

Time for Congress to Act Responsibly

By **BEN HALLER, JR.**
Publisher

AT A TIME when commercial banks are seeking to expand their ability to compete with unfettered, unregulated competitors, the United States House of Representatives is debating a bill that would further handicap banks *only* by mandating that they become instruments of public social policy. At a time when Congress has been enacting deregulation of other industries—whether wisely or not remains to be seen—it continues to pile new regulations onto the commercial banking industry.

H.R. 5094, the House omnibus bill under discussion that would further tilt the scales of justice, equity and fairmindedness against commercial banks *only*, is a bad bill for banks. Totally apart from the central discussion itself about what new powers banks should have, if any, are the unbelievable amendments added by socially-minded legislators who want this bill to be a device to order local banks to carry out the social policy those legislators want enacted for certain constituents.

Why should banks, for example, be ordered to provide their services and time for free or at a reduced rate to people below a certain income level? The question is not whether

the poor are entitled to certain services that may be considered basic today, but why the *banks* should have to subsidize this federal government effort to give the poor a checking account. If Congress wants to provide this service to the poor through banks then it should reimburse banks to the extent that the recipients are unable to pay the basic fee. This does not imply at all that banks have no interest in aiding the poor. Banks and bankers do that just like every other citizen through the taxes they pay that support social programs and through their countless numbers of donations for various local fund-raising projects that meet local social needs. It's not a matter of being against the poor; it's a matter of Congress singling out banks *only* to subsidize a social policy of its making.

The proposed amendments being debated go further into the area of the Community Reinvestment Act with unbelievably poor logic that is motivated again by thinking that banks *only* among financial institutions should be instruments of public social policy mandated by Congress.

ABA Bankers Weekly of September 6 provides a vivid analysis of the CRA provisions as prepared by Melanie L. Fein of the Washington, D.C. law firm of Arnold & Porter. That analysis points

out how the House proposal is nothing more than credit allocation "serving the housing-credit needs of low- and moderate-income persons, small business credit needs and small farm credit needs." As Ms. Fein points out, Congress is trying to apply a nationwide standard for resolving credit needs peculiar to each local community. Again, the legislation is aimed at banks *only*.

She notes further that the CRA advocates from consumerist groups are confusing "funding needs" with "bank credit." Funding needs are met by funds supplied by the local community or one or more arms of government ranging from local to federal, and are publicly provided funds coming from tax dollars to implement social policy intended to remedy what is perceived to be a social need. Bank credit, on the other hand, is depositors' money loaned out after making sure that a requested loan is sound and will be repaid. If an individual or an area cannot provide the necessary credit assurances that are needed for the bank to determine a request will be a sound loan, then the loan is unsound and it would be irresponsible for the bank officer(s) and/or the board of directors to approve it. That's exactly what federal and state examiners have told banks during the recent ag and energy crisis that caused many banks' loans to go sour and led to the demise of hundreds of banks. Those same examiners would have no alternative but to criticize many

FirstTierSM

Correspondent Services

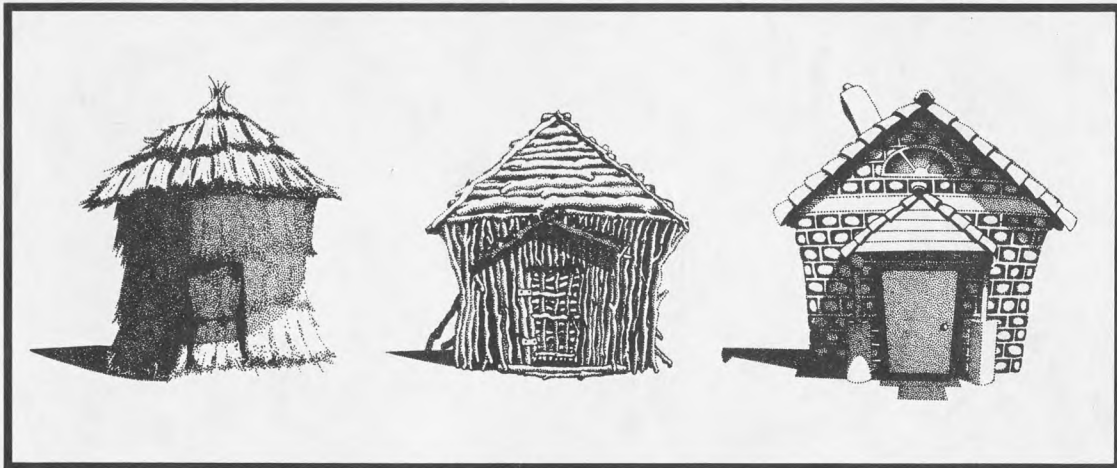
More of what it takes
to serve you well.



