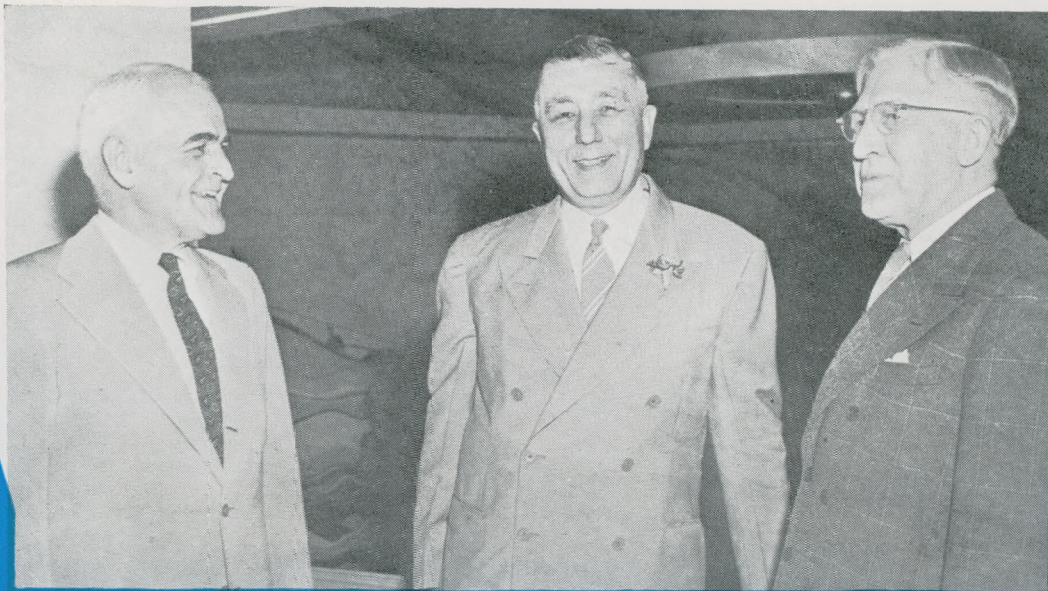


JULY 27, 1946

Commercial West

NINTH DISTRICT BANKER * MINNESOTA BANKER * MONTANA BANKER



An Eighteen-Year Dream Comes True See Page 11



The U·S·S Label has a host of friends who know it as the mark of quality steel...

THE SIGN OF A WINNING PERSONALITY

BEFORE the war, steel product manufacturers in rapidly increasing numbers had discovered a significant fact: that by putting U·S·S Labels on the products they made, they immediately stepped up the sales personality of those products substantially. The public bought them more willingly, more quickly and in larger quantities.

And small wonder. For no other trade-mark in the steel industry was being more consistently or widely advertised in the nation's best-read periodicals. No other trade-mark was being backed up by a more extensive sales and promotion program.

Millions of Americans recognized and accepted the U·S·S Label as a dependable guide to good steel. It had a host of friends.

The advertising and promotion of this well-known trade-mark has never slackened for a moment, even in the war years. It is today better known and more widely trusted than ever.

So when products made of steel return in quantity to store shelves, the U·S·S Label on a product will be a bigger sales asset than ever.

Manufacturers of quality steel products who desire more information on the use of U·S·S Labels, are invited to address inquiries to United States Steel, P. O. Box 236, Pittsburgh, Pa.

United States Steel Corporation Subsidiaries

UNITED STATES STEEL

The Financial Weekly of the West

Commercial West

NINTH DISTRICT BANKER • MINNESOTA BANKER • MONTANA BANKER

Volume 92, No. 4

July 27, 1946

This Week

EDITORIAL 6

SPECIAL

Covering the Clearinghouses	9
How Over Line Loans are Handled by Modern Lending Officers	13
Program for West Coast Conference Announced	14
Hawkeyes at 60th Meeting Will See "Oklahoma"	17
Why Banks Should Advertise	18
Pulp Mill to Shorten Flax Trip From N. W. Fields to Paper	29
Executives Table Proposed Liability Term Extension	30
Constitution Changes Slated for Denver Convention	31

FEATURE

Coming Events	4
Bull's Eye: <i>by the Sharpshooter</i>	7
Ahead of the Market: <i>with Wall Streeter</i>	25
Investments	27
Insurance	30
Business Wants	34

AND BE SURE TO READ

Calhoun Beach Club Opens Its Doors	11
T A B s	15

Published by THE COMMERCIAL WEST Company
 603 Second Ave. S. Minneapolis 2
 Telephone: AT lantic 5591

Thomas A. Boright, Publisher

Willis L. Williams, Editor Tom Boright, Jr., Associate Publisher

Robert C. Wihren, Assistant Editor Walter S. Losk, Assistant Editor

Eastern Representative: Robert S. Farley, 111 Broadway, New York 6; Cortlandt 7-6638

New York Special Contributor: Chas. F. Collisson, 72 Penn. Ave., Tuckahoe 7, N. Y.

Subscription price, payable in advance: One year, \$5.00 in United States and Mexico; \$6.00 in Canada; \$7.00 in Europe. Single Copies, 15 cents.

Advertising rates on request or furnished by any responsible agency.

Commercial West does not assume responsibility for the writings or statements of others not directly connected with this publication.

When doing business with our advertisers please mention Commercial West.

The influence of this old-established publication thoroughly permeates the business life and home habits of the Twin Cities and the Northwest.

Its readers are the real business leaders—the people of incomes and influence—in the great agricultural West.

Advertisers and subscribers, desiring special information on Northwest activities, should address the editor.

Entered as Second Class Matter at the Minneapolis Post Office.



BANKS of the NORTHWEST

have profited by
their use of

*The
American
Way*

Banking Service
in connection
with their
St. Paul business
for more than

40 Years

May we serve you?



OTTO BREMER
Chairman

L. H. ICKLER Trust Officer	H. B. HUMASON President
G. J. JOHNSON Senior Vice President	GUY E. DAILEY Vice President
FRED J. GODE Cashier	J. A. CAVITZEL Asst. Vice President



The
**American
National
Bank** *of St. Paul*

SAINT PAUL • MINNESOTA

MEMBER FEDERAL DEPOSIT
INSURANCE CORPORATION



All Smart Executives Are Doing It!

Directing Sales Campaigns at the Wealth Belt

New sales and advertising campaigns now are being directed at the more favorable trade centers throughout the nation instead of being spread thinly over a large area. Is yours?

Scattered efforts are giving way to direct drives at the brighter areas promising quick returns.

Far-seeing advertisers are focusing their first attention on the real purchasing-power people and territories.

The Commercial West Wealth Belt, being the brightest spot in the nation, is ready for concentrated cultivation right now!

