

NORTHWESTERN Banker Newsletter

Vol. 16 No. 28

Des Moines, Iowa

October 26, 1987

New ABA President States Views

HEAVY emphasis was placed on the slogan, "Kill the Moratorium," during the American Bankers Association annual convention in Dallas, Tex., last week. Buttons proclaiming "Kill the Moratorium" were pinned on everyone, while the



C.H. PISTOR

same message was pursued vigorously in general sessions, workshops and private conversations. Keynoting this important concern of bankers today was ABA's new president, Charles H. Pistor, Jr., who is chairman and CEO of First RepublicBank Dallas. Here are excerpts from his acceptance speech that directly address the moratorium issue:

"Banking has two agendas: near term and longer term. When we go to our offices Monday morning, March 2, 1988, it must be with the full knowledge that regulators will be free to provide us the tools we need to serve our customers. We must make no mistake about it; to lose this battle can make all others moot. Our attitudes and actions should be galvanized by the predictions that the moratorium — in part or in full — will be surreptitiously extended over a protracted time.

"The industry's united response thus far is highly encouraging, and it is not necessary to carry this point further — except to cry out that none of us, for one moment, can underestimate the danger and difficulty of this fight and to reiterate the absolute imperative that each of us, and all those whom we can influence, be committed to staying the course. Those who suggest that bankers are merely Roman candles, to burn brightly for a moment and then be gone, will be proved wrong!

"Second, and more optimistically, we must appreciate that we are facing a new window of opportunity. Public sentiment is shifting in our direction. Newspaper editorials supporting the need to unshackle the banking industry are proliferating.

"At the same time, key figures in the United States Senate have pledged a sincere new look at our service opportunities between now and March 1. Senator Proxmire's proposed repeal of Glass-Steagall is an enormously positive step in the right direction.

"We all know that those who would challenge our new admissions are likewise gathering momentum and time is not on our side. ABA members must understand how crucial *unity* has become in today's political environment. Our priority *must* be to *unite* with *intensity* and *common focus* so that we can *sur-*

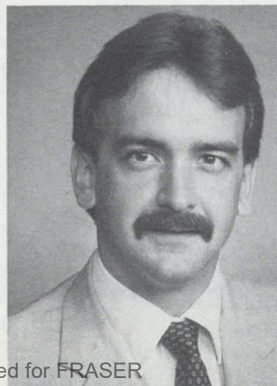
vive and *thrive* in that environment. Obviously, our industry is too diverse for us to have a seamless, common agenda, but equally obvious is the necessity for agreement to work toward achieving the common good for banking.

"The joint statement of the major financial trade associations on September 10 has, in my mind, a Magna Charta ring to it. The nation's six largest banking industry trade associations agreed to a common legislative agenda, calling upon Congress to let banks more effectively serve their customers.

"The whole of our legislative and regulatory agenda is encased in language which implores the Congress, the courts, and the regulators to let banks compete. But we must do a better job of explaining how our competition *benefits* the *customer*. In fact, our case will be made *only* as our call for freedom to compete is heard as ... lower prices, additional services, and jobs.

"This is banking's long term agenda — of serving fully and equally. The particulars will always be changing. *Product definition is not the issue — process is*. It is a never ending course of assessing, educating, persuading, and *winning* the right to serve.

"Our goal is for full and open competitive capabilities for banks both now and going forward. The benefits may not impact every bank equally every year, but over the span of time



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Richard Pederson

they will enhance the position and the value of the industry generally. ABA and the State Associations shall be player-coaches at the center of this effort whose key identifiers shall be unity and franchise.

"This franchise is ours, the time is now. In the year to come, I look forward to working with my fellow officer and board colleagues — and all of you — as we strive to insure that this legacy which we have so richly inherited is preserved, protected and enhanced for the future.

"Together, we can make it happen." □

Iowa News

The Iowa American Institute of Banking and the Iowa Bankers As-

sociation will present their 1987 Staff Training, "Your Bank's Success: A Reflection of You" at nine locations during November. Presenter will be Mary Jo Paloranta, vice president of Staff-Plus Inc. of Minneapolis. Registration at each location will be at 5:30 p.m., dinner at 6:00 and program from 7:15 to 8:45. Fee is \$35 and includes dinner and materials; at the door the fee will be \$45. Dates and locations are: 4th—Nob Hill, Decorah; 5th—Red Fox Inn, Waverly; 9th—Siebens Forum, Storm Lake; 10th—Lake Shore Country Club, Council Bluffs; 12th—Elks Club, Iowa Falls; 16th—University Park Holiday Inn, West Des Moines; 17th—Berning Cafe, Creston; 18th—Best Western Fairfield Inn, Fairfield; 19th—Highlander Inn, Iowa City. Contact the IBA office to register.

