

NORTHWESTERN Banker Newsletter

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At Banking Leadership Conference

ABA Drops Trigger 'Til Later Date

AT THEIR meeting in Washington, D.C., recently the more than 400 banking leaders who make up the Banking Leadership Conference of the American Bankers Association voted to defer support of a nationwide trigger until a later date when the market shows it is ready "to move toward full interstate banking."

The adopted consensus statement said, "ABA continues to support its position concerning the necessity of federal legislation to close the non-bank-bank loophole and the need for additional products and services." Both issues had lopsided consensus support at an earlier conference.

The consensus statement continued, "With respect to geography, ABA recognizes that the marketplace is moving toward full interstate banking and that at some time in the near future such interstate banking will become a reality. ABA recognizes that many states are enacting laws permitting interstate banking and that other providers of financial services are actively competing in interstate banking without the restrictions that apply to commercial banks. ABA, therefore, believes that a gradual phase-in to interstate banking is appropriate and should be supported by the banking

industry.

"We support experimentation in interstate banking through state law as an interim step to full interstate banking. We will support an amendment to federal law at some



point in the future that will lead to full interstate banking while protecting the rights of states. However, there is currently no consensus in the banking industry on a specified federal solution to this issue. (At the earlier conference, a national "trigger" had only 52-48 support.)

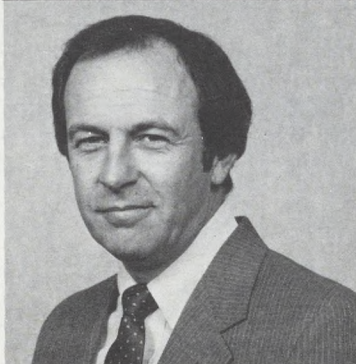
"The appropriate bodies within ABA will continue to actively pursue a solution to this issue—as more states enact interstate laws and as

the market continues to move toward full interstate banking."

The above three-part consensus was adopted by the ABA Government Relations Council and then by the ABA Board of Directors. The Leadership Conference, the Government Relations Council and the Board of Directors also adopted a position on tax reform and deposit insurance reform.

ABA would support a tax-reform measure that will reduce rates, broaden the tax base, remove taxes from investment decisions and promote fairness. ABA then urged three modifications of President Reagan's proposal it considers essential to the banking industry: Preservation of the loan loss reserve and a recalculation of future additions to the reserve; retention of the deduction for carrying charges on tax-exempt obligations issued before the date of enactment; preservation of the foreign-tax credit rules.

On the matter of deposit insurance reform, the Leadership Conference position, adopted by the Council and the Board, said the "focus of Congress and the regulators should be to address the problems of the thrift industry and FSLIC." The statement said "Any laws or regulations adopted must apply equally to all depository institutions. ABA opposes a merger of the deposit-insurance funds that would result in



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banker contributions supporting a thrift industry that is not subject to the same regulatory, capital and accounting standards as banks and that has the ability to offer a greater array of products and services."

Other points on the deposit insurance reform issue called for "self regulation in the industry" and for "market discipline to enhance the safety and soundness of the financial system"; support for a modified payoff approach; opposition to mandates for increased capital; concern over adoption of risk-related premiums; opposition to use of "disclosure" to force market discipline, and a call for regulators to devote greater resources to detecting insider abuse. On the latter point, "ABA supports better training and compensation for regulatory staff." □

Iowa News

The Iowa Bankers Association is sponsoring a workshop entitled "Improved Customer Relations and Financial Sales." The workshop is especially for customer contact personnel and presents high tech/high touch sales techniques designed for today's deregulated market. Dates and locations are: Oct. 21—Council Bluffs, Lake Shore Country Club, and Burlington, Best Western; Oct. 22—Sioux City, Sioux City Hilton, and Davenport, Black Hawk Hotel; Oct. 23—Fort Dodge, Holiday Inn, and Cedar Rapids, Stouffer's Five Seasons; Oct. 24—Des Moines, Des Moines Convention Center, and Waverly, Red Fox Inn. Registration will be from 5:30 to 6:00 p.m., with dinner at 6:00 and program from 7:00 to 9:00. Fee includes dinner and all materials and is \$35 for members, \$45 for subscribers and \$55 for non-members, with an additional \$10 if paid at the door. Register through the IBA office in Des Moines.

CLARKSVILLE: Richard L. Brown has joined Iowa State Bank Clarks-

representative. He previously worked with Metropolitan Life and First Bank System.

HAMPTON: Russell G. Olson has been named president of the First Midwestern Financial Corporation. He had previously been president of the State Bank of Allison for the past three years. FMFC will serve as a service corporation for the following banks: in Iowa, Palmer State Bank, Palmer; Iowa Savings Bank, Woodbine; Iowa Bank & Trust, Bloomfield; Citizens Savings Bank, Afton; Peoples Savings Bank, Odebolt, and Community State Bank, Rockwell; in Wisconsin, State Bank of Lone Rock, Lone Rock, and Bank of Gays Mills, Gays Mills. Other stockholders in FMFC are C.W. Persinger, Sioux City, Ia.; R.O. Wikert, Fremont, Neb., T.S. Gentle, Iowa Falls, Ia., and W.A. Krause, Hampton, Ia.

SIOUX CITY: D. Douglas Rice has been named senior vice president of the asset management division of The Security National Bank of Sioux City. He was previously in the commercial service department, where he was active in commercial loan analysis and commercial lending. He has been with the bank since 1975.