COMING EVENTS

Next Week

THE GIDEONS, Curtis Hotel, Minneapolis July 25-28
CENTRAL STATES SCHOOL OF BANKING, 1946 session, University of Wisconsin, Madison July 28-Aug. 10

Later

BANKING

AMERICAN BANKERS ASSOCIATION, 20th Regional Conference, Pacific and Rocky Mountain States, Los Angeles.....Aug. 7-9
AMERICAN INSTITUTE OF BANKING, Regional Conference, Hotel Cornhusker, LincolnAug. 10
Iowa Bankers Association, 60th annual convention, Hotel Fort Des Moines, Des MoinesSept. 9-11
American Bankers Association, 72nd annual convention, Stevens hotel, ChicagoSept. 22-25
MORRIS PLAN BANKERS ASSOCIATION AND CONSUMER BANKERS ASSOCIATION at Cavalier hotel, Virginia Beach, Va.Oct. 21-23
A. B. A. MID-CONTINENT TRUST CONFERENCE, 15th annual, Drake Hotel, ChicagoNov. 7-8

OTHER

WOMAN'S BENEFIT ASSOCIATION OF MINNESOTA, Radisson Hotel, MinneapolisAug. 4-6
OUR-OWN-HARDWARE ASSOCIATION, Hall Hardware Co., Minneapolis.....Aug. 5-7
WOMEN'S CATHOLIC ORDER OF FORESTERS, National Convention, Radisson Hotel, Minneapolis.....Aug. 6-9
NATIONAL BOARD OF FUR FARM ORGANIZATIONS, Hotel Radisson, MinneapolisAug. 12-14
INTERNATIONAL APPLE ASSOCIATION, 52nd annual, Hotel Sherman, ChicagoAug. 12-15

BANK NOTES

The regular \$3 semi-annual dividend on the common stock of the American National Bank & Trust Co. of Chicago was voted by directors July 10.

★

M. E. Morris, director of Missouri's new Department of Revenue, Jefferson City, discussed the organization of his new department at a luncheon meeting in St. Louis, July 18, with M. C. Hook, Jr., assistant vice president Mississippi Valley Trust Co., chairman of Missouri Bankers' committee on county organization committee, as host. Present were M. B. A. officers, Joseph F. Bolland, vice president Manufacturers Bank & Trust Co., St. Louis, chairman M. B. A. public relations committee, and members of the committees on county organization and bank management who were in St. Louis that day for meetings of their respective committees. Sidney Maestre and Hord Hardin, president and executive vice president, respectively, of the Mississippi Valley Trust, also attended.



COULD THIS BE YOUR HOUSE?

Now that the war's over and a lot more civilian goods are on the market, it's a big temptation to spend just about all you make, and not put anything aside.

But to fall for that temptation is plenty dangerous. It's like trying to live in the house above—a house that might come tumbling down about your ears at the first little blow of hard luck.

Right now the best possible way to

keep your finances in sound shape is to save regularly—by buying U. S. Savings Bonds through the Payroll Plan.

These Bonds are exactly like War Bonds. Millions of Americans have found them the safest, easiest, surest way to save. The U. S. A. protects every dollar you invest—and Uncle Sam gives you his personal guarantee that, in just ten years, you'll get four dollars back for

every three you put in!

If you stick with the Payroll Savings Plan, you'll not only guard against rainy days, you'll also be storing up money for the really important things—like sending your children to college, traveling, or buying a home.

So—anyway you look at it—isn't it smart to buy every single U. S. Bond you can possibly afford!

SAVE THE EASY WAY... BUY YOUR BONDS THROUGH PAYROLL SAVINGS

COMMERCIAL WEST

★ This is an official U. S. Treasury advertisement—prepared under auspices of Treasury Department and Advertising Council ★

EDITORIAL

Meat and the OPA

Why meat black markets flourished under the OPA now is fully disclosed. With OPA out of the picture supply and demand has put the meat supply back into legitimate butcher shops, proving the contention of packers that they could not get a sufficient supply of livestock into the public markets at OPA ceiling prices whereas black market operators were buying direct in the country at higher prices.

Packers at South St. Paul Monday were paying \$22 per hundred weight for choice cattle, \$20.75 for top hogs and \$20.75 for best lambs. Those were the prices that brought livestock into the market.

Naturally these prices have increased the cost to the consumer but the law of supply and demand soon would bring them back to a nominal level. The present high prices are simply the reaction of a market that has been scant of meat for months and they will be with us until livestock shipments begin to offset the immediate somewhat hysterical demand.

Increased livestock receipts began making themselves felt this week in Twin Cities retail butchers' show cases, liberal beef cuts, fair amount of pork, smaller supplies of lamb, customers at last getting some meat legitimately.

Meanwhile, as we intimated last week, business and the public now will have to face a somewhat restricted OPA for another year at least.

The Business Picture

Building permits with total valuation of \$10,173,310 in June against only \$2,959,500 in the same month last year were reported July 18 by the department of research and statistics of the Federal Reserve Bank of Minneapolis. They represent a survey covering 60 cities in the Ninth Federal Reserve District.

Loading of revenue freight by the railroads totaled 895,030 cars in the week ended July 13, an increase of 11,537 over the 1945 week but still under that of 1944 by 8,821. This, however, continues the upward trend.

Estimated carloadings in the Northwest for the third quarter this year are 783,096 compared with 801,724 actual loadings in 1945.

Why Not Get the Revenue?

Bankers at their meetings and among themselves have been paying considerable attention recently to the matter of a service charge for the cashing of government checks. With government employes by the million and more now getting their checks cashed, plus all other federal checks that go through banks, it is another government bank burden of growing large proportions.

Bankers stood patriotically behind the government

all through the war, taxing their facilities to handle without charge many federal financial innovations and now in peacetime they find themselves still heavily burdened with government affairs.

Legal advice is that there apparently is no reason why such a service charge cannot be made, no law preventing it.

Why shouldn't a government employe expect to pay a nominal service fee for having his check cashed? Stores and check-cashing concerns charge a fee. Why shouldn't banks?

Goodwill, of course, is a cherished bank asset. But goodwill entered into all service charges when they were instituted and the banks have not suffered. A discerning public realized that banks were entitled to remuneration for their service.

It is our opinion that banks are entitled to a service charge for cashing government checks and should have the revenue entailed.

Asks Bankers to Lead Way

Recognizing the fact of the insidious infiltration of socialism into governmental affairs of the people, E. W. Rossiter, president Bank of Hartington (Nebraska), in his foreword to the bank's June 29 statement forthrightly rallies bankers to lead the way in opposition to the inroads of the red philosophy and in perpetuity of our 170-year form of government.