WATERLOO: At Waterloo Savings Bank, Frederick Koch has been named executive vice president. He will chair the bank's investment committee and continue to serve as head of the trust department, a position he has held since 1957. Gerald J. Curran, James R. Gerber and Robert L. Smith were named senior vice presidents of the bank. Mr. Curran has been cashier since 1966. Mr. Gerber is responsible for commercial, ag and real estate lending and credit administration. Mr. Smith is in retail banking, and has served as manager of the Kimball Avenue office and as head of installment loans.

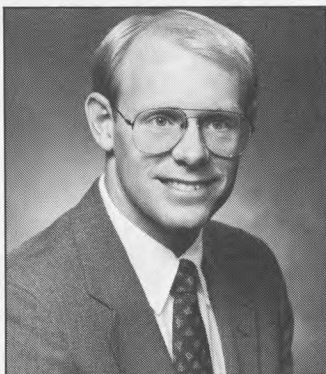
Nebraska News

The Nebraska Bankers Association encourages all NBA members to attend one of the Legislative Dinners being offered in November and December. At each location the reception is at 6:00 p.m. with dinner at 6:45. Fee is \$25 per person. Dates and locations are: November 5—Ogallala Holiday Inn, November 19—Kearney Holiday Inn, November 23—Omaha Red Lion, November 24—Lincoln Cornhusker and December 8—Norfolk Country Club. Call the NBA office to register.

* * *

The Nebraska Independent Bankers Association Annual Convention will be held November 19-20 at the Villager Motel and Convention Center in Lincoln. Registration will be held from 1:00 to 5:00 p.m. on the 19th, with the Board of Directors meeting at 2:00 and a reception and dinner in the evening. The 20th begins with a "Breakfast with Congress" at 8:00. Speakers for the day include Vance Clark of the FmHA; Kirk Jamison, State FmHA director; Ken Guenther, IBAA executive vice president; Cynthia Milligan, Nebraska director of banking, and IBAA President Tom Olson. NIBA President Roy Yaley will preside over the annual meeting and election of officers, and the President's Cocktail Party and Dinner that evening. For more information or to register, contact the NIBA office.

OMAHA: First National Bank of Omaha has opened a temporary facility at 114th and Dodge Streets. Manager of the facility will be bank Vice President H. Frederick Kuehl, previously responsible for the bank's correspondent banking department. Succeeding him in that position is Gerald J. Tomka, who has been promoted to vice president. Plans are underway for a permanent facility at the new location.



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EXEC. AND PROF. BANKER B.A.

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SENIOR LENDER B.A.

- Does your loan department lack leadership and direction? Worried about deteriorating loan portfolios? This formally trained, 14 year commercial lending veteran has 10 years commercial loan management experience. Has set up loan administration systems, loan policies, along with training and calling programs. From credit analyzing to workouts, this individual has the solid background to meet a new challenge! Looking for a #2 Spot! EARNS: \$45K

COMPTROLLER B.A. CPA

- Candidate. Very professional CPA knows the financial and **operational requirements** of small to medium sized banking organization. Has strong communication skills and a work ethic beyond reproach. EARNS: Low \$30's

TRUST OFFICER B.A. (Cum Laude)

- Is your trust department strategically set for the future? It's time to **plan ahead!** This talented and effective performer has 5 solid years of equity and fixed income **trust investment** experience. Has successfully managed a portfolio of 50MM that outperforms the **Standard and Poors 500** index. This officer is also active in department operations and the Trust Investment Committee. A top performer who knows employee benefit programs well! ASKING: \$35K

JR. COM'L LENDER B.S.

Having trouble finding a technically trained lender to bring along through the commercial loan department? As a trainee for a bank holding company, this achiever has served on the loan audit and loan review teams over the past 4 years. Has excellent credit skills and a dynamic personality that will grow with future development. This banker is ready to move now!

ASKING: \$29K

AG LOAN OFFICER B.S.

Does your ag lender really have that business knack? With 6 years experience in crop and livestock management on a large farm, and 4 years ag lending experience, this candidate has learned what it takes to make a successful ag credit officer. With R.M.A., A.I.B. and Midwest Banking institute training, this energetic hard charger will contribute to your staff right now!

ASKING: \$32K

PRESIDENT B.S. (AG)

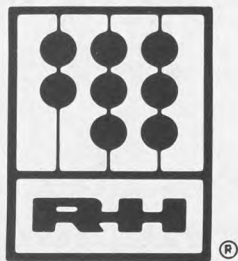
Do you need a fresh start to get your bank back on track? With 21 years ag and commercial lending experience, this highly motivated individual has climbed the ranks to successfully head a 30MM loan department for 6 years and is now a CEO of a 15MM bank. As an active and visible member of the community, this leader is an advanced graduate of ag Banking School and has instructed ag Lending Classes and held many civic positions. Ready to move!