WINTERSET: The following personnel changes have been made at the Farmers & Merchants State Bank: David M. Nicholl has been elected executive vice president and cashier and second officer. William L. Davis was elected senior vice president vice president and chief lending officer. Allen L. Banks was elected senior vice president and branch office supervisor.

Nebraska News

At the invitation of the Nebraska Bankers Association, Donald G. Ogilvie, executive vice president of the American Bankers Association, visited with NBA leaders at their

headquarters office in Lincoln, then met with Governor Robert Kerrey at the state capitol to learn more about the farm crisis as it is affecting Nebraska.

Meeting with the Governor and Mr. Ogilvie were NBA President Mel Adams, chairman, Keith County Bank & Trust Co., Ogallala; ABA State Vice President Harold P. Stuckey, president, Lexington State Bank & Trust Co., and Douglas V. Duey, president, Cass County Bank, Plattsmouth, who is an advisory board member to the ABA Community Bankers Council. Later, those five met at The Cornhusker for lunch with NBA Executive Council members, Nebraska bankers assigned to ABA committees and several Lincoln, Omaha and other area bankers. The luncheon meeting was open to all NBA members.

* * *

Governor Robert Kerrey has appointed James C. Barbee, 36, as director of the department of banking and finance, effective October 1. Mr. Barbee, a lawyer-CPA, has been principal research manager of tax services of Bank Administration Institute, Rolling Meadows, Ill., for the past five years. He is a native of Sutton, Nebr., and received his B.S. accounting degree in 1972 and his law degree in 1975, both from the University of Nebraska-Lincoln.

Roger Hirsch, who served the past two and one-half months as acting banking director following the resignation of Roger Beverage as director, will resume his former duties as department legal counsel. Charles Mitchell, long-time deputy director of the department, has resigned to join the FDIC liquidation division in Omaha.

* * *

The Nebraska Bankers Association will hold its group meetings in conjunction with seminars this year. The schedule is as follows: Sept. 30—Beatrice Elks Club (Groups 1, 7 & 8); Oct. 1—Norfolk Villa Inn (Groups 2 & 3); Oct. 2—Kearney Ramada Inn (Groups 4 & 5), and Oct. 3—Scottsbluff Country Club (Group 6). The group meeting programs start at 3:00 p.m., with a 6:00

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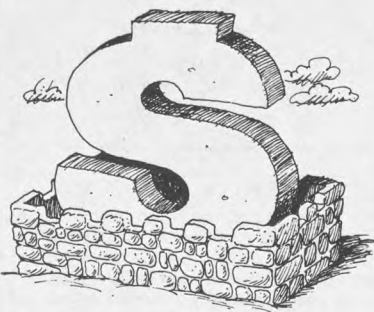
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reception and 7:00 dinner. At 8:30 a.m. on each date, there will be an IRA and Qualified Retirement Plan Workshop, which will run until the noon luncheon and resume at 1:00. The seminars will be at the same sites the first three days, with the Oct. 3 seminar being held at the Scottsbluff Inn.

OMAHA: Patricia M. Kelley has been named vice president and director of human resources for FirstTier, Inc. She will be responsible for the personnel functions of all subsidiaries of FirstTier. Ms. Kelley formerly was vice president and personnel director for First Oklahoma Bancorporation, Inc., an Oklahoma City-based bank holding company.

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Minnesota News

MINNEAPOLIS: Becky Malkerson has been appointed vice president of government relations for First Bank System, Inc. She has been associated with FBS since 1975, most recently as assistant vice president of public affairs.

MINNEAPOLIS: Three have been promoted to vice president at Norwest Business Credit, Inc. Robert C. Severson was named vice president of the marketing division. He previously served as senior new business executive in that department, and has been with Norwest for 13 years. Ronald D. Weis was promoted to vice president, loan administration, after serving as assistant vice president since 1978. He joined NBCI in 1975. Robert G. Riggs was also promoted to vice president, accounting and field exam department. He was previously assistant vice president, field examinations since 1983.

Wisconsin News

EAU CLAIRE: Recently named vice president at First Wisconsin National Bank were Charles W. Forster, Allan G. Grosskopf, Richard J. Peterson and Mark C. Vollendorf. Mr. Forster has been with the bank since 1973, most recently as assistant vice president, commercial loans. Mr. Grosskopf joined the bank in 1972 and was most recently assistant vice president in correspondent banking. Mr. Peterson started with the bank in 1971 and previously served as assistant vice president, commercial loans. Mr. Vollendorf also joined the bank in 1971 and most recently served as assistant vice president, commercial loans.

FENNIMORE: W.A. Krause has announced the sale of the First State Bank, Fennimore, Wis. to Ronald F. Dargo, Verona, Wis. and Jerome J. Bushman, Rosholt, Wis. Douglas A. Martin will continue to serve as president and CEO. Control of the bank had been in the hands of W.A. Krause, Hampton, Ia., T.S. Gentle, Iowa Falls, Ia., and A.C. Benton, Hampton, Ia.

Wyoming News

CHEYENNE: Randall L. Dancliff has been elected president and chief executive officer of First Wyoming Bank, N.A.—Cheyenne. He has been with First Wyoming since 1973, most recently serving as president and CEO of First Wyoming Bank—North Cheyenne.

Colorado News

BOULDER: James I. Collins has joined Colorado National Bank—Boulder as vice president/cashier. He was most recently with CNB—Northeast.

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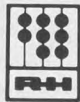
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