Like Mark Twain on the weather, we talk about the inroads of various isms but do little if anything about it. Banker Rossiter, however, believes in action, believes the banking fraternity can head off this socialistic inroad, and to that end he appeals to bankers to take leadership in protection of themselves and the taxpayers against those who seek to have the government provide gifts, subsidies, guarantees, cost-free capital and low-cost or no cost loans for "everything and everybody."

Naturally, of course, we agree with Banker Rossiter. Bankers can and should provide the leadership against such socialistic inroads.

An Unfortunate Trend

We had hoped that the savings program brought about during the war by the purchase of War Bonds would follow into peacetime with an uptrend in the savings habits of the people. Savings data for the first quarter this year, however, as just reported by the Securities and Exchange Commission, leads to the conclusion that such is not the case. In fact, savings during the quarter declined measurably.

It is unfortunate that this is true. Savings of the people are a practical guarantee of the continued onward and upward progress of the nation. They go into almost every line of endeavor and now, in our peace-

time comeback, would be particularly effective in supplying the capital business and industry will require for its production expansion.

Bankers and all concerned should preach the benefits of saving, not only to the individual but to the entire domestic economy. In that way the trend can be reversed and swung upward again.

Ceiling on Federal Taxing Power

Executive Council of the Michigan Bankers Association has endorsed, and we believe rightfully, the program of the State Legislators for the XXII Constitutional Amendment which would decentralize the federal government and re-establish states' rights in the matter of income taxes.

Leading this battle for the foregoing organization is George P. McCallum of Ann Arbor, Mich., its active vice chairman and treasurer.

In a communication to the Executive Council of M. B. A., Mr. McCallum cites the power of Congress to drain states of the income of their people through income taxes, urges the placing of a ceiling upon the taxing power of the federal government and more equitable distribution of income to the states.

This, he asserts, will be accomplished by the proposed amendment XXII which he urges all bankers, as especially interested, to promote in their states.

It requires legislative action by 28 states to pass the amendment. To date 18 have passed it.

Industry Strikes Back

Industry, with its back to the wall, at last has challenged the right of union labor to ride high, wide and handsome over all its affairs.

It was the Associated General Contractors of Minnesota, headquarters Minneapolis, which took this courageous step when it appealed to the district court for an order to sustain its contract with cement workers—an order which, to its credit, the court granted.

The cement union members had gone on a work-stoppage basis by refusal to accept a federal Wage Adjustment Board decision which the contractors had accepted.

This court action establishes a precedent in such matters and the Associated General Contractors of Minnesota are to be commended for their prompt challenge of union aggression.

A Great Northwest Asset

The whole Northwest will profit from institution of the Garrison dam in North Dakota. (C. W., July 20.) Irrigation will come to thousands of rich farm acres in the Western Dakotas and Eastern Montana. Control of the flood waters of the Missouri river will avert seasonal crop destruction and farm land erosion.

Directly interested are the Twin Cities which, through medium of the Soo Line Railroad, are provided with direct freight and passenger connections with the dam and the new city of Riverdale, its metropolis.

The BULL'S-EYE

By The Sharpshooter

The other day I met one of those rare gentlemen who pay more than lip service to that ancient adage about business before pleasure. He's a leading merchant in a thriving North Dakota metropolis (1,500 population, Chamber of Commerce figures).

He dropped into his son's place of business here in Minneapolis. The son was very happily surprised. "Been expecting you down for Market Week, Dad. Sure glad you came."

"Son, I've been here for three days," said the merchant. "I've seen the business people I wanted to see; bought what merchandise I was able to buy, and now let's have some fun."

Too many of us go through functions of the Market Week type with our minds on play while we're working and on work when we're playing. As a consequence we get only a portion of the good available in either. And there are those of us, too, who forget that more-years-than-we-care-to-think-about have rolled by since we were able to stay up till the wee hours and still be alert on the job after a cold shower and a change of clothes.

This man had worked the jam-packed merchandising displays during the day, gone to his hotel in the evening to total his daily purchases and plan the next day's itinerary, and gotten a good night's rest. Now his job was finished.

"Been dealing with these houses for years," he said. "Worked out a system of supermarket self-service." He takes a pad of order blanks and a hand truck and wanders through the aisles placing his immediate delivery goods in the truck and wheeling on to the next item, much as a woman shops for groceries Saturday mornings.

Yes, once in a while something had to be returned to its shelf because of the strict quota system applied to scarce goods. But it was extremely satisfying to see how rapidly wartime critical items were returning.

Of course there were still a number of articles on which your order was taken in promises instead of contracts. And there were others in which future delivery date was told to you instead of asked of you. In any event, Twin City Market Week certainly was a great convenience to buyers.

Crop prospects for North Dakota, this merchant said, were streaked in proportion to the manner in which rain had fallen in strips. It wouldn't be a bumper year, but "fair-to-middlin'."

Yes, sir, as I was saying, I surely do admire these men who finish their work before they start playing. Guess I'll knock off for the day now and get ready to go see the Aqua Follies.

Be your own Form-Designing Expert...



Form-Designing Kit containing 26-point form check-list and form-printing Specifications Sheets.

Revised Manual lists all Hammermill papers made today... grades, colors, sizes, weights, finishes... conveniently indexed.

Form Layout Rule. Carries inch and pica printer's scales, also typewriter pica and elite scales.

Layout sheets (typewriter pica and elite-spaced) for designing forms to exact size required.

"How to Design a Business Form" gives economical sizes, suggestions, and other designing helps.

Send for these 5 Useful Tools!... FREE!

WE'LL SEND this complete set of Hammermill helps to you free. With them you can design time- and money-saving business forms exactly fitted for the job you want them to do. Use the 26-point check-list to test the efficiency of your present forms. You may find that you should combine some, eliminate others, or design entirely new ones. Whatever is needed, these prac-

tical tools will provide expert, professional guidance, make your task easy. Just mail the coupon below.

Choose paper for your forms from the NEW Hammermill Bond line... the bright white... and the fourteen pleasing, sharply defined colors. The coupon below will bring you the NEW Hammermill sample book in addition to the 5 form-designing aids. Mail it now.



LOOK FOR THE WATERMARK... IT IS HAMMERMILL'S WORD OF HONOR TO THE PUBLIC

HAMMERMILL BOND

Companion papers for office use include Hammermill Mimeo-Bond and Hammermill Duplicator

Hammermill Paper Company
1511 East Lake Road, Erie, Pennsylvania
Please send me—FREE—the Hammermill Form-Designing Kit, "How to Design a Business Form," the Manual and the Form Layout Rule. Include also a sample book of the NEW Hammermill Bond.

