

NORTHWESTERN Banker Newsletter

Vol. 15 No. 16

Des Moines, Iowa

August 4, 1986

ABA to Bankers: 'Go the Extra Mile'

SHORING up public confidence in the nation's banks is a goal of the American Bankers Association's recently announced program titled, "The Extra Mile: A Commitment to Soundness and Service in Banking." The "Extra Mile" program was announced by ABA President Donald T. Senterfitt, vice chairman, Sun-Trust Banks, Inc., Orlando, Fla., who said it emphasizes "what we will ask banks to do—make the extra effort. Go the extra mile to achieve excellence in all aspects of their operation."

"The Extra Mile" is the result of the ABA Commission on Safety and Soundness appointed by Mr. Senterfitt to determine how ABA could meet the important issue of public confidence, especially in view of the record number of failed banks in the past 24 months. The 14-member commission was drawn from large and small banks alike, holding companies and independent banks. It included Mr. Senterfitt, as well as ABA President-Elect Mark W. Olson, president, Security State Bank, Fergus Falls, Minn.; immediate past president James G. Cairns, Jr., chairman, president and ceo of First Interstate Bank of Oklahoma, N.A., and ABA Executive Vice President Donald G. Ogilvie.

Mr. Senterfitt said the Commission focused on "what banks can do for themselves as opposed to what

Congress or the regulators can do... While recognizing that the vast majority of banks are already prudently and ethically managed, these bankers felt that the ABA could help all banks to enhance their poli-

*The Extra Mile—
A commitment
to soundness
and service
in banking*



AMERICAN
BANKERS
ASSOCIATION

cies and procedures." Member banks are receiving a copy of the report which covers these eight areas:

1. Risk-related capital management—Bankers should assess the risk of their balance sheet and off-balance sheet components and then determine the level of capital required to absorb the potential losses that those risks represent.

2. Code of ethics—All banks should adopt or revise a written, formal code of ethics. Many have formal or informal codes, and employees have an understanding of the conduct expected of them, but a written, formal code can provide specific direction for action in a variety of situations that could affect the integrity or image of the bank.

3. Financial disclosure—Although all FDIC covered banks and those

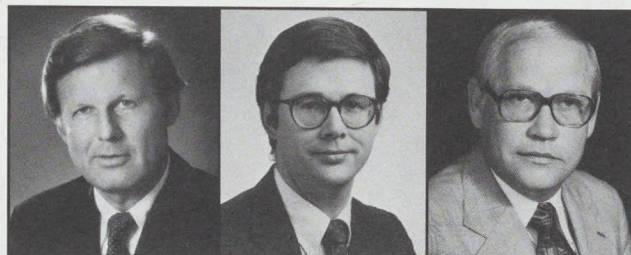
regulated by SEC rules currently submit disclosure reports, bank customers, such as uninsured depositors, who have a desire and need to understand the financial condition of their banks, will benefit from having a package of clear, concise information that is readily available.

4. Outside audits—Outside, certified audits, while expensive, will promote public confidence and also benefit banks by providing an objective, third-part evaluation of management practices and by bringing to the bank the benefit of knowledge gained from the practices of other institutions. Directors also receive an independent assessment of the bank's management. All banks should voluntarily adopt certified audits within a few years.

5. Directors—The commission recommends banks place heightened emphasis on keeping their boards of directors informed, independent and active.

6. Bank asset quality—There is no substitute for the traditional management practices of prudent lending and careful asset quality review. Vigilance also is required for all other asset activities, such as investments or off-balance-sheet financing. Management must give rigorous attention to asset quality.

7. Operating risks—Bankers must learn not only how to recognize operating risk activities and put into effect standards, policies and pro-



David Rismiller
Chairman

Jonathan Kemper
President

Bill Sprenger
Vice President

Outside Missouri call 1-800-821-2182 In Missouri call 1-800-892-7100

RISMILLER, KEMPER AND SPRENGER



Commerce Bank
of Kansas City
Member FDIC



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



John Rigler

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



Jay Nichols

grams to control them, but also how to detect emerging risk.

