News

The Central Iowa Chapter of the Bank Administration Institute will hold its last meeting of the business year May 17 at Adventureland Inn, Des Moines. Speaker for the evening is Tom Smith, president, Fidelity Brenton Bank and Trust Company, Marshalltown. Spouses and guests are welcome.

Social hour will begin at 5:30 p.m. followed by dinner at 6:30 and the meeting from 7:30 - 9:00. Cost per person is \$14.00.



Where success is etched in quality.

he success of your bond portfolio is a function of quality investments. After all, quality is your best assurance of growth in earnings.

United Missouri's Investment Banking Division can make sure you're investing in high quality securities. We offer exactly what you want. And, for over 50 years, our track record for making successful recommendations has been excellent. Undoubtedly due to our consistently high standards.

Call or write us today. We'll hold your investment information in the strictest confidence.

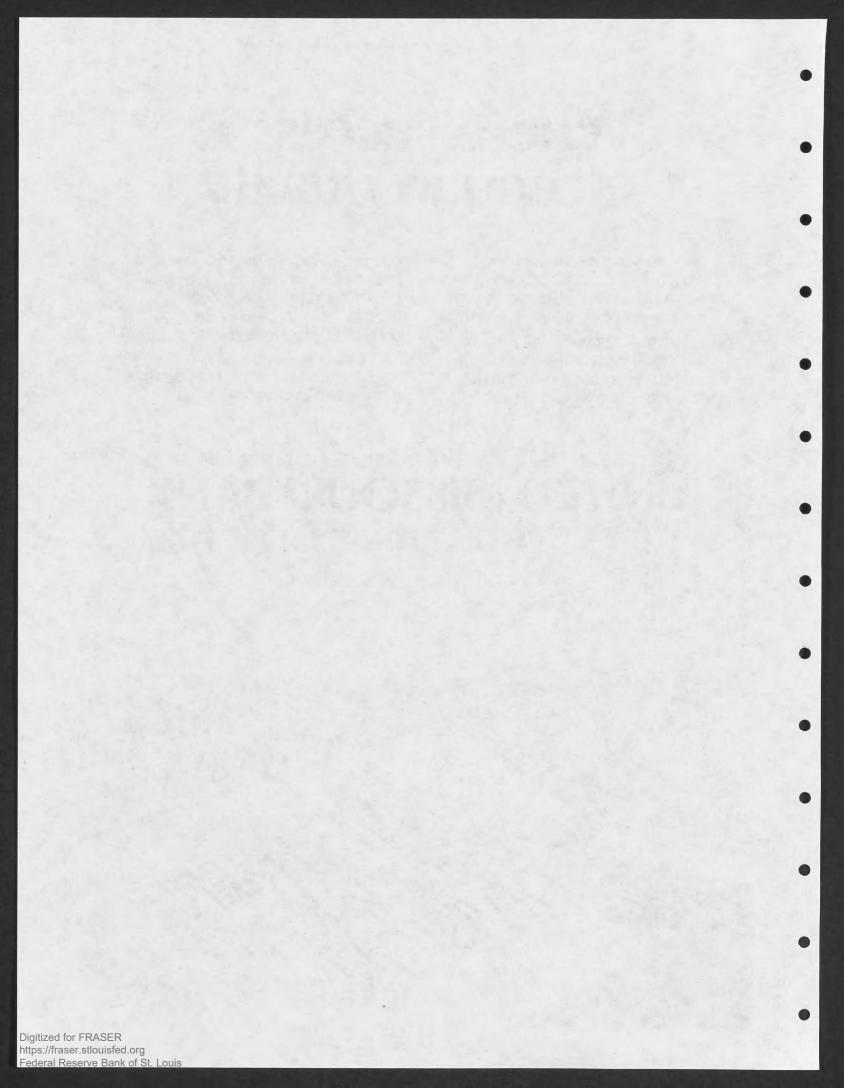
WESTAL

Investment Banking Division UNITED MISSOURI BANK Member FDIC Member FDIC

United we grow. Together.

10th and Grand \circ P.O. Box 226 \circ Kansas City, Missouri 64141 (816) 556-7200

Digitized for FRASER ttps://fraser.stlouisfed.org Federal Reserve Bank of St. Louis



Holder and Associates Bank Consultants Specializing in Bank Acquisitions 515-232-0814 P.O. Box 450 405 Main Ames, Iowa 50010 DONALD E. HOLDER, Principal

DES MOINES: Kenneth M. Myers, president and ceo of United Central Bancshares, Inc., announced at a press conference last week that UCB has contracted with First Interstate Bancorp of Los Angeles to be the exclusive franchise holder in Iowa for First Interstate. The holding company will be renamed First Interstate of Iowa Inc. and all 13 banks it owns will be renamed First Interstate with the appropriate name of the city. Mr. Myers said the change over might be accomplished by November 1, but by January 1, 1985, at the latest.