Name _____
Position _____
(Please attach to, or write on, your business letterhead) CW 7-28

Covering the Clearinghouses

WEST CENTRAL AT MONTEVIDEO

Guy Bacon of Cottonwood was presiding and the West Central Clearinghouse Association was the group he was presiding over. The scene Friday evening, July 19, which took Commercial West's representative back to a 1941 prewar meeting, same group, same place, was Montevideo's bluff-topping Golf Club a mile and a half out of town.

Biggest difference in the scene—other than the fact that President Bacon was

servicing up the quips instead of Lud Roe, Montevideo's popular newspaperman, were some sideburns and South American costumes; the former on most of the Monty bankers, the latter handsomely draped over four bankerettes from Charlie Bennett's Union State Bank. Reason for the Latin embellishments: Fiesta Days!

Between speeches it was easy to find out that the Fiesta Days, July 27-29, are Montevideo's own civic Good Neighbor

policy. Easily the eagerest Good Neighbor around the clearinghouse meeting was non-banker Henry N. Johnson, secretary of Monty's Civic & Commerce Association. He was all adjectives and ready to answer any questions.

The Johnson explanation of Fiesta Days: "The three-day celebration with a mammoth street parade, big rodeo, crowning of a Fiesta queen, radio broadcasts and air circus is Montevideo's way of extending greetings and a salute to its namesake, the city of Montevideo, Uru-



In The Pictures



1. Hultgren's Lodge on the shores of Green Lake at Spicer held this dinner crowd of Central Tri-County bankers and wives. Chicken was on the menu; in the speeches was plenty of meat.

2. Many a weighty banking problem has been solved under a tree. The Green Lake meeting was no exception.

3. Eyes only for the Camera! Here is a banquet shot of the West Central Association in action with knife and fork. As soon as the picture was taken they went right back to eating in Montevideo's airy Golf Club.



guay, in commemoration of 38 years of friendly relationship."

Monty (population 5,220) got the idea, suddenly finds itself attracting international attention and visitors. There'll be Uruguayan Embassy officials and representatives of our State Department on hand as well as Governor Thye.

Back to Bacon and the meeting. The retiring Cottonwood president of the clearinghouse association pricked the Visiting Firemen from the Twin Cities to their feet for bows with some barbed introductions. What he didn't mention but good loser and usually better scoring Art Sands, M. B. A. president, did during his short talk was that the Twin City troupe got a golf lesson from Olaf Gandrud, Benson par-buster and Swift County Bank president. (Next day on his home course the Gandrud score card failed to hold up as Sands scorched the Benson layout.)

Montevideo's famed dead-panned Barber Shop Quartet and younger mimics, the Little Shavers, entertained after the banquet before the ladies retired to the porch and lawns to let West Central Association elect officers and hear Secretary Duncan and the GI Loan experts from the city banks go into the informative routine they have been talking all over the state.

Officers elected for the ensuing year are:

President—A. E. Arntzen, president Farmers & Merchants State Bank, Appleton.

Vice Pres—Orin Samstad, vice president and cashier Union State Bank, Montevideo.

Sec-Treas—Herman Hamre, cashier State Bank of Wood Lake.

CENTRAL TRI-COUNTY AT GREEN LAKE

A little upwards of 10 miles from Willmar is Spicer. Population is only 476 in Commercial West's Red Book, according to the Green Lake State Bank's figures, but its the hub of the resort community nestled around the shores of beautiful Green Lake.

Hultgren's Lodge is one of the Lake's best known resorts and Saturday the Central Tri-County Clearinghouse Association spent the waning hours of the afternoon ducking into it to avoid the lightning-fast storm that struck, the rest of the evening picking chicken and listening to Secretary Duncan and his hand-picked entourage of speakers.

Reversing the usual procedure, association business was tucked away for another year at an afternoon meeting be-

CLEARINGHOUSE SCHEDULE

Aug. 7 (Wednesday), Rural Hennepin-Anoka at Radisson hotel, Minneapolis.

Aug. 13 (Tuesday), Blue Earth Valley at Mankato Golf Club.

Aug. 14 (Wednesday), Corn Belt at Community Hall, Storden.

Aug. 17 (Saturday), Six County at Anoka.

Aug. 20 (Tuesday), Wright County at Maple Lake.

Aug. 21 (Wednesday), St. Croix Valley at Stillwater.

Aug. 22 (Thursday), Minnesota Valley at American Legion Club, Shakopee.

Aug. 26 (Monday), Four County at South St. Paul.

Aug. 27 (Tuesday), Southeastern at Winona.

Sept. 12 (Thursday), Southwestern at Luverne.

fore dinner. That was while Commercial West was around the lake at the cottage of Wes Grunert, cashier Security National Bank, Montevideo, relaxing and swimming (until the storm struck). Absentee or not, here are the new officers:

President—G. Jerome Kircher, Jr., vice president Citizens State Bank, Olivia.

Vice Pres—Alvin Ness, cashier Farmers State Bank, New London.

Sec-Treas—D. N. Tharalson, cashier State Bank of Litchfield.

Thursday night of this week Hibbing was host to the Arrowhead Clearinghouse Association as Commercial West went to press. That meant that Twin City traveling bank men had managed to see a little of their families before getting on their horses again. According to most reports, Sunday morning was a quiet one in most of their residences with families getting orders to hold down the noise while the boys slept in.

Northwest Clearinghouse Association officers, elected at Wheeler's Point, July 13, are:

President—C. G. Nybakken, cashier Peoples State Bank, Warren.

Vice Pres—W. R. Siems, president First State Bank, Williams.

Sec-Treas—A. E. Laufenburger, cashier First National Bank, Roseau.

Directors—A. L. Wikholm, cashier Northwestern State Bank, Hallock; W. R. Siems, Williams; C. G. Nybakken, Warren; A. W. Hensrud, cashier Union State Bank, Thief River Falls, and A. E. Laufenburger, Roseau.

Meeting at Bemidji's Markham hotel, July 15, members of the North Central Association elected:

President—R. G. Harte, cashier First National Bank, Crosby.

Vice Pres—Leon C. Avenson, assistant cashier Farmers State Bank, Dorset.

Sec-Treas—Julius Nelson, president Farmers State Bank, Pequot Lakes.

Directors—B. R. Hassman, president First National Bank, Aitkin; I. J. Hauge, cashier Blackduck State Bank; A. R. Blais, cashier Security State Bank, Remer; E. W. Wise, vice president Citizens State Bank, Brainerd; C. A. Fuller, cashier Citizens National Bank, Park Rapids; E. O. Lukkasson, cashier First State Bank, Northome, and J. A. Otte, cashier Wadena County State Bank, Wadena.

Up at Moorhead, July 17, the Park Clearinghouse elected:

President—G. C. Clement, cashier First National Bank, Henning.

Vice Pres—B. C. Barrett, cashier Detroit State Bank, Detroit Lakes.