8. **Consumer disclosure**—As an advocate of continued deregulation, the banking industry should voluntarily help consumers by clearly, concisely and consistently providing significant product information, such as interest rates and fees.

To assist banks in achieving the aims of these recommendations, ABA has developed two new products. To address the "Operating risks" (#7) area, ABA has completed guidelines for bank practices when settling Fed Funds transactions. The Fed, FDIC and OCC have endorsed the guidelines (*Weekly Newsletter* July 28). For the second, addressing "Code of Ethics" (#2), ABA has developed a new publica-

tion titled "Developing or Revising a Bank Code of Ethics." Either of the above may be obtained from Maren Finkel at ABA, 1120 Connecticut Ave., N.W., D.C. 20036.

Additionally, the ABA Operating Committee is working to develop products that will be helpful specifically for community banks that cannot, because of size, develop their own products or programs. Attention is being given to the "Outside audits" (#4) and "Directors" (#5) at this time. □

Iowa News

John Chrystal, president and CEO of Bankers Trust Company, Des Moines, was elected president of the Iowa Independent Bankers for 1986-87 during the IIB convention at Lake Okoboji July 26. He succeeds George Perry, chairman, City National Bank, Shenandoah. Elected vice president was Thomas H. Huston, president of Columbus Junction State Bank. David L. Miller, president, West Des Moines State Bank, continues another year as treasurer. Des Moines headquarters continues to be staffed by Richard W. Berglund as executive vice president and Diane Gibbs as executive director.

CHEROKEE: Lawrence C. French, 64, passed away on July 20. He was the vice president and a director of the Central Trust and Savings Bank.

DUBUQUE: At American Trust & Savings Bank, Patrick H. McGraw has been elected executive vice president and senior loan officer. His previous position was as vice president and commercial loan manager at First Bank of South Dakota, Sioux Falls. In addition, Daniel C. Willenbring was elected vice president and officer in charge of the bank's office in Dyersville. He previously served as vice president at Security State Bank in Guttenberg.

MUSCATINE: Jerald A. Eckerson has been elected vice president/commercial loans at First National Bank of Muscatine. For the past 10 years he served at Hawkeye Bank & Trust in Burlington, most recently as vice president/senior loan officer.

PRAIRIE CITY: The First National Bank was closed July 24 by the Office of the Comptroller of the Currency. It reopened July 25 as a branch of Security Savings Bank of Marshalltown. SSB Bancshares Inc. of Marshalltown, the new owners of the bank, paid the FDIC a premium of \$102,000 for the failed bank. Bankers Trust Co. of Des Moines had owned the bank, which had deposits of \$18.3 million in 4,900 accounts. Bad farm loans made by previous owners were blamed for the failure.

Nebraska News

The Nebraska Bankers Association will sponsor its 1986 Ag Credit Conference on September 4 and 5 at the Cornhusker Hotel in Lincoln. On Sept. 4 the conference begins with registration and continental breakfast at 8:30 a.m., followed by programs running from 9:00 to noon, a "Big Red Luncheon" at noon, programs from 1:30 p.m. to 4:00 p.m., a 4:30 reception and 5:30 barbeque. Bus transportation will be available to the Alabama concert at 6:30. On Sept. 5 breakfast is at 8:30 a.m., programs run from 9:00 to



**ASK
GARY
BARTLETT**

**to make MNB
work for you.**

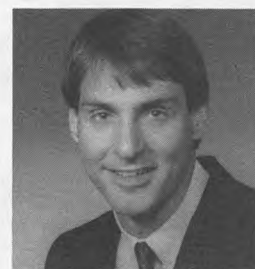
**Toll free
1-800-332-5991**

**Merchants
National Bank** 
Member F.D.I.C. A BANKS OF IOWA BANK

It's easier to talk Iowa banking with people who live it — people like Steve Brewer and the correspondent staff at Bankers Trust.

Call 1-800-362-1688 or 515/245-2424.