PERRY: An Appreciation Day will be held May 18 at Perry State Bank for retiring director George Armstrong. Mr. Armstrong has served the bank for 39 years. The open house in Mr. Armstrong's honor will be from 2:00-4:00 p.m. on the 18th.

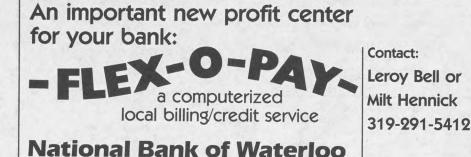
WATERLOO: Leslie H. Olson has been elected executive vice president of Peoples Bank and Trust Company. Mr. Olson has been in banking 39 years and has served as president of the Iowa Bankers Association and vice president of the American Bankers Association.

WEST DES MOINES: First National Bank of West Des Moines is holding an open house this week, May 14-19, at its 22nd Street location, in celebration of its recently completed, expanded facilities.

Nebraska News

New officers elected for the Nebraska Bankers Association for 1984-85 at the annual convention in Lincoln are: Pres.—A.C. "Skip" Hove, Jr., chmn. Minden Exchange Bank, Minden, succeeding Don G. Johnson, president, Farmers National, Pilger, and Pres.-Elect— Roger Weiss, president, Commercial National Bank, Ainsworth. Stan





315 East 5th St. • Waterloo, IA 50704

Matzke, Lincoln, continues as executive vice president.

SCOTTSBLUFF: Jack Selzer, president and CEO of Scottsbluff National Bank, recently announced the appointment of B.O. Boston and Henry H. Kosman as senior vice presidents; T.J. Flaherty as vice president and cashier; N.F. Ott as vice president, and M.D. Windhorst as vice president-manager of Bank-North.

Minnesota News

MINNEAPOLIS: Jerry Hentges has been named president of Metropolitan Bank. Previously serving as executive vice president of Metro-Bank Bloomington, Mr. Hentges succeeds William Engels, who has been named chairman of Metropolitan Bank.

ST. PAUL: Gary L. Stohlman has been elected president of St. Anthony Park Bank, announced W. Andrew Boss, chairman. Mr. Stohlman has more than 11 years of prior banking experience, most recently as senior vice president at Town and Country Bank in Maplewood. He has also served at banks in Minneapolis and Cedar Rapids.

Wisconsin News

St. Norbert College, DePere, will be the setting for a one-week General Banking School May 20-25, and a Commercial Lending School will be offered at Ripon College June 3-9 as part of a national pilot educational program being developed and tested by the American Bankers Association and banking industry experts in cooperation with the Wisconsin Bankers Association.

A third school, dealing with basic banking, will be held at Lawrence University in Appleton and the second session of the General Banking School will be offered November 4-9 at the Olympia Resort, Oconomowoc. South Dakota News

Member Federal Reserve System FDIC

3

BERESFORD: Patrick J. Cleberg has been elected president and chairman of First National Bank here. He began his banking career in 1970 and most recently was assistant vice president and assistant manager at Norwest Bank, Britton.

North Dakota News

BOWMAN: Dakota Western Bank Bowman has announced the promotion of Roger N. Berglund from executive vice president to president. He succeeds Albert E. Bowman, who has retired after 30 years in banking. Mr. Bowman will remain active as chairman and perform the related duties. Mr. Berglund has been with Dakota Western since 1972 when it was called The Bank of Rhame and was located in Rhame. The bank moved its charter to Bowman in 1976. Also announced was the promotion of Ronald R. Palczewski to vice president and agricultural representative.



WANT ADS

Rates are \$5.00 per line per insertion. Add \$3.00 for file letters per insertion. Identity of file letter advertisers cannot be revealed.

4

NORTHWESTERN BANKER

306 15th Street Des Moines, Iowa 50309 Phone 515/244-8163

BANKS FOR SALE BANK OWNERSHIP CHANGES —Our Specialty—

SELLERS - if you already have a buyer for your stock and there is a question of whether or not it is a fair price - we can make an independent appraisal.

BUYERS - if you are **about to** purchase controlling interest in a bank and there is a question of whether or not it is a fair price -we can make an independent appraisal.