Sec-Treas—E. H. Buerkle, cashier Farmers & Merchants State Bank, New York Mills.

Directors—C. A. Thorkelson, assistant cashier State Bank of Lake Park; T. B. Leverson, cashier State Bank of Hawley; Duncan Barr, cashier Farmers & Merchants State Bank, Breckenridge; and Lester Thompson, cashier Erhard State Bank.

Western Minnesota Association, at Morris, July 18, elected:

President—C. J. Bordewick, president Hancock State Bank.

Vice Pres—A. C. Schneiderhan, president Farmers National Bank, Alexandria.

Sec-Treas—F. L. Collins, cashier Security State Bank, Beardsley.

Directors—O. B. Schneck, president Northwestern State Bank, Ortonville; O. W. Harrison, president Citizens State Bank, Brandon; V. R. Hauge, cashier First State Bank, Ashby; E. S. Olson, president First National Bank, Starbuck; Paul S. Dorweiler, assistant cashier Chokio State Bank; and Sam E. Storm, vice president and cashier State Bank of Wheaton.

It's Reality Now . .

Calhoun Beach Club Opens Its Doors



Twice started—the first time in 1928 only to be halted shy of completion by the 1929 stock market crash, and in 1940 when the war stymied efforts to complete its construction — the Calhoun Beach Club, Minneapolis' mastodonic apartment house and club last week threw open its impressive bronze doors during the Aquatennial and let members, civic and club leaders and candidates for queens of the festival marvel at its lush attractiveness and even more lush promises of things to come.

Rushed to present completion for the Aquatennial opening, despite construction obstacles, the towering \$1,500,000 nine-story structure facing placid Lake Calhoun where Dean boulevard intersects with W. Lake street, last week was thoroughly traipsed through and ogled by hundreds of persons who have passed the empty shell for 18 years, always wondering when and how the club would come alive. At last an actuality, its 1,200 members who turned out to escort visitors along the club's gorgeous terrazzo arcades, into its modernistic dining room and through swank lounges and commodious apartments could well be proud of the 18-year old dream come true.

With the opening of the club, Minneapolis now boasts one of the country's most luxurious club and apartment buildings, and a desperately needed addition to the city's housing facilities. There are 115 units, of which 69 are apartments ranging from single rooms

to de luxe layouts with three bedrooms and three baths besides living room, kitchen and dinette. It was this crying need for living quarters, in fact, harnessed to the two-decade, burning desire of a handful of far-sighted original members that speeded completion of the club's interior and made the grand opening possible.

Outstanding in the small group of members who clung doggedly to their idea that the Calhoun Beach Club is the Lake District sports and club center that Minneapolis needs to rank it with the finest sports cities in the country, is Harry S. Goldie. To Mr. Goldie particularly, the opening was fulfillment of a dream. It was he who "dreamed up" the dream and with Harry W. Ralph, club president; Eugene Lund, chairman, and Norman Remole, secretary, fought through to a successful culmination.

Approximately \$850,000 had gone into construction when the '29 crash struck. Finally blessed with more favorable tax assessments, the Edgewater Building Corp., of which Mr. Goldie is secretary and comprised entirely of club members, saw fit to undergo a terrific refinancing plan of another \$750,000. As it stands, the club, in the face of currently inflated construction costs, could not be built for less than \$2,200,000 and in the words of club members, "couldn't be built for that anyway today because the materials just wouldn't be available."

The pictures, at top a careening ice

ON THE COVER

An aerial shot catches the just-opened Calhoun Beach Club as it towers magnificently in the heart of Minneapolis' vaunted Lake District, one of the nation's most lavish club and apartment buildings.

Below, Harry W. Ralph, center, president of the Calhoun Beach Club, is welcomed into the fold of the city's social, civic and recreational life by presidents of two of Minneapolis' oldest clubs: W. H. Kennedy, Minneapolis Club, and Paul Von Kuster, Minneapolis Athletic Club.

boat with the club across the lake in the background, and below a closeup of the club building and, right, on the balcony looking across to Lake Calhoun and the beach, speak impressively for the club's ideal location in the center of the Minneapolis Lake District.

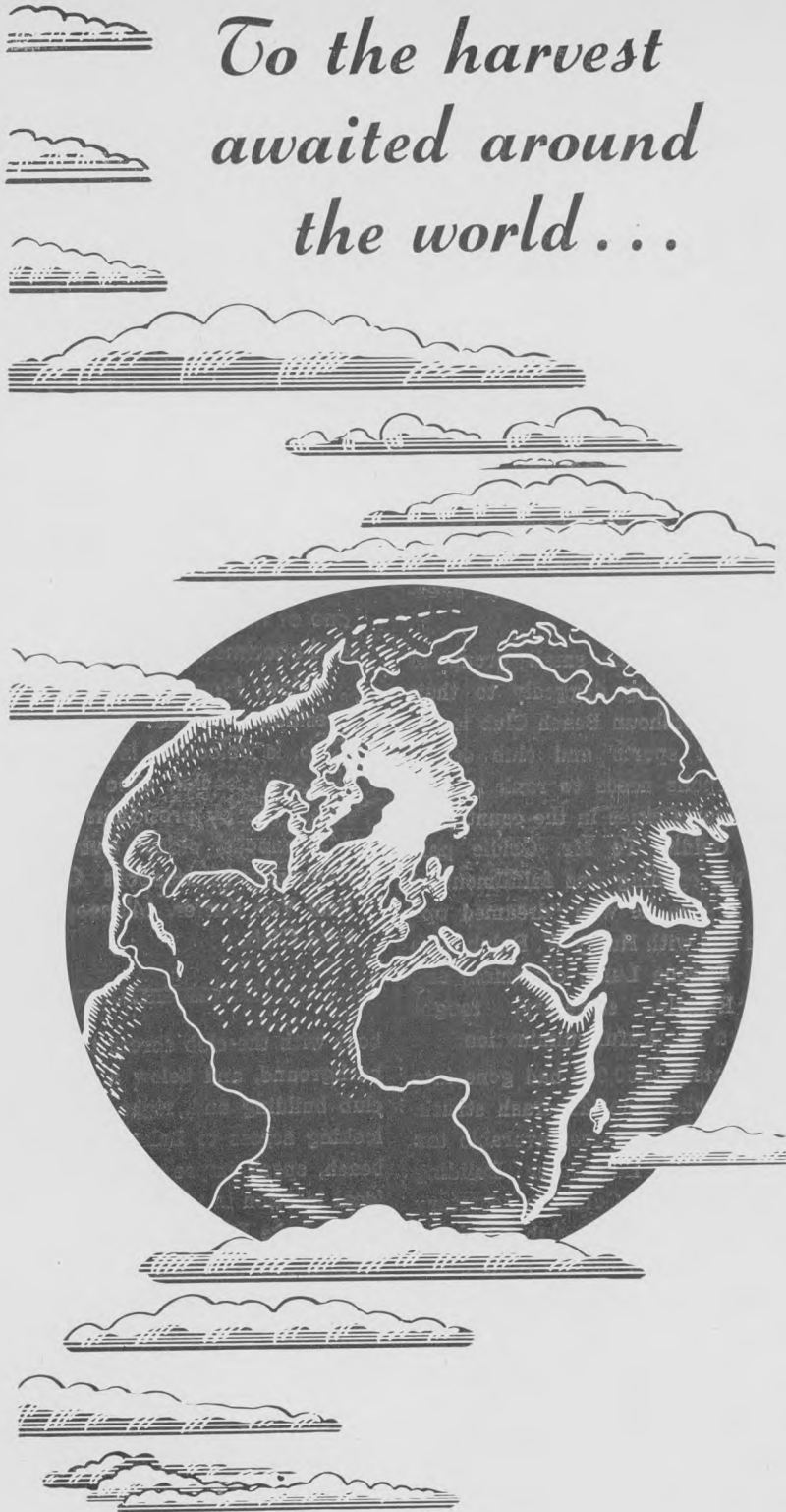
Estimates are that it will be possible to feed 2,000 guests at one sitting during the summer by using the four private dining rooms, gymnasium and terrace roof. In the winter about 1,700.