Bankers Trust Des Moines, IA
Member FDIC



Steve Brewer
Commercial Banking Officer

*ATTENTION
IOWA BANKERS*

**Directors and Officers
Limited Liability
Insurance
is now available**

coverage up to \$100,000

Call or Write



**THE KANSAS BANKERS
SURETY COMPANY**

435 Kansas Avenue P.O. Box 1654
Topeka, Kansas 66601
1-913-234-2631

Serving bankers for more than 75 years

ATTENTION
OWN BANKERS

Directors and Officers
United Fidelity

Insurance
is now available
coverage up to \$100,000
CALL OR WRITE

THE FIDELITY AND SECURITY COMPANY
1000 Olive Street
St. Louis, Missouri 63101

Selling policies for more than 75 years

DON'T GO TO THE CLEARING HOUSE WITHOUT A CLEAR PICTURE.



INTRODUCING THE FUJI SR 2000 CAMERA/PROCESSOR.

When the checks leave for the clearing house, you'd better be sure they've left a clear image behind. It's security that no financial institution can do without. And with the Fuji SR 2000 it's instant security. That's because the SR 2000 not only records the image, but it also processes at the rate of approximately 450 checks per minute. That way you can instantly check your checks.

And because the SR 2000 has a superior quality processor, your images will be clear and sharp everytime.

What's more, the SR 2000 offers valuable features. Like automatic check endorsing. An automatic feeder. And variable length processing. You select the amount of film to be processed without waiting for a whole roll to finish.

And teamed with the Fuji 40AF Reader/Printer, you can go from filmed image to printed copy maintaining superior readability everytime.

Everyone knows the security of microfilming documents. But when you're using equipment that performs like the Fuji SR 2000 Camera/Processor, you're getting security you can bank on.

For more information call 1-402-467-1151. Or mail us the coupon.



COMSTOR P.O. Box 5824 Lincoln, Nebraska 68505

Dear COMSTOR:
I like what I've seen so far. Show me more.

NAME _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____



Call on the "Experienced Professionals"

Ready to meet your
correspondent needs.

FirstTier Bank
Lincoln

13th & M Streets, Lincoln, Nebraska 68501

FirstTier Bank, N.A., Lincoln, Member FDIC

noon, and at 12:00 awards will be presented at the Ag Recognition Luncheon. Registration is \$125 for bankers and \$35 for spouses, with Alabama tickets \$15 each. To register, contact the NBA office.

GENEVA: The FDIC has approved the assumption of the deposit liabilities of Fillmore County Bank, Geneva, by York State Bank and Trust Company, York. The failed bank's office reopened on July 18 as a branch of York State Bank and Trust Company. Fillmore County Bank was closed July 17 and the FDIC named receiver. York State Bank will assume about \$11.5 million in 2,300 deposit accounts for a purchase premium of \$512,075. It also will purchase certain of the failed bank's loans and other assets for \$7.8 million. The FDIC will provide a note receivable of about \$3.3 million, payable in one year and bearing an interest rate of 7%. The assuming bank may elect to receive cash payments on the note during the term in increments of \$1 million.

Minnesota News

The Independent Bankers of Minnesota 1986 Annual Convention will be held Aug. 21-23 at Breezy Point Resort. Exhibits open at 4:30 p.m. on the 21st, with a hospitality reception at 5:30 and the Welcome Nite Dinner at 6:30. On the 22nd, registration/continental breakfast begins at 7:30 a.m., and the business session starts at 8:30. Following the noon buffet lunch, the afternoon will feature golf and tennis tournaments. Business sessions on the 23rd are from 8:30 a.m. till noon. Afternoon events include a fishing workshop. For more information or to register, contact the Independent Bankers of Minnesota.

MINNEAPOLIS: Kim W. Dorland

has been named president of First Bank Lake. He succeeds Newton R. Fuller, who will become vice chairman at First Bank Lake and is assuming new responsibilities within the metropolitan division of the First Banks. Mr. Dorland most recently served as senior vice president and manager, credit administration and commercial banking at First Bank Lake. He will continue as head of commercial banking.

