

MBA Service Corporation News

Port Austin State Bank Leads the Way with Windows-Based Loan and Deposit Software

The MBA Service Corporation (MBASC) is pleased to announce that GulfPak software has recently been installed at Port Austin State Bank in Port Austin — the first bank in Michigan to do so. Partnered with Financial Institution Products Corporation® (FIPCO®), a wholly owned subsidiary of the Wisconsin Bankers Association, MBASC is proud to offer this innovative and powerful software solution that combines the high compliance standards of MBASC forms with a user-friendly, Windows®-based loan, deposit and mortgage origination system.

Blazing the trail for banks across the state, Port Austin State Bank fully implemented GulfPak Loans and Deposits just two months ago. Now that installation and training have been completed, CEO/President Steven Schmidt and his coworkers have discovered even more of the software's capabilities.

"The installation and training processes went very well," said Schmidt. "We felt very comfortable using the software right away and, after completing just a few transactions, it became even easier to use."

A natural compliment to the products and services offered by MBASC, GulfPak provides an established, reliable solution to efficiently handle customer transactions, while ensuring compliance with today's complex lending and deposit regulations. The software guides users through the process of initiating loans, opening new accounts, and completing signature cards, account agreements and other documents required for compliance.

Based on the loan type and collateral selected, GulfPak determines all required forms and prints the completed documents quickly and accurately. The logical, step-by-step sequencing was immediately noticed, and appreciated, by Schmidt. "It's easier to navigate through than our previous software," he said. "You simply identify which kind of loan you're completing, and the software selects all the necessary forms for you."

"Also, the compliance aspect of the software is much more thorough for both loans and deposits," Schmidt noted. The forms-set utilized by the software was developed in conjunction with a Michigan law firm and includes trusted Michigan Bankers Association forms. Banks can use GulfPak with full confidence knowing that the forms were developed specifically for use by Michigan banks in compliance with Michigan law.

Should questions arise while using GulfPak help is just a phone call away. "The support from FIPCO has been outstanding," Schmidt said. "I've contacted the Support Staff with a few minor questions about using the system, and they've always been very helpful." FIPCO's toll-free software support line and extended weekend support services ensure that questions are answered promptly by specialized software and technical staff. For additional convenience, support sessions can be conducted via e-mail as well as through the Internet.

To find out more about GulfPak software, or to schedule a demonstration, please contact Lisa Brodacz, FIPCO Director-Field Sales, at (800) 722-3498, or send your request via e-mail to lbrodacz@fipco.com or Gary Stockdale, MBA Service Corporation Director of Marketing and Bank Services, at (616) 538-8394 or e-mail gstockdale@mibankers.com.

Bankers Classifieds

The Michigan Bankers Association now offers online employment & item classifieds. If you're looking to post a position, seeking a new career opportunity, have items for sale, looking to purchase items, or wish to advertise your business, this classified section is for you.

You may access this information by logging onto the MBA website at www.mibankers.com.

For questions, please contact the following:

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