Guests will be able to step from the dining room onto the terrace roof which

(Continued on page 32)



*To the harvest
awaited around
the world . . .*



The world is waiting for the fruits of the harvest the Northwest's farmers will soon bring in.

For today . . . more than ever . . . the Northwest's crop yield will help provide daily bread for thousands of hungry people in nearly every nation on the face of the earth.

To the men who are making this harvest possible, Northwestern offers sincere congratulations.

To our correspondent banks throughout the Northwest, who gave of their time and finances to help the farmer do his job, we also wish to express our thanks.

Naturally we're pleased to be a part of the planning that goes into agriculture in the Northwest. And, just as we've sought to contribute of Northwestern's financial help to the growth of the territory we serve, we look forward to continuing our particular role in the unfolding future.

JOSEPH F. RINGLAND, *President*

Department of Banks and Bankers

D. E. CROULEY ALTON F. JUNGE
Vice President *Assistant Cashier*

L. P. GISVOLD KEITH M. BARNETT
Asst. Vice President *Representative*

CARL F. WIESEKE MORROW PEYTON
Assistant Cashier *Representative*

Northwestern
National Bank of Minneapolis



Marquette Avenue — Sixth to Seventh Streets

Member Federal Deposit Insurance Corporation

Affiliated with Northwest Bancorporation

BANKS and BANKERS . . .

How Over Line Loans are Handled by Modern Lending Officers

Over line participation of big banks in loans originating in smaller banks—an activity that is expanding rapidly, as heretofore discussed by Commercial West—is leading to a considerably enlarged scope of service being rendered by the big bank both to its smaller correspondent and to the latter bank's customers.

Intricacies of securing a loan too large for the average small country bank so as to insure its collection are so many and varied that it is in no way to the discredit of the small bank to find that it has to ask its big correspondent institution to help it out on details of making the loan so as to be assured that both itself, the big bank, and the borrower, too, are protected against contingencies that could make the loan uncollectable and that could break or nearly break the borrower.

The general public, probably, is not aware of the fact that in these modern days each loan officer in a big bank is essentially a specialist. In the country bank department the loan officer specializes in country loans—those of farmers, merchants, manufacturers and so on. Other officers in charge of lending specialize in grain loans, wholesale grocer loans, real estate, construction, and so on.

Here again it is very doubtful if even any considerable percentage of the businessmen borrowers have any idea that the lending officer has more than a modicum of knowledge of their particular line of business. But that's where he is mistaken. Consider, for instance, the lending officer who is handling the wholesale grocer trade. He has equipped himself with thorough knowledge of that business. He knows in detail how the successful, the fairly successful and the just-getting-by operators operate. He it is who establishes their lines of credit.

Now, then, when a new grocer loan applicant appears on the scene this par-

ticular lending officer goes into every cranny of his business. If he finds that it could be made more efficient by changing operation methods he suggests such changes, not by stating that it is the way So-and-So operates, but just as a suggestion coming from him.

At first blush the applicant for the loan sometimes gets a bit belligerent. What the heck, he says to himself. This banker doesn't know anything about the wholesale grocer business. Who is he to tell me how to run my business?

But as the negotiations proceed the borrower begins to realize that the banker does know a whole lot about the wholesale grocer business. In fact, knows some angles and some successful methods that he, himself, did not know.

Carried on skillfully, as is the rule, the result nine times out of 10 is that the borrower sees the light, realizes the banker has done him a big favor, agrees to modify his operations or build up new ones as suggested. Providing his security is ample he gets the loan. And the bank has protected itself against the human element in business—management failure.

In over line business where the big bank participates with the country bank on large loans—too large for the smaller bank to handle—protection for all concerned is even more intricate than on the average commercial or corporate loan.

In these loans security generally is comprised of chattels—livestock, farm machinery, if the borrower should be buying a tractor or some other costly piece of machinery, or, if a merchant, manufacturer or contractor, such security as may be acceptable. But securities alone are only part of the business of protecting such loans.

In the old pioneer days of the Northwest character loomed heavily along with credit standing and ability to pay. Character still plays an important part and is looked into. It is surprising, however, how much else is taken into con-

sideration these days by the lending officer.

Especially if the borrower is engaged in a hazardous business, say construction where he or employes or other third parties might be injured, casualty insurance comes into the picture. The borrower must protect the loan by insurance. In some instances business insurance is required. Fire insurance is a must. In certain cases there must be insurance against burglary and theft. And life insurance sometimes is required.

The borrower may not look happily at all these essentials but should the need for insurance coverage arise during the period of the loan he is only too thankful that he followed the guiding advice of the lending officer.

Discussing modern lending methods with a bank officer the other day he cited for the Commercial West representative a concrete case to prove how necessary it is to go into all these details in making a loan.

In this case it was where a country bank had asked this lending officer to check over an application for a loan on the purchase of a tractor. It was a service only, pure and simple. The big bank had nothing to gain excepting the goodwill of the country banker.

"What were the engine and serial numbers of that tractor again?" queried the big bank's lending officer. The borrower had given them to the country banker. Picking up the telephone the lending officer called up the manufacturer, verified the fact that this particular tractor had been assigned to that dealer and, in fact, was the tractor in question. All other things being equal that made the loan good.

