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H. Marshall Schwarz was named chairman and chief executive officer of U.S. Trust Corp., a private-banking firm with assets under management of about $ 17 billion named:x-c name
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  soon after Mr. Davison reaches the company 's mandatory retirement age of 65 . time_n:x x:e-h-h n:x named:x-c v:e-i-p q:i-h-h n_of:x-i _ a:e-p n_of:x-i n:x p:e-x-i card:i-i-c _
                                                                                                                                                                                          , will succeed Daniel P. Davison Feb. 1 , __ v.e-i-p named:x-c named:x-c named:x-c mofy:x-c dofm:x-c _
   [20927003]
                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              (compound (ARG1) in charge
                                                                                                          is president of U.S. Trust , will be succeeded in that post by Jeffrey S. Maurer , 42 , who is executive vice president in charge of the company 's asset-management group or v_idie-p-i n_of:x pre-x-i named_n:x-c named_n:x-
   As a result , U.S. Trust 's earnings have been p:e-u-i q:i-h-h n_of:x-i _ named_n:x-c _ named:x-c _ n:x _ _ _
 Mr. Schwarz says the competition "broadens the base of opportunity for us ."

n:x named:x-c v_to:e-i-h-i q:i-h-h n:x _ v_cause:e-i-p q:i-h-h n:x p:e-x-i n:x p:e-u-i pron:x _ _
                                               (ARGI) (top)
   Other firms " are dealing with the masses . a:e-i n:x _ v_with:e-i-i _ q:i-h-h named:x-c _
  U.S. Trust recently introduced certain mutual-fund products , which allow it to serve customers with minimum deposits of $ 250,000 . named_n:x-c named:x-c a:e-e v_to:e-i-p n_of:x-i n:x n:x _ _ v:e-i-i-h pron:x _ v_as:e-i-p n_of:x-i p:e-u-i a:e-p n_of:x-i _ n:x card:i-i-c _
                                               / , the company advertised at the $ 2 million level q:i-h-h n_of:x-i v:e-i-p p:e-u-i q:i-h-h n.x card:i-i-c card:i-i-c n:x
 "We have always taken smaller accounts, but now we are looking for smaller accounts that will grow, "Mr. Schwarz says pron:x a:e-e v:e-i-p-u a:e-i n_of:x-i _ time_n:x pron:x _ v_for:e-i-i _ a:e-i n_of:x-i _ x:x _ v_cause:e-i-p _ n:x named:x-c v_to:e-i-h-i
[20927013]
"Our bread and butter is still the $ 2 million to $ 20 million account, " he says . q:i-h-h n:x _ n:x v_id:e-p-i a:e-e q:i-h-h n:x card:i-i-c card:i-i-c interval:x n:x card:i-i-c card:i-i
   The new services allow U.S. Trust to cater to the "new wealth , "Mr. Schwarz says q:i-h-h a:e-p n:x v:e-i-i-h named:n:x-c named:x-c v_to:e-i-i _ q:i-h-h _ a:e-p n_of:x-i _ _ n:x named:x-c v_to:e-i-h-i
  Quarterly net income this year has risen just over comparable periods in 1988 , when year-end net was below the 1987 level a:e-p n:x n:x q_dem:i-h-h n:x _ v:e-i x:e-u p:e-u-i a:e-p n_of:x-i p:e-u-i yofc:x-c _ q:i-h-h n:x _ n:x _ p:e-u-i q:i-h-h yofc:x-c n:x
   [20927016]
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