FirstTierSM Banks

Lincoln • Omaha

WHAT BANK INVESTMENT OFFICERS CAN LEARN FROM "THE THREE LITTLE PIGS."



You can't build things overnight and expect them to last. Only proper materials and skill ensure stability and longevity. It's a lesson United Missouri Bank has heeded while building their own solid investment portfolio as well as their successful Investment Banking Division.

Recently, several banks in the Midwest forgot the moral behind this enduring fable. Tempted by the possibility of a quick boost in earnings, their investment officers purchased

unproven, high yield investment products. When unexpected changes in the market occurred, the banks suffered substantial capital losses.

Since 1928, United Missouri has researched, analyzed and offered only top-quality securities and investment strategies. Contact our Investment Banking Division at 556-7200. We'll help you make your bank's investment portfolio so strong, nothing can blow it down.



UNITED MISSOURI BANK
Member FDIC

Investment Banking Division
of Kansas City, n.a.

BANKERS FOR BANKERSSM

Some special candidates from Robert Half's Banking Division

Partial list of available Banking candidates.

AG LENDER Proven track record in dairy ag lending, well-versed in cash flows, new business development. Degreed community active professional with two years in lending. Looking for rural bank offering new opportunity. DK01 \$25K

COMMERCIAL LENDER More than just a numbers person. Formal credit training in bank holding company environment this exceptional lender has over eight years in banking. Spent three years making ag loans and the last four making mainstreet commercial. Seeking challenge and growth. DK02 \$35K

OPERATIONS OFFICER High performance executive who has well rounded accounting background (CPA) plus operations skills. People oriented manager who has seven years proven ability to function effectively in a dynamic business environment. Certainly someone who won't last long. DK03 \$28K

SENIOR LENDER Turns ideas into action! Currently handling a \$25M portfolio primarily consisting of large credits. Top-notch business developer who is both community active and conservative. Experienced lender who has seen it all and gets the job done. DK04 \$45K

PRESIDENT Polished, performance oriented, profit-minded leader who has had outstanding success running \$42M county seat bank. This driven manager thinks first acts second. Can make your bank run even better. DK05 \$55K

CONTROLLER Ability to identify and solve problems. This high energy person has over six years in accounting the last three as a controller for a \$100M+ bank. Meets deadlines, super image and ready to work for you. DK06 \$38K

CREDIT ANALYST Are you looking for a competent technician who can work into a lending position? Someone on their way up who is well trained in credit scoring, loan analysis, etc.? Look no further. Experienced credit person has two years background, familiar with all types of software is looking for more opportunity. DK07 \$22K

TRUST OFFICER JD: Meets deadlines. Small department type manager who can control costs and increase efficiency. Tough on controls, detail oriented but able to meet people well. Open to location. DK08 \$28K

RETAIL MANAGER Loans up by 40%, insurance sales penetration 90%. Think these numbers are just dreams? Think again. Motivated lender has been very successful in turning unprofitable retail operations into profit centers. Get the job done right the first time. DK09 \$38K

MORTGAGE LENDER Self motivated lender who tackles problems and challenges head on. Proven producer who makes things happen. Supervises seven and keeps the loans rolling through. Ranking member of mortgage banking community and capable of doing it all. DK10 \$33K