Those wishing to buy or sell - we can do the job for you if you are serious. CROWN BANKING SERVICES

CROWN BANKING SERVICES 325 W. Prospect Avenue Mt. Prospect, Illinois 60056 (312) 392-5151

POSITION AVAILABLE

SENIOR COMMERCIAL LOAN OFFICER—\$100 million asset eastern Nebraska bank desires seasoned commercial loan officer to manage portfolio. Salary commensurate with experience. Contact 402/727-1100. (PA)

INSTALLMENT LOAN OFFICER—Job opening for an aggressive person with at least two years of bank lending experience. This job will consist of direct and indirect installment lending, wholesale flooring, and collections. Send resume to: First Security Bank of Bozeman, P.O. Box 910, Bozeman, MT 59715. (PA)

BANK OPERATIONS OFFICER—Job opening for a selfmotivated person with a minimum of 2 years of bank operations experience. Applicant must have proven supervisory skills, good accounting background, experience with governmental reporting, and knowledge of government regulations. Send resume to First Security Bank, P.O. Box 910, Bozeman, MT 59715. (PA)

CASHIER—\$26 million southwestern Minnesota community bank seeks experienced operations officer. Salary open. Send resume to file WBB, c/o Northwestern Banker. (PA)

CEO—For midwestern bank. Agricultural lending experience required. Salary open. Send resume to file WBC, c/o Northwestern Banker. (PA)

AGRICULTURAL LOAN OFFICER—for a \$25 million northwest lowa county seat bank. Salary commensurate with experience. Write file WBE, c/o Northwestern Banker. (PA) WANTED PERSON/COMPANY TO MAKE SMALL INVEST-MENT AND BECOME ACTIVE INVESTOR/OWNER. This business sells machines, computers and systems to financial institutions. Business growing. Phone 308/384-5995. (PA)

LOAN OFFICER—\$60 million bank in SE lowa has position available with 3 to 5 years bank experience in lending, with emphasis on agriculture. Please send resume and salary history to file WAU, c/o Northwestern Banker. (PA)

COMMERCIAL LOAN OFFICER with 3 to 5 years experience with loans to mid-six figures and higher. Degree preferred, but not required. Forward resumes and salary requirements to: Personnel Officer, First Interstate Bank, P.O. Box 5010, Great Falls, MT 59403. (PA)

VICE PRESIDENT/AGRICULTURAL LOANS—Excellent career opportunity. Requires bachelor's degree (emphasis in agricultural subjects preferred) and a minimum of 3 to 5 years experience in ag lending. The individual must possess a working knowledge of agriculture, including the production of grain and livestock. Salary commensurate with experience, plus excellent benefits. Contact: Steven L. Afdahl, President, Hawkeye Bank and Trust, P.O. Box 4068, Spencer, Iowa, 51301. Phone (712) 262-1940. Member Hawkeye Bancorporation. (PA)

SERVING PROFESSIONALLY

Banking, Financial & Business Personnel Iowa and Nationwide CAPITAL PERSONNEL SERVICE 714 U.C.B. Building, 515-283-2545 Des Moines, Iowa 50309 Six weeks spread throughout each year in your own luxurious townhome near Keystone, in the heart of Ski Country.

1/8 FEE SIMPLE OWNERSHIP

Two bedroom, two and a half bath, fireplace, garage, hot tub in enclosed atrium area. Fully furnished, including washer and dryer.

Purchase price \$33,900. Dwayne S. Smith PARADISE PROPERTIES Box S Dillon, Colorado 80435

Phone today, 1-800/922-2590

FOR SALE

1981 DIEBOLD 910 FREE STANDING ATM—Floor model auxiliary printer name display. Under service contract. \$18,000. Contact Fred or Dick, Phone 319/353-7111. (FS)

24 NCR 279-100 TELLER MACHINES—Eligible for maintenance. \$795 each. Contact: Omaha Computer Exchange. Phone 402/333-3203. (FS)

1 TAB PAPER BURSTER, variable speed, Model 2446. 3 LEFEBURE CHECK FILES. 1 PITNEY BOWES POSTAGE MACHINE, MODEL 4351. 1 PITNEY BOWES POSTAGE SCALES - 16 oz. 1 PITNEY BOWES POSTAGE SCALES - 10 Ib. Please ask for Jim, 278-1671, ext. 134. (FS)

Ag Banking Positions

NWM-1 VP—Strong ag banker to share in resp. of \$50MM bank with \$30MM loans (50% Comm. 50% ag). Currently employed in bank mgmt. level. IA. \$30,000 + +.

NWM-2 SR. LDG. OFF-Supervise ag lenders and \$40MM in loans. Open due to promotion. MN. \$40-45,000.