MINNEAPOLIS: Marcia A. Hanson has been appointed vice president of retail banking for the three downtown locations of Marquette Bank Minneapolis. She worked for the First Bank System since 1979, most recently as vice president and commercial lending for First Bank St. Paul.

Illinois News

CHICAGO: First Colonial Bankshares Corporation has completed its purchase of the \$243 million asset Avenue Group Bank. According to C. Paul Johnson, chairman and CEO of First Colonial, the acquisition involved a cash transaction of approximately \$30 million, which was funded by private sales of debt and equity securities, \$15 million of which was subscribed to by European investors.

GALESBURG: Marvin H. Dahlberg has been named senior vice president of lending at First Galesburg National Bank and Trust Company. Previously, he has served as bank consultant, assistant professor of business at Sauk Valley College, and as credit manager for Borg Warner and Montgomery Ward.

Wyoming News

The Wyoming Bankers Association is sponsoring a Consumer Credit Conference on Sept. 4-5 at the Laramie Inn in Laramie. Registration is at 11:00 a.m. on Sept. 4, with programs from 1:00 to 4:30. On the 5th, morning sessions are from 8:30 to 11:45, and afternoon sessions from 1:00 to 4:15. Both days feature a 6:00 hospitality hour and 7:00 dinner. Prior to Aug. 15, fee is \$150, with a \$25 additional charge to registrants after that date. Fee includes a 170 page course manual for the Sept. 5 program, a course entitled "Understanding Consumer Credit Regulation." Fee for spouses, including the spouses tour, is \$35. Also available are tickets for the University of Wyoming vs. Baylor football game on Sept. 6 at 1:00 p.m., at a reduced cost of \$7.50. Register through the WBA office.

SHERIDAN: The FDIC has approved the assumption of the deposit liabilities of the First National Bank of Sheridan, a \$65.9 million asset bank which was closed July 17, by First Wyoming Bank—Sheridan. The failed bank's office reopened July 21 as First Wyoming Bank—Sheridan. First Wyoming will assume about \$59.8 million in 11,300 deposit accounts for a purchase premium of \$185,000. It also will purchase certain of the failed bank's loans and other assets for \$37.6 million. The FDIC will provide a note receivable of about \$22 million, payable in one year and bearing an interest rate of 7%. The assuming bank may elect to receive cash payments on the note during the term in increments of \$1 million.

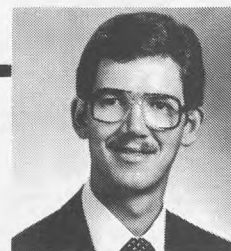
We're Security for You

At Security National Bank, we're people you can count on to handle all of your Correspondent Banking needs.

So, start corresponding with us.
We're Security for you!



SECURITY NATIONAL BANK
IN SIOUX CITY, IOWA. MEMBER F.D.I.C.



Ron Kiel
Correspondent
Banking Officer

712-277-6736

BANKING

SR. LOAN OFFICER. Can you supervise 3 loan officers and a \$25mm ag loan department? If so, this is your chance to move! Great benefits. Call Dean V.P.-COMMERCIAL LOAN MGR. Sales oriented drive, outgoing personality and people skills will make you a member of a profitable and growing bank team! Unlimited potential for the successful business developer To \$48,000 Call Marj #2 IN BANK. Be Sr. Ag Officer as well as #2 person. This is not a clean up situation, you are coming in to write/renew. Nice community located minutes from 40,000+ community. Low \$30's Call Bruce **INSTALLMENT LOAN OFFICER.** 2+ yrs. consumer lending, knowledge of F&I for auto dealership. Position will bridge to the commercial department \$20,000 Call Dean **CREDIT ANALYST.** Holding company bank needs strong accounting and computer background. Communication skills and "credit sense" can lead to commercial loan officer in time. To \$26,000 Call Marj **VICE PRESIDENT-#2.** Handle installment and commercial portfolio. As a member of 3-person management team, you will be involved in all management decisions. Small bank holding co. Minutes from metro \$32-38,000 Call Bruce **SR. LOAN OFFICER.** Heavy in commercial lending and not afraid to handle \$40mm portfolio to land this position! Work with small and medium size industry and businesses. Full benefits with major holding co. \$60,000+ Call Dean V.P.-TRUST DEPT. HEAD. Expertise of employee benefits, general trust knowledge and degree for aggressive and progressive bank. Become part of the management team and use your administration skills To \$55,000 Call Marj V.P.-LENDING. Ag lending experience and want to make the switch to increasing commercial lending? Here it is! Handle this mixed loan portfolio Mid \$30's Call Bruce