"It would be a simple matter even unintentionally to give wrong serial and engine numbers," said this lending officer. "Then the bank making the loan would be out of luck because the mortgage would not be on the property covered by the note."

Yes, indeed, there is a lot more these days to making a bank loan than just having the borrower fill out the financial statement.

Our Warehouse Receipts Provide the Soundest Security for All Inventory Loans

Consultation service is free.

Address inquiries to our nearest office.

ST. PAUL TERMINAL WAREHOUSE CO.

ST. PAUL, MINN.

Experienced and Responsible Operators of Field Warehouses

Minneapolis

Milwaukee

Des Moines

Chicago

Indianapolis

Detroit

Program for West Coast Conference Announced

An imposing array of speakers will greet bankers who attend the 20th regional trust conference, Pacific Coast and Rocky Mountain states, Aug. 7-9 at the Alexandria hotel, Los Angeles.

The conference, held under the auspices of the Trust division, American Bankers Association, is the first since 1941.

H. M. Bardt, vice president and trust officer Bank of America, is conference chairman.

James W. Allison, president A. B. A. Trust division, and vice president Equitable Trust Co., Wilmington, Del., will speak on "The Trust Division Work Sheet."

"The Common Trust Fund" is the address to be given by Gilbert T. Stephenson,



JAMES W. ALLISON

son, director Trust research department, Graduate School of Banking.

Other speakers include H. O. Voget, examiner Federal Reserve Bank, San Francisco; LeRoy B. Staver, senior trust officer United States National Bank, Portland; Dr. Hubert Herring, professor Pomona and Claremont College, Claremont, Calif.; Allan Herrick, advertising manager Security-First National Bank,



GILBERT T. STEPHENSON

Los Angeles; Thomas H. Beacom, vice president First National Bank, Chicago; Robert W. Sprague, vice president National Bank of Commerce, Seattle; Walter L. Nossaman, tax counsel, Los Angeles; Leo A. Steinhardt, president International Trust Co., Denver; Ben W. Utter, vice president Title Insurance & Trust Co., Los Angeles, and F. Miles Flint, assistant trust officer Citizens National Trust & Savings Bank, Los Angeles.

Walter E. Bruns, vice president and trust officer Bank of America N. T. & S. A., San Francisco, will be interlocutor of the trust problems forum. Panel members include C. Nelson Hackett, vice president and trust officer Bank of California, San Francisco; Reed E. Holt, vice president and trust officer Walker Bank & Trust Co., Salt Lake City; Frank H. Schmidt, vice president and trust officer California Trust Co., Los Angeles, and Albert G. Reader, trust officer Union Title Insurance & Trust Co., San Diego.

Recent Deaths

Lewis F. Wheelock, 50, member Iowa investment firm of Wheelock & Cummins, at his home in Des Moines.

TABS

Shreve M. Archer, flax and linseed oil tycoon, Minneapolis, is making no bones these days of the fact that he is a proud grandpa. Not just because he is a grandpa. That's old stuff for him. He's already grandpa to 13. But what gives him this present ebullition is the fact that the latest of the flock to appear on the scene is a boy. You see, the other 12 are girls.

*

Ed Pardee, passenger traffic manager of the Chicago & North Western Railroad (he used to have the same job with the Omaha Road in St. Paul), still is a member of the Transportation Club of St. Paul. Just recently his name came up twice while he was absent as winner of the meeting door prize—and it's sizable. Now, Guy E. Dailey, vice president American National Bank, St. Paul, is club treasurer. He and Ed are old pals but a club rule is that the winner of the door prize must be at the meeting in person to get it—and Guy is standing pat on the rule.

*

Harvey E. Djerf, Minneapolis, has been awarded the Minnesota & Ontario Paper Co.'s graduate scholarship in forestry research of the University of Minnesota. The scholarship has a value of \$900 and was first made available this year to graduate students in the forestry school. Purpose of this Minnesota & Ontario scholarship is study of the various methods of slash disposal in timber cutting to determine effectiveness of each in reduction of the fire hazard and on natural reforestation.

*

Harry Bullis, head man of General Mills, Inc., Minneapolis, was looking over the hard winter wheat output for this year in the Southwest a few days ago and at one of the country elevators was shaking some wheat around in his hands that a farmer had just brought in. "But you can't tell me what kind of wheat that is," bantered the farmer. Harry gave it a good once over, came up with exactly the right name of the strain. Here's the payoff: The elevator operator had already told him the name of the wheat. "But," says Harry, complacently, "I could have picked it, at that."

*

Henry E. Atwood, president First National Bank, Minneapolis, and some friends were talking about the inflated

real estate situation. "Well," said Hap, "I'm glad I've a good roof over my head." "There you go," cut in one of the party. "Still plugging for that Nelson roofing business."

*

Every now and then a story appears in the papers citing the activity of someone whose age borders the century line. Here's the latest: Gust Erickson, 86 years on the same farm near Whalen, Minn., in Fillmore county, still is working vigorously, says he sees no reason why he shouldn't be at it at 100.

*

Phil Pillsbury sure is stepping along at a fast pace the 77-year-old Pillsbury Mills of Minneapolis. He inaugurated the annual best wheat awards contest, is moving at double-quick on expansion and modernization. His most recent move was announcement July 19 of big major post-war construction—a new flour mill, feed mill and large grain elevator for Globe Mills, Pillsbury's West Coast division.

*

A woolly proposition: H. J. Gramlich, general agricultural agent Chicago & North Western Railway, in his current "Letter" follows wool from the sheep to a suit of clothes, finds the grower got \$5 for the wool (10 pounds), the tailor \$100 for making the suit, most of the difference went to the high cost of labor. Then Mr. Gramlich says: "It is such examples as this that provoke much thought about the theory that wages can be increased without upping the cost of manufacture."

*

For the first time in its 64-year history a woman now is a member of the board of directors of the Russell-Miller Milling Co., Minneapolis. She is Dr. Betty J. Sullivan, chief chemist and head of laboratory control and research of the company since 1927.

*

C. T. Jaffray of Minneapolis, banker, railroad executive, interested as stockholder and director in corporations and other business enterprises, at just past 80

still is an ardent out-of-doors man. Admits that he is playing "a fair game of golf" this year (that means in the top '80s) is laying his plans now for his annual duck hunt in Canada with the same congenial group that has made the trip for many years, will be in the corn fields, brush and swamps in Minnesota and the Dakotas this fall for pheasant. And some of the youngsters have a job of it keeping up with him.

*

Seeing the light: Building Trades Council (AFL), Superior, Wis., has voted not to strike on any construction of homes for veterans. That's a good mark for other construction unions of the country to shoot at, would have been better if it had covered all kinds of construction.