NWM-3 AG LOAN OFF.—Service ag loans with 30% of time in country for a \$20MM bank with \$5MM + in ag loans. Related ag credit expr. MN. \$25-28,000.

NWM-4 AG REP—Start as ag rep then progress to VP with resp. of ag loans for a \$20MM + bank. SOLID ag loan expr. required. Bus. dev. skills. IA. \$30,000.

NWM-5 AG LOAN OFF—Performance oriented ag lender in \$60MM + bank. 1-3 yrs. ag lending expr. IA. \$21-23,000.

NWM-6 AG DEPT. HEAD—\$150MM bank, in charge of \$13MM ag loans, supervise 1 ag loan officer, work on loan problems. Excellent bennies and advancement potential. Metro location. 5-10 yrs. ag & commercial loan expr. in \$30-\$75MM bank, finance or acctg. degree. IL. Up to \$40,000.

NWM-7 AG LENDER—No. 3 lending person in \$20MM bank with ag loans of \$11MM + +. Ag banking expr. required. IA. \$24,000.

NWM-8 PRESIDENT—\$50MM bank. Responsible for \$15MM loans (20% ag, 80% commercial, etc.), operations, Fed funds, liquid investments, and oversee another small bank. Clean banks in good sized location in ND. Salary open; could earn \$100,000 with profits.

NWM-9 #2 PERSON—\$18MM bank needs a strong ag credit person to be in charge of all ag loans (\$14MM) and other phases of bank. High performance, service oriented bank. MN. \$25-30,000.

STRICTLY CONFIDENTIAL. Call for further information without obligation. Fees paid by employer.



Financial Careers

 Ag Person for community bank located in scenic northeast lowa
 Low \$20s.

 Commercial Lender for major bank in lowa Great Lakes area
 Salary \$30,000.

 Number Two man with ag lending experience for northern lowa bank.
 Salary Open.

 CEO for smaller southeast lowa bank. Must be ag-oriented

Ag Loan Officer for northern Iowa bank, located in topnotch farming area. Required ag degree and proven experience to \$28,000.

Mortgage Lender with some operations experience needed by growth-oriented savings and loan association.

to \$32,000.

Write or call in confidence to Cy Kirk or Malcolm Freeland in care of Freeland Financial Service, Inc., 1010 Equitable Building Des Moines, Iowa 50309. Phone (515) 282-6462. Employer pays fee.

POSITION WANTED

VICE PRESIDENT of \$30 million bank seeking new challenge and opportunities. Presently managing 3.5 million installment loan department, as well as other consumer services within the bank. Send inquiries to file WAX, c/o Northwestern Banker. (PW)

35 year old **AVP** in \$16M bank looking for position in western lowa. Experience in all areas. All insurance licenses and r.e. brockers license. Phone: 712/337-0240. (PW)

CORRESPONDENT BANKER

We are looking for someone with 3-5 years of commercial lending experience to work in our correspondent bank area. Additional requirements are correspondent banking experience (or extensive AG lending experience) and a college degree with at least 1 year of accounting. For more information phone Mary Nerhaugen 612/341-8579.

F & M MARQUETTE NATIONAL BANK 6th & Marquette Minneapolis, MN 55480

Affirmative Action Employer

(PA)

POSITIONS AVAILABLE

COMMERCIAL/INSTL. LOAN - \$80MM bank with large consumer loan portfolio seeks experienced lender to understudy senior loan officer. \$25,000 CASHIER - \$25MM community bank. Handle operations, personnel and regulatory reports. Third man position.

AGRILOAN - senior position in \$35MM rural bank. Some

experience with commercial credits desired. \$35,000 COMMERCIAL LOAN - \$60MM suburban bank. Requires

three or more yrs. commercial lending experience and good business development skills. \$33,000

PRESIDENT - major midwestern holding company seeks experienced CEO with strong agricultural loan background to manage \$45MM affiliate bank. \$ Open

All inquiries confidential. Resume' requested. TOM HAGAN & ASSOCIATES P.O. Box 12346 - 2024 Swift North Kansas City, MO 64116 816/474-6874

"Serving the Banking Industry Since 1970"

Vol. 13 No. 4 Northwestern Banker Newsletter (USPS 873-300) is published weekly by the Northwestern Banker Company, 306 Fifteenth Street, Des Moines, Iowa 50309, (515) 244-8163. Subscriptions \$1.00 per copy, \$15.00 per year. Second class postage paid at Des Moines, Iowa. Address all mail subscriptions, changes of address (Form 3579), manuscripts, mail items to above address.

.