Personnel Search
1126 So. 72nd St. Omaha, Ne. 68124
402-397-2980

POSITIONS AVAILABLE



Diane Evans

REGENCY RECRUITERS, INC.

1102 Grand Avenue,
Kansas City, MO 64106
816/842-3860

POSITIONS AVAILABLE

LOAN REVIEW

Prestigious bk in lrg metro area seeks a performance-oriented banker. Familiarity w/bk stock loans, merger/acquis & bk sale analysis, lrg instit cr training & generalist in loan bkgd. \$50K.

CONSUMER LOANS

Head up dept of hvy floorplans, st loans & gen'l instal loans in \$50m+ bk. Seeks 3+ yrs of consumer loans for this city seat instit in recreational area. \$28K.

#2 POSITION

Take charge spot of \$35m+ bk in southern SD city. City seat town needs ag, mgt & cash flow skills to oversee lending. Will eventually run entire bk. \$42K.

FOR FURTHER INFORMATION CONTACT KURT ROSENCRANTS



ROBERT HALF

317 6th Ave, Ste. 650
Des Moines, IA 50309
(515) 244-4414

ALL FEES COMPANY PAID

agri CAREERS, INC.

AG BANKING PERSONNEL SPECIALISTS



Jean 712/779-3567
Massena, Ia. 50853



Sandi 515/394-5827
New Hampton, Ia. 50659

Confidential. Employer paid fees

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. **NORTHWESTERN BANKER, 1535 Linden Suite 201, Des Moines, Iowa 50309. Phone 515-244-8163**

POSITION AVAILABLE

LOAN OFFICER \$20MM bank in north central Iowa. Must have lending experience in all areas. Good collection skills. Room for advancement. Send resume to File No. WGN c/o Northwestern Banker. (PA)

FOR SALE

Burroughs S4909 OCR document processing system. 12 pockets. E13B font. Microfilm Module option. S4000 Alpha keyboard. 1 year old.

LeaseAmerica Corporation
Cedar Rapids, IA
319/398-7815

DON & SCHOOLER JE AND ASSOCIATES

"Successful Banking is Quality Personnel"

POSITIONS AVAILABLE

COMMERCIAL AVP. \$150mm+ bank in a white collar suburban area OPEN

AG and CONSUMER LENDER, \$30mm bank in a town of 5,000 experiencing rapid growth and located close to a city OPEN

PRESIDENT, \$5mm bank \$50,000+

COMMERCIAL AVP, \$100MM+, 90,000 population to \$37,000

PRESIDENT, \$40mm range of \$50,000

#2 OFFICER, Real Estate lending experience, \$20mm clean bank, privately owned in a nice small town within 1.5 hrs. of metro area \$24,000-\$29,000

LOAN REVIEW OFFICER, college town, 35,000 pop. Position leads to Commercial VP, excellent bank of approximately \$95mm \$28,000-\$35,000

COMMERCIAL VICE PRESIDENT, \$100+ bank, 8+ years experience and a good technician \$40,000

EXECUTIVE VICE PRESIDENT, #2 officer, \$50mm bank in nice, small community near lake area \$50,000-\$60,000

