

# • NORTHWESTERN • Banker Newsletter

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Des Moines, Iowa

April 13, 1987

## NABW to Offer "Day in Washington"

The National Association of Bank Women will hold its annual "Day in Washington" public affairs event on April 29-30 at the Sheraton Grand, Capitol Hill. This year's event is entitled "Freedom to Compete... Equally" and will focus on the intense competition in the financial services industry for equal business opportunities.

Featured speakers are Sen. William Proxmire (D.-Wis.), chairman of the Senate Banking Committee; Samuel Baptista, American Financial Services Association and founder of the Mayflower Group, and Kenneth Guenther, executive vice president of the Independent Bankers Association of America.

According to NABW President Kay Landen, vice president of Central Bancorporation, Inc., Denver, the event is designed to provide NABW members with an update on current issues affecting the financial services industry, as well as to develop and strengthen relationships with influential members of the Washington community.

Other speakers scheduled for the gathering are Karen Shaw, executive vice president of the Institute for Strategy Development; Charles O. Sethness, Assistant Secretary for Domestic Finance, U.S. Treasury; Sen. Nancy Kassebaum (R.-Kan.); Ann Banning, Associate Director

for Recruiting and Human Resources, Office of Presidential Personnel at the White House, and Patrick Mulloy, general counsel, Senate Committee on Banking, Housing and Urban Affairs.

For more information on the NABW's "Day in Washington," call (312) 661-1700.

## Iowa News

The IBA has announced its Iowa School of Banking will be held June 21-26 at the University of Iowa in Iowa City. Tuition is \$650 for members and \$1050 for non-members. For more information, contact the IBA office.

\* \* \*

Iowa Bankers Insurance and Services, Inc. has announced its schedule for Continuing Education Seminars in 1987. The seminars have been approved by the Iowa Department of Insurance for 10 hours of Continuing Education Credits. The spring seminars will be held May 11 at the Carrollton Inn, Carroll; May 13 at Adventureland Inn, Des Moines, and May 15 at the Red Fox Inn, Waverly. The fall sessions will be held Oct. 12 at the Hilton Inn, Sioux City; Oct. 14 at the Sheraton Inn, Cedar Rapids, and October 16 at Adventureland Inn, Des Moines. Registration is at 7:15 a.m. with the seminar running from 8:00 a.m. until 6:30 p.m. Fee is \$45 for bankers and

\$65 for non-bankers in advance, with \$10 additional at the door. Registration forms may be obtained from Charlotte Kraai, IBIS, 104 E. Locust St., Des Moines, IA 50308 or call (515) 286-4295, or toll-free 1-800-532-1423 in Iowa and 1-800-247-5065 out of state.

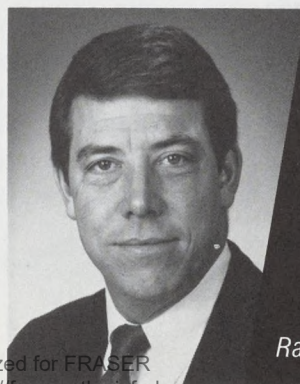
\* \* \*

The IBA encourages Iowa bankers to become "stockholders" of the Living History Farms bank being built in observance of the association's centennial. Commemorative coins are \$100 for bronze, \$300 for silver and \$500 for gold. Make checks payable to IBA Commemorative Coins, 430 Liberty Bldg., Des Moines, IA 50308.

DES MOINES: Jeffrey B. Weeden has been promoted to vice president of finance and treasurer of Banks of Iowa, Inc. He joined the corporate staff of BofI in 1983 and most recently was senior tax and financial accountant.

IOWA FALLS: Steve Afdahl has been elected president of Green Belt State Bank & Trust. He previously served as president and CEO of Hawkeye Bank & Trust in Spencer.

MITCHELLVILLE: William C. Hamilton, formerly president of the Exchange State Bank at Collins, has been named vice president and trust officer of the Farmers Savings Bank.



Randy Steig



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Tom Quinlin

**SIOUX CITY:** Hawkeye Bank & Trust has been sold and renamed Morningside Bank & Trust. The contract with the new investors was finalized April 7. The bank's new president is Ed Young, formerly executive vice president of Union National Bank, Messina. Morningside Bank's new executive vice president is Kelly Florke.

**SPENCER:** Succeeding Steve Af Dahl as president of Hawkeye Bank & Trust is David White.

**WAPELLO:** Richard Bueneke has been named president of the State Bank of Wapello. He most recently served as president of Iowa National Bank, Morning Sun.

**WATERLOO:** It has been an-

nounced that the Parkersburg State Bank, an affiliate of Peoples Bankshares, Ltd., was merged into Peoples Bank and Trust Company, the flagship bank of that group.