AG LENDER Vice President of a 100M+ holding company bank who has leadership ability, understands ag inside and out and performs well under pressure. Take charge person with a wealth of knowledge and experience. DK11 \$31K

COMMERCIAL LENDER Developed through hard work and aggressive lending, \$20M portfolio. Creative people oriented manager who has done it all. Strong credit and people skills. Tremendous image and professional ability with over six years in a large bank environment. DK12 \$45K

OPERATIONS/AG LENDER Gets things done! Small town banker who over the past five years has seen it all. Well trained in ag, operations and student loans. Success-oriented who enjoys rural life. DK13 \$23K

PARTIAL LISTING OF AVAILABLE BANKING CANDIDATES

SENIOR VICE PRESIDENT Tough-minded #2 person who gets things rolling. People person who has been a pivotal part of senior management team for a \$50M bank. Well versed in commercial (mainstreet), ag, real estate and consumer. Supervises eight and well respected in banking circles. DK14 \$52K

TRUST DEPARTMENT HEAD Senior trust officer in \$25M department has over four years in banking and the last two running the show. Technically sound, JD who is strong in business development. Key strength in personal trust area. DK15 \$38K

SENIOR COMMERCIAL LENDER Holding company trained with a wide range of abilities. Truly a senior lender with over fifteen years of expertise and has handled some of the top accounts in the state. Marketing personality with management talents. Would work well running a mid-sized bank or #2 in a large bank. DK16 \$70K

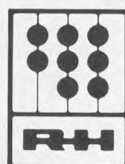
AG #2 Currently running successful branch bank, looking to move into #2 position. Good working knowledge of all areas of ag with the unique ability to tell people no and make them feel good about it. Strong analytical person who keeps up on all phases of banking. DK17 \$42K

VP OPERATIONS Streamlined bank operations in \$60M bank and increased profits. Super personality, developed strong internal financial systems over past fifteen years of banking. Perfectionist has team effort attitude and professional appearance. DK18 \$45K

PRESIDENT Small town banker, squeezed every dollar out of \$15M bank and kept customers coming back. Great management abilities. Community directed banking expert looking for larger institution. Motivated leader with superb understanding of all phases of ag lending. DK19 \$40K

TRUST DEPT/PERSONAL TRUST HEAD Eight years of trust and banking experience. Currently working in large bank trust department looking to move into #1 position. Prior experience includes lending and business development in strong bank environment. Great candidate. DK20 \$52K

FOR FURTHER INFORMATION ON THESE CANDIDATES CONTACT KURT ROSENCRANTS



ROBERT HALF

317-6TH AVENUE, STE. 650
DES MOINES, IA 50309

®

(515) 244-4414

WORLD'S LARGEST BANKING, ACCOUNTING, AND EDP PLACEMENT SPECIALISTS

WE ALSO HAVE TEMPORARY BANKING PROFESSIONALS

WE HAVE BANKING SPECIALISTS WHO ARE READY TO GO TO WORK FOR YOU NOW. CALL US TODAY. IT DOESN'T MATTER WHERE YOU ARE LOCATED OR WHERE YOU WANT OUR SPECIALIST TO WORK. OUR PROS ARE READY TO GO.

OVER 60%

OF ALL BANKS IN OUR MARKET AREA ARE NOW INSURED BY THE KANSAS BANKERS SURETY COMPANY



That's Right . . . In the nine states we serve we have solved the bonding needs for 6 of every 10 banks.

That's over 16.4% of all banks in the United States

THE REASONS . . .

