

The 1995 BanxQuote® Money Markets & Depository Industry Forum

**A Full-Day Conference And Multimedia Event
For The Financial Industry, Government & Academia**

*Presenting A Series Of Roundtable Discussions
Led By Representatives Of*

**BLOOMBERG. BUSINESS WEEK. DOW JONES TELERATE.
FORTUNE. KNIGHT-RIDDER FINANCIAL. REUTERS. WORTH.**

With The Participation Of

**ADP. AMERICAN EXPRESS. CHEMICAL BANK. CITICORP.
COMMERCIAL BANK OF NY. DEAN WITTER DISCOVER. EDS.
ERNST & YOUNG. FDIC. FEDERAL RESERVE BOARD. FIDELITY
INVESTMENTS. GOLDMAN SACHS. INTUIT. INTERACTIVE AGE.
IRWIN FINANCIAL. KPMG PEAT MARWICK. LASALLE NATIONAL
BANK. MARK TWAIN BANK. MBNA AMERICA BANK. MELLON
BANK. M&T BANK. OFFICE OF THE COMPTROLLER OF THE
CURRENCY. OPPENHEIMER. PAINWEBBER. PRUDENTIAL
BANK. REPUBLIC NATIONAL BANK. SAFRA NATIONAL BANK.
STATE BANK OF INDIA.**

And The Introduction Of

BanxQuote® Interactive Banking And Financial Information Services On The Internet

Friday, April 7, 1995

**SALOMON BROTHERS
EXECUTIVE CENTER**

7 World Trade Center, New York City

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MORNING SESSION

- 8:00-9:00 Registration & Continental Breakfast
Breakfast Sponsor:
ADP Brokerage Information Services Group
AUTOMATIC DATA PROCESSING
- 9:00-9:15 Chairman's Welcome:
Norbert Mehl, President, BANXQUOTE
- 9:15-10:00 **THE "BUSINESS WEEK" ROUNDTABLE /Q&A**
Core Deposits: *Redefining boundaries of interstate and local markets in the interactive age.*
A global outlook for branch banking and alternative marketing channels.
Discussion Leader:
Kelley Holland, Money & Banking Editor
BUSINESS WEEK MAGAZINE
Panelists:
Isaac Weinberger, First Vice President, Global Treasury
COMMERCIAL BANK OF NEW YORK
John Karr, Partner, Financial Services Industry Consulting Practice
ERNST & YOUNG
Raul de Asis, Treasurer
SAFRA NATIONAL BANK OF NEW YORK
Renu Challu, Vice President PBD, Head of Corporate Banking
STATE BANK OF INDIA
- 10:00-10:45 **THE "REUTERS" ROUNDTABLE /Q&A**
Brokered Deposits: *An inside look at Wall Street's primary and secondary retail CD market.*
Case Study: *Potential implications of the new AMEX retail Treasury market online trading system. Could CDs be offered on an electronic tradefloor as well?*
Discussion Leader:
Henry Engler, Deputy Editor Treasury Desk
REUTERS
Panelists:
William C. Rappolt, Executive Vice President & Treasurer
FIRST EMPIRE STATE CORPORATION and M&T BANK
Ernest DiLorenzo, Senior Vice President
OPPENHEIMER CAPITAL
Joel L. Rosenberg, Treasurer
PRUDENTIAL BANK
- 10:45-11:15 Exhibits / Coffee Break
- 11:15-12:00 **THE "DOW JONES TELERATE" ROUNDTABLE /Q&A**
Electronic Banking: *Opportunities for the retail and institutional financial services industries.*
Case Study: *The future influence of technology and the Internet on the money markets.*
Discussion Leader:
Gregory Kitter, Director, Americas Group Marketing
DOW JONES TELERATE
Panelists:
David Bauman, VP Business Development & GM Interactive Services
AMERICAN EXPRESS
Adam Backenroth, VP Technology Planning, Exec. Committee Member FSTC
CHEMICAL BANK
Peter Merrill, Principal, Banking Group
EDS MANAGEMENT CONSULTING SERVICES
David R. Krimm, Director of Marketing & Business Development
INTUIT, AUTOMATED FINANCIAL SERVICES

LUNCHEON RECEPTION

- 12:00-1:30 Multimedia Presentations: *Interactive banking and financial information on the Internet.*
Gail Bronson, Financial Editor, INTERACTIVE AGE
Joel Miller, Manager, Financial Services Consulting, KPMG PEAT MARWICK

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AFTERNOON SESSION

- 1:30-2:15 **THE "KNIGHT-RIDDER FINANCIAL" ROUNDTABLE /Q&A**
Derivatives: *Financial engineers keep finding new angles in the international money markets.*
Discussion Leaders:
Deirdre Sullivan & Robert Herman
KNIGHT-RIDDER FINANCIAL
Panelists:
Addison Hanan, Vice President Broker-Dealer Services Division
LASALLE NATIONAL BANK
Frank Trotter, Director Intl. Markets and Vice President Capital Markets
MARK TWAIN BANK
Robert J. Schwartz, Executive Vice President & Deputy Treasurer
REPUBLIC NATIONAL BANK OF NEW YORK
- 2:15-3:00 **THE "WORTH" ROUNDTABLE /Q&A**
Jumbo CDs: *An efficient retail and wholesale segment of the national money market.*
Discussion Leader:
Deborah Pont, Reporter
WORTH MAGAZINE
Panelists:
Jeff Hammer, Vice President, Short Term Funding
DEAN WITTER DISCOVER & CO.
Robert S. Kaspar, President
IRWIN UNION INVESTOR SERVICES
Francis L. Mita, First VP & General Manager, Funding and Investments
MBNA AMERICA BANK
Mark B. Wickard, SVP Investments, Credit Union Services Group
PAINWEBBER
- 3:00-3:15 Exhibits / Coffee Break
- 3:15-4:00 **THE "FORTUNE" ROUNDTABLE /Q&A**
Universal Banking: *Are commercial banks likely to become dominant players in the brokerage, mutual fund and insurance industries, or could it be the other way around?*
Discussion Leader:
John J. Curran, Assistant Managing Editor
FORTUNE MAGAZINE
Panelists:
Arnold Amstutz, Chairman & CEO
CITICORP INVESTMENT SERVICES
Rod Rohda, Managing Director
FIDELITY CAPITAL
Milton R. Berlinski, Head of Asset Management Group
GOLDMAN SACHS & CO.
Christopher M. "Kip" Condron, Vice-Chairman
MELLON BANK CORPORATION and THE BOSTON CO.
- 4:00-4:45 **THE "BLOOMBERG" ROUNDTABLE /Q&A**
Interest rates: *Analysis of the spread between Treasurys and Major Bank CDs State by State.*
Case Study: *Fed Survey of Senior Financial Officers. A shift toward wholesale funding?*
Discussion Leaders:
Greg Borgman & Robert Landauer
BLOOMBERG
Panelists:
Gerald Henwick, FDIC Division of Research & Statistics
FEDERAL DEPOSIT INSURANCE CORPORATION
Brian K. Reid, Economist, Division of Monetary Affairs
FEDERAL RESERVE BOARD
Mark Winer, Director of Risk Analysis
OFFICE OF THE COMPTROLLER OF THE CURRENCY
- 4:45-5:00 Chairman's Closing Remarks