ASKING: \$50K

MID-MARKET COM'L LENDER B.A.

Do you need a lender who can hit the street running? This take charge business developer has 5 + years mid-market lending experience within a mega metropolitan market. With formal credit training and proven credit skills, loans will get booked exactly the way your credit committee requests. A personable individual looking for a greater challenge!

ASKING: \$50K



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HALF**

Paul Gentzkow

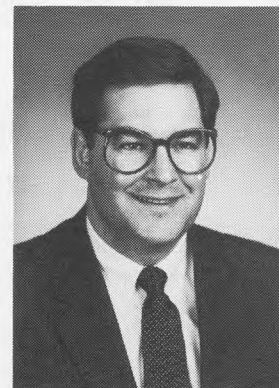
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Minnesota News

STILLWATER: At Oak Park Bank, Ronald G. Wenzel has resigned as president. His successor is David A. Shern, elected president and CEO. Mr. Shern has nearly 40 years banking experience in Minnesota and was the state's Deputy Commissioner of Commerce in 1983-85.

Wisconsin News

MILWAUKEE: Dennis J. Kuester has been elected president and Gordon H. Gunnlaugsson executive vice president of Marshall & Ilsley Corporation. Mr. Kuester has been the corporation's vice president since 1984. Mr. Gunnlaugsson became vice president and chief financial officer of the corporation in 1985. John A. Puelicher, former president, will continue as chairman of the board.

Montana News

"Montana Collection Law," a one-day seminar, will be presented by Professional Educations Systems, Inc., Eau Claire, Wis. on November 12 at the Billings Sheraton and on November 13 at the Rainbow Hotel, Great Falls. Fee is \$115 per person. For more information, call 1-800-826-7155.

Colorado News

BRUSH: The FDIC has approved the assumption of the deposit liabilities of The First National Bank of Brush by The Fort Lupton State Bank, Fort Lupton. Effective Octo-

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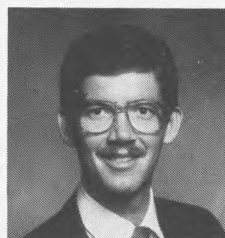
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ber 9, The Fort Lupton State Bank will change its name to The First Security Bank. Its main office will continue to be located in Fort Lupton, and the failed bank's sole office reopened as a branch of the assuming bank on October 9. The Brush bank had total assets of \$22.3 million when it was closed on October 8. The First Security Bank will assume about \$21.3 million and has agreed to pay the FDIC a purchase premium of \$477,000. It also will purchase certain of the failed bank's loans and other assets for \$16.8 million. To facilitate the transaction, the FDIC will advance about \$5.0 million to the assuming bank and will retain assets of the failed bank

with a book value of about \$5.5 million.

COLORADO SPRINGS: Brenda B. Balzer has been elected vice president at Colorado National Bank—Exchange. She is manager of the bank's human resources department.

DENVER: J. Claudette Hamilton has been named senior vice president, real estate banking at First Interstate Bank of Denver. She succeeds John L. Gray, who has been named senior vice president, real estate, at First Interstate Bank of California. Ms. Hamilton has been with the bank since 1976, most recently as vice president.



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PRESIDENT in \$80MM bank in county seat town. Requires 10+ years experience in management of similar size bank. Send resume to File No. WLE c/o Northwestern Banker. (PA)

AG REP in \$75MM bank. Some farm management duties. 2 years lending experience. \$25,000 salary. Send resume to File No. WLF c/o Northwestern Banker. (PA)

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CEO—Small Iowa bank needs a seasoned professional with good operations, ag lending background. To \$40,000.

AG LOAN OFFICER—Well run Iowa bank looking for an exp. lender to manage department, degree preferred. To \$30,000.

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AGRICULTURAL LOAN OFFICER

No future in sight? Do you feel like your career pathing is limited? A well performing bank of \$40mm located in Western Wisconsin seeks an ag loan officer who understands the agricultural economy. Desire 3+ years ag lending exp, strong selling skills and willingness to be community involved. To \$30K. Job #NW2415.

AG LENDER

Tired of workout loans? Find a fresh oppy in a profitable, well managed environment? This \$40mm central Wisconsin bank needs a #2 ag lender. Join their professional ranks with your 2+ years of ag and dairy lending exp. Change your job for this career oppy! Degree preferred. Act now! Pension! Don't let it slip away! To \$30K. Job #NW2416.

FOR MORE INFORMATION
CONTACT PAUL GENTZKOW,
JAN PETERS OR MIKE HEDRICH



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