COMMERCIAL LOAN OFFICER, \$130mm bank, most desirable town \$25,000

AGRICULTURE LOAN OFFICER, for several smaller banks OPEN

AGRICULTURE CREDIT REVIEW, for several smaller banks OPEN

CHIEF OPERATIONS OFFICER, Billion dollar + bank \$90,000-\$100,000

STRATEGIC PLANNER, OPERATIONS, \$100+ bank OPEN

DON W. SCHOOLER
2508 East Meadow
Springfield, Missouri 65804
(417) 882-2265

FINANCIAL CAREERS

SENIOR LENDER for \$60 million Illinois bank. Requires ag and commercial lending experience Salary to \$45,000

TRUST OFFICER with employee benefit experience. JD preferred but not required Salary to \$40,000

BANK AUDITOR for major eastern Iowa bank Salary to \$32,000

REAL ESTATE LENDER with at least 5 years experience in sales, pricing and production. Knowledge of residential and commercial products. Will manage Secondary Market Activity Salary Open

#2 PERSON with operations & lending background for Eastern Iowa bank Salary to \$32,000

AG LENDER for community bank near Des Moines Salary to \$30,000.

SENIOR LENDER for major Metro bank. Must have experience in larger bank Salary to \$50,000.

Freeland Financial Service

1010 Equitable Bldg. Des Moines, IA 50309
515/282-6462

Employer pays fee.

Please contact Malcolm Freeland concerning these positions or for other banking opportunities.

RYAN AUCTION CO., INC.

Decorah, Iowa 52101
Farm Equipment Specialist
Appraisals & Auctions
Call Dale Ryan 319-382-8648

POSITIONS AVAILABLE

CONSUMER LOAN MGR

Do you want to be treated as a professional? Med. So. MN bank needs consumer loan mgr. Desire 3+ yrs consumer exp with emphasis in both direct and indirect lending, floor plans, and student loans. Must have a degree and be a team player. Super opportunity! To \$28,000 Job #NB8846.

VICE PRESIDENT/#2 PERSON

Ready for a new challenge? \$35mm TC bank needs #2 person. Desire 7+ years lending exp with strength in com'l, real estate, and consumer loans. Must be a proven leader with mgmt ability. Ready to Hire! To \$45,000 Job #NB8847.

VP/MGR COML DEPT

Outgrown your job? Med sized bank in great MN city needs mgr of the com'l loan dept. Desire 6+ yrs com'l lending exp, degree, strong business development skills, and a take charge personality. Ready to interview!
To \$48,000 Job #NB8848.

FOR MORE INFORMATION
CONTACT PAUL GENTZKOW



ROBERT HALF

3636 IDS Center
Minneapolis, MN 55402
(612) 339-9001

ALL FEES COMPANY PAID

POSITIONS AVAILABLE

CASHIER - \$25MM Ag Bank. Requires background with in-house minicomputers and some knowledge of Agri Loans. \$30K

PRESIDENT - Agri Bank with problem loans. Should have administrative experience and solid Agri Loan skills. \$40K

OPERATIONS - manage department of 35 for large urban bank. Experience with deposit accounting and account services required. \$38K

AGRI LOAN - community bank with large Ag portfolio. Seven yrs. or more Ag Lending experience needed. \$35K

COMMERCIAL LOAN - large suburban bank with \$100MM loan portfolio. Degree and minimum 3 yrs. comml lending experience with six figure credits. \$32K

Additional positions available in Midwestern states.

TOM HAGAN & ASSOCIATES

2024 Swift - Box 12346
North Kansas City, MO 64116
816/474-6874

"Serving the Banking Industry Since 1970"

Vol. 15 No. 16 Northwestern Banker Newsletter (USPS 873-300) is published weekly by the Northwestern Banker Company, 1535 Linden Street, Suite 201, Des Moines, Iowa 50309, (515) 244-8163. Subscriptions \$1.00 per copy, \$18.00 per year. Second class postage paid at Des Moines, Iowa. Address all mail subscriptions, changes of address (Form 3579), manuscripts to Northwestern Banker, 1535 Linden Street, #201, Des Moines, Iowa 50309.