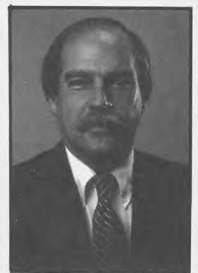
**SUPERIOR SERVICE
MOST COMPETITIVE PREMIUMS
REALISTIC UNDERWRITING
PROMPT CLAIMS SERVICE**

**IF YOU'RE NOT GETTING THE SAME FROM YOUR BONDING COMPANY...
GIVE US A CALL – YOU'LL BE GLAD YOU DID.**



DONALD M. TOWLE
President

THE KANSAS BANKERS SURETY COMPANY



DAVID E. ABENDROTH
Senior Vice President

**611 Kansas Avenue P.O. Box 1654
Topeka, Kansas 66601
Phone 1-913-234-2631**

**FINANCIAL INSTITUTION BONDS, SAFE DEPOSITORY LIABILITY, CHECKS KITING FRAUD INDEMNIFICATION,
DIRECTORS AND OFFICERS LEGAL DEFENSE AND LIMITED INDEMNITY POLICIES**

Serving the Heartland of America since 1909

OVER 60%

OF ALL BANKS IN OUR MARKET AREA ARE NOW INSURED BY THE KANSAS BANKERS SURETY COMPANY



That's Right... In the nine states we serve we have solved the bonding needs for 6 of every 10 banks.

That's over 16.4% of all banks in the United States

THE REASONS...

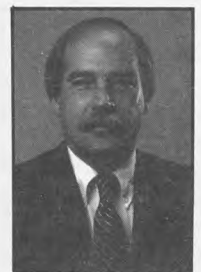
**SUPERIOR SERVICE
MOST COMPETITIVE PREMIUMS
REALISTIC UNDERWRITING
PROMPT CLAIMS SERVICE**

**IF YOU'RE NOT GETTING THE SAME FROM YOUR BONDING COMPANY...
GIVE US A CALL - YOU'LL BE GLAD YOU DID.**



DONALD M. TOWLE
President

THE KANSAS BANKERS SURETY COMPANY



DAVID E. ABENDROTH
Senior Vice President

**611 Kansas Avenue P.O. Box 1654
Topeka, Kansas 66601
Phone 1-913-234-2631**

**FINANCIAL INSTITUTION BONDS, SAFE DEPOSITORY LIABILITY, CHECKS KITING FRAUD INDEMNIFICATION,
DIRECTORS AND OFFICERS LEGAL DEFENSE AND LIMITED INDEMNITY POLICIES**

Serving the Heartland of America since 1909

tion they have to face around the town square every day in real life. It's time for Congress to put aside the traditional vote tradeoffs, petty personal grievances or whatever bothers them, and show some real statesmanship by broadening, not limiting, the horizons of bank service, and then stepping out of the way. □

Iowa News

The 1988 IBA Consumer Services Conference, "Consumer Bankers Know the Score," will be held October 18-19 at the Marriott Hotel in Des Moines. Among the speakers will be Dennis and Niki McCuiston of McCuiston & Associates, Irving, Tex. Fee includes one continental breakfast, two luncheons, a tailgate party and all materials. Advance fee is \$160 for members, \$200 for subscribers and \$240 for non-members. After October 10, \$20 additional is required. Contact the IBA for more information.

WEST DES MOINES: John F. Ambrosion was recently elected first vice president at West Des Moines State Bank. He was previously a second vice president in commercial lending at Norwest Bank Des Moines, N.A.

Nebraska News

PLAINVIEW: Plainview National Bank has elected Roger D. Synovec president, due to the retirement of Eldon R. Fox, who served the bank over 25 years. Mr. Synovec came to the bank in 1972 and has held the positions of vice president and ag loan officer, senior vice president, and most recently, executive vice president and chief loan officer. Merle D. Johansen was elected senior vice president. He joined the bank in 1980 as vice president.

Minnesota News

BIWABIK: The FDIC has approved

DOES YOUR BANK NEED AN INVESTMENT CENTER?

- Your benefits:**
- Added profit
 - Ability to offer complete financial services
 - New high net worth customers
 - Reduced deposit loss to competitors

For information contact:



1-800-544-7113
First Dakota Building
P.O. Box 2796
Bismarck, ND 58502
or
P.O. Box 65697
West Des Moines, IA 50265

the assumption of the deposits and fully secured liabilities of Biwabik State Bank, Biwabik, by The First National Bank, Keewatin. Biwabik State, with total assets of \$3.3 million, was closed on August 26 and reopened August 29 as a branch of the Keewatin bank. That bank will assume about \$3.3 million in deposits and will purchase all of the failed bank's assets at a discount of \$348,500.