## Nebraska News

**DODGE CENTER:** Philip D. Johnson has been elected president and chairman of the board of Norwest Bank Dodge Center. He previously served as senior vice president/loan administration at Norwest Bank Austin in Austin, Minn. John Novotny, vice president/commercial lending at Norwest Bank Rochester, has been serving as interim manager of the Dodge Center bank. He will leave Norwest on May 15 to relocate in Columbus, Neb.

**OMAHA:** At Bank of Nebraska, Omaha, Patrick J. McPherson has joined the bank as senior vice president. He has 20 years of banking experience.

## Minnesota News

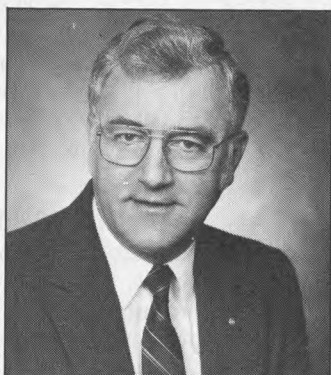
**MINNEAPOLIS:** Marquette Bank Minneapolis has created a new division dedicated to the purchase of loan participation from other financial institutions. Appointed vice president of the new division, Business Services Division III, was James D. LaBreche.

## Illinois News

The Illinois Bankers Association's Trust & Investment Management Conference will be held May 7-8 at the Collinsville Hilton. Registration begins at 4:00 p.m. on the 6th, followed by a reception at 6:30. On the 7th, registration is at 7:30 a.m. and sessions run from 8:30 until 5:00, at which time there is a reception. On the 8th, continental breakfast is at 7:30, and sessions run from 8:30 until 11:45. Featured speakers include Frank K. Spinner, president of LeMay Bank & Trust Co., St. Louis; Ted Riddlehuber, president, Cannon Financial Institute, Athens, Ga., and Art Fleming of "Jeopardy!" Fee for members is \$150 for the first registrant and \$125 for additional registrants, for nonmembers is \$300 for the first and \$250 for additional, and \$15 extra if registering after April 30. Contact the IBA office to register.

## Wisconsin News

**EAU CLAIRE:** First Wisconsin National Bank has announced the pro-



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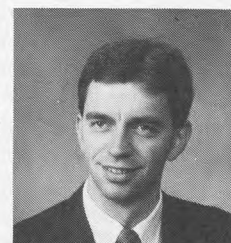
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motion of three staff members to vice presidents. They are Thomas E. Saffert in commercial loans, Jean M. Peterson in business development and Thomas P. Taylor in the trust department. Mr. Saffert has transferred from the Rice Lake First Wisconsin Bank.

**MENOMONIE:** Gene A. Haberman has been elected president and CEO of Valley Bank, Menomonie. He has 20 years of banking experience in the Twin Cities area, most recently with Marquette Bank. Mr. Haberman succeeds Calvin H. Beals, who announced his resignation in December.

**Montana News**

The Montana Bankers Association 1987 Retail Bankers Conference will be held May 14 and 15th at the Holiday Inn in Billings. Registration/breakfast is at 7:30 a.m. on the 14th, with sessions from 8:00 a.m. until 5:00 p.m., followed by a reception. On the 15th breakfast is at 8:00 a.m. and sessions are from 8:30 until noon. Featured speakers include Art Pulis of Pulis & Associates, attorney Keith Strong, OCC representatives Jim Timmel and Brian Quade, and



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David Pals of Dale Carnegie. Contact the MBA for more information.

\* \* \*

HB-499 has been passed and will take effect October 1, 1987. The law prohibits any lender from using or disclosing information relative to a contract of insurance required by the credit transaction for the purpose of replacing such insurance without the prior written consent of the borrower. If a bank owns an insurance agency, the bank may not disclose this information to its agency unless it first obtains the written consent of the borrower. This written consent can be obtained at the time the loan is made so banks may wish to revise their documents.

\* \* \*

The Upper Midwest Agricultural Credit Council will conduct a conference entitled "The New Credit Package for Rural America," on July 8-10. It will be held at the Big Sky Resort, Huntley Lodge in Big Sky. For more information, contact James Hammill at UMACC, (612) 340-2137.

**Colorado News**

**DENVER:** Elizabeth (Penny) Hawkins has been elected a vice president of Colorado National Bank—Evergreen. She joined the bank in 1984 and is currently responsible for commercial loans and marketing.

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**COMMERCIAL LENDER**, reputation bank, \$175mm+, college town. . . . . \$35-\$40,000

**COMMERCIAL REAL ESTATE LENDER**, projects up to \$5mm, business developer. . . . . \$40,000

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**SVP**, Excellent town, top organization, one rated, \$50mm. . . . . \$45-\$50,000

**CHIEF EXECUTIVE**, \$10mm, pop. 1,000, ag-oriented. . . . . \$30-\$35,000

**AVP, COMMERCIAL LENDING**, \$100mm, mid-market, college town. . . . . \$30-\$35,000

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