MINNEAPOLIS: A number of promotions have been announced by First Bank System: Robert E. Leech, executive vice president of First Trust; William M. Wingfield, senior vice president and manager, trust securities processing, Securities Processing Services, Inc.; James Melville, vice president, special loans real estate for the Loan Portfolio Management Group of FBS; John Crenshaw and Kathryn Kastner Slater, vice presidents, mortgage banking services for the Special Industries Group of FBS; David Morem, vice president of finance, Metro Community Banking; Mark Paynter, vice president, finance; and, in the Corporate Banking Group, Sally Webber Centner and Terry Steen, vice presidents of the upper Midwest division; David Draxler, vice president of the national division; Jeffrey Torrison, vice president, national agribusiness, and Steven Williamson, vice president, corporate marketing.

MINNEAPOLIS: Norwest Cor-

poration has announced plans for a new banking office in Edina, as part of a program to expand its community banking operations in the Twin Cities suburbs over the next several months. The office will be located at 5116 Vernon Avenue in a building currently being renovated. It is scheduled to open September 19.

VIRGINIA: Gerald Johnson has been promoted to vice president at First Bank Minnesota, Virginia office. He joined FBS in 1986 and serves as a product group manager.

Illinois News

CHICAGO: Continental Bank has announced the naming of William L. Staples as chief credit officer and chairman of the credit policy committee. Mr. Staples joined Continental in 1965. He was responsible for the credit risk evaluation division from 1983 to 1985 before becoming head of the money market distribution, public finance and municipal securities division. Since October 1987, he has handled special assignments in credit risk management. Mr. Staples replaces Daniel C. Rohr, who has resigned to become executive vice president and chief credit officer at Columbia Savings and Loan Association in Beverly Hills, Calif.

CHICAGO: Arnold E. Davis has joined Amalgamated Trust & Savings Bank as vice president in the

EXPERIENCE.

After more than 120 years of providing correspondent banking services to the Midwest, you can say we've had a chance to polish our trade.

Find out for yourself. Count on Commerce.

1-800-892-7100 1-800-821-2182

(Outside Missouri)



ANNA LEE SCOTT WOULD LIKE TO GIVE YOU A PIECE OF HER MIND.

As part of the *BICS 10-Point Service and Support System*, you get your very own executive account manager. One of these is Anna Lee Scott. Her job is to make sure BICS gives your bank state-of-the-art data processing...and more.

One way is with our management consulting service (point #6). We put our minds to work for you so you can serve customers better, operate more efficiently and keep ahead of your competition.

To find out how the *BICS 10-Point Service and Support System* can give you 100% support, 100% of the time, call 1-800-421-0059 or 1-800-332-5242 (in Iowa).

**100% SUPPORT.
100% OF THE TIME.**

**THE
BICS
BANKING
SYSTEM**

4333 Edgewood Rd. N.E.
P.O. Box 1847
Cedar Rapids, Iowa 52406
319/395-6600

A Banks of Iowa subsidiary

marketing department. Previously he was vice president and chief lending officer for Illinois Service Federal Savings and Loan Association in Chicago. Prior to that, he was a vice president at Continental Bank.

COLLINSVILLE: The First National Bank of Collinsville and UMB Bank of Illinois in Maryville have merged to form UMB First National Bank. The bank's main office is in Collinsville, with offices also in Maryville and Caseyville. Combined assets total almost \$157 million. Gary Haskell will serve as chairman and CEO of the bank with David Skiles as president, Richard Dawdy

as executive vice president and Scott Thomas as senior vice president.

South Dakota News

The SDBA will sponsor an Internal EDP Auditor Workshop at the Holiday Inn in Mitchell on October 5 and 6. Instructor will be Tom Shambo, president of Founders Financial Services, Inc. Agenda both days runs from 8:00 a.m. to 5:00 p.m. Fee for the workshop is \$395. Contact the SDBA for more information.

SIOUX FALLS: Timothy Hamel has been promoted to vice president, trust, at First Bank of South Dakota—Sioux Falls. He joined FBS in 1984 and most recently served as an assistant vice president and corporate trust officer.

North Dakota News

The NDBA will sponsor a pair of two day human resources conferences at two locations in October.

Dates and locations are October 18-19—Doublewood Inn, Fargo and October 20-21—Holiday Inn, Bismarck. The first day of each conference will focus on the legal issues and aspects of human resources. The second day's sessions will address job evaluations, performance appraisals, interviewing, exit interviews, employee assistance programs and motivating the long-term employee. Member bankers from other state associations are also welcome to attend. Contact Cheryl Thompson at the NDBA for more information.

Wyoming News

A series of Economic Forums will be conducted by economists from the Federal Reserve Bank of Kansas City at four locations throughout Wyoming. Dates and locations are September 20th—Sheridan, Holiday Inn; 21st—Casper, Hilton Inn; 22nd—Cheyenne, Holding's Little America; 29th—Rock Springs, Park Inn International. At each location the program begins at 5:00 p.m. with dinner at 7:00. For more information, call Lowell Jones at 1-800-FED-1010, ext. 2683.

FOR SALE

RECONDITIONED

BRANDT Coin Sorters-Counters

BRANDT Currency Counters

New Warranty

402-571-5577

POSITIONS AVAILABLE

BANK CONTROLLER

Tired of ordinary accounting positions? Look at this exceptional opportunity! Innovative organization seeks 4+ year bank accountant looking for more than a job behind a desk. Must understand all areas of financial reporting and have management skills. \$35K.

AG LOAN OFFICER

Are you an ambitious ag lender looking to get ahead? Growing bank group seeks #2 person for rural institution. Successful candidate will have 4+ years of ag lending and good understanding of cash flows. Analysis skills are a big plus. \$25K.

SR. LENDER

Minnesota bank with excellent earnings needs #2 person who has proven commercial and ag lending skills. Person must be a motivator, community active and able to develop new business. Part of small, acquisitions oriented holding company. If you're someone who wants "to go places," this is for you. Great bonus. \$45K.

FOR FURTHER INFORMATION CONTACT KURT ROSENCRANTS

POSITION AVAILABLE

COMMERCIAL LOAN OFFICER—Lending position available in east-central Nebraska bank. 1-3 years bank lending experience required. Contact File No. WOE c/o Northwestern Banker. (PA)

Small western Nebraska bank needs experienced **LENDER** with ability to supervise new loan policies and procedures. Contact File No. WOF c/o Northwestern Banker. (PA)

Acquisitions and changes have created special needs within this major holding company. We are looking for special people to fill those needs. Contact File No. WOK c/o Northwestern Banker. (PA)

WANT TO BUY

Drive up windows, vault doors, safes, safe deposit boxes, night depositories.

American Bank Equipment
Sales - Service - Installation
402/571-5621

(WTB)

POSITIONS AVAILABLE

TRUST MARKETING - large urban bank. Requires degree and trust experience. \$35K

REAL ESTATE LOAN - single family residential and secondary market experience required. Proximity of major metro area. \$40K

LOAN REVIEW - large bank experienced required. Both junior and senior level positions available. \$28-\$40K

COMMERCIAL LENDING - V.P. positions in urban and large suburban banks. Personal portfolios from \$20MM to \$50MM. \$40K

BRANCH MANAGER - handle small business and consumer credits. Med-size community affiliate of multibank holding company. \$24K

Additional listings for commercial lending and trust officers. 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"



**ROBERT HALF
OF IOWA, INC.**

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

ALL FEES COMPANY PAID

Vol. 17 No. 22 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, \$24.00 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, Des Moines, Iowa 50309.