*

Do you how how much your governments, local, state and federal take out of your dollar for government costs? Well, a Martin county, Minn., statistician has figured out that the cost of Martin county government will take 13 cents per day out of taxpayers' pockets during 1946. Now, if some other pile-them-on-top-of-each-other chap would figure out similar costs in all the states perhaps taxpayers would get some lowdown that would start them squawking in real earnest about cutting down governmental costs.

*

From Brainerd, Minn.: The bride's name was Delphine Bouchard. Delphine Bouchard was the name of the maid of honor. The groom's name was Albert C. Byers. The best man's name was Albert C. Byers. Simple little thing when you get the angle: Father and mother attended bride and groom.

*

Western Electric Co., which located in St. Paul in 1944 in the former Gordon & Ferguson Co. building, now has acquired two additional buildings by lease, expects to add 1,000 more employees to the 2,200 now on its payroll. Western Electric manufactures telephone equipment and is taxing its facilities to catch up with the nearly 2,000,000 people in the U. S. now on the waiting list for telephone service.

ATWOOD-LARSON CO.

Established 1889

A Dependable Grain Firm

DULUTH • MINNEAPOLIS • GREAT FALLS • SPOKANE

He's Appointed CED Chairman

C. L. Fredricksen Named to Head Sioux City Committee

C. L. Fredricksen, president Live Stock National Bank has been appointed Sioux City (Iowa) community chairman Committee for Economic Development. The announcement was made by Walter Fuller, president Curtis Publishing Co., and chairman CED national information committee.

Among Mr. Fredricksen's local interests are the Sioux City Industrial Development Council, the Woodbury County Taxpayers conference and the Livestock Sanitary Board, each of which he serves as treasurer and director. Business activities include directorships in the Sioux City Stock Yards Co., and the Iowa Rendering Co. Mr. Fredricksen is well known among Rotarians, Masons and Elks, being a member of all three organizations.

"Since the termination of activities by its Field Development Committee earlier this year, CED has engaged in an intensified program of responsible research designed to encourage national economic policies which will lead to the maintenance of high levels of production, dis-



tribution and employment in this country," Mr. Fredricksen said.

"It will be my objective to enlist the interest of Sioux City business men and others who wish to associate themselves in a common effort to create better understanding of the facts and principles underlying the nation's economic problems. Only through better public understanding will come the new policies which will enable us to avoid the boom and bust cycles which have plagued the nation for so many years," he declared.

L.S. Donaldson Building Go Sign Awaits Supply of Materials

Construction of the new garage and store building by the L. S. Donaldson Co., on the present parking lot at Seventh street and Second avenue south, Minneapolis, will get under way as soon as materials in sufficient volume are obtainable.

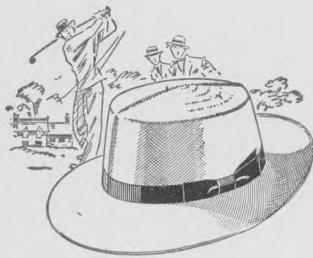
That is the latest information on this building project, first announced by Commercial West early last winter.

The L. S. Donaldson company has acquired the land which occupies the full quarter block half way up Seventh to Marquette avenue from Second avenue south and back to the alley between Sixth

and Seventh streets along Second avenue south.

As to just what kind of a building will be put up the study still is in a preliminary stage. There is talk of a building running all the way from six stories down to three, but definitely there will be retail stores along both the Seventh street and the Second avenue sides.

Garage feature of the building, of course, will be in the rear part. It is stated that both stores and the garage will be of most modern construction with double flow garage ramp extending from basement to top floors. The building plans are being made by Larson & McLaren, Minneapolis architects.



Cavanagh



John Cavanagh Ltd.
Park Avenue at 47th Street New York



*Sold Exclusively
in the Northwest by*



Malmstedt's

*Fine Furnishings
For Men*

**111 South 7th Street
Minneapolis**

Banco Reports \$1.55 per Share Net for Six Months

Interim report of Northwest Bancorporation and affiliated banks and companies, covering operations for the six months ended June 30, 1946, released July 19 by J. C. Thomson, president, shows consolidated net income was \$2,410,047, equal to \$1.55 per share, compared with \$2,540,118, or \$1.64 per share for the first half of 1945. These figures are after deducting the usual provision for charge-offs and write-downs which is credited to reserves for contingencies. This provision for the six months aggregated \$1,133,139, compared to \$955,270 last year.

Consolidated net earnings from current operations before provision for taxes on income increased \$732,724 over the six months ended June 30, 1945. Profit on securities sold declined \$651,492 for the corresponding periods. The profit on securities sold during the first six months of 1945 was unusually large, states the report.

Net cash income of the holding company was \$873,054 in the 1946 period

compared with \$767,988 in 1945. A dividend of 40 cents per share, in the aggregate amount of \$619,507, was paid May 25.

Capital and surplus of the corporation increased from \$51,034,451 at Dec. 31 to \$52,896,604 on June 30, equivalent to a book value for the corporation stock of \$34.15 per share June 30 compared with \$32.95 Dec. 31. Book value of the stock excludes reserves for contingencies which aggregated \$13,612,892 June 30 and \$12,577,692 Dec. 31, 1945.

Combined deposits of affiliated banks on June 30 were \$1,261,045,814 (including War Loan account of \$140,062,825), compared with \$1,309,694,167 (of which \$255,208,414 represented War Loan deposits) on Dec. 31.



FRANCIS A. GROSS, former long-time Minneapolis banker, has just been re-elected to his 13th term as president of the Minneapolis Board of Park Commissioners.

Hawkeyes at 60th Meeting Will See "Oklahoma"

Last week Frank Warner, far-sighted secretary of the Iowa Bankers Association, peering ahead as is his habit, bulletined his bankers that if they want tickets for the perennially-popular "Oklahoma" while in Des Moines for the I. B. A. convention (Sept. 9-11) they had better not delay in returning printed applications and checks for tickets. How many Iowans would prove "Oklahomaminded" Commercial West, of course, doesn't know, nor did Secretary Warner when he mailed out his questionnaire.

What he does know this week, though, and he warms up to the subject in his latest bulletin, is that the fast-approaching convention not only will be Iowa's 60th but may turn out to be its biggest. At least that is the kind of attendance all pre-convention indications point to. Last prewar convention in 1941, Iowans flocked to Des Moines to the tune of 1,593, may top that this fall, if the Warner crystal ball is as well polished as it seems to be.

One significant change in the Iowa convention scene come September has to do with hotels and the precious commodity they sell—rooms. Past Hawkeye procedure has been for the Secretary's

office to procure all rooms; now, says Mr. Warner in response to a "growing sentiment expressed by bankers in nearly every section of the state," conventioners may write for reservations to the Des Moines' hotels of their own choice. At least the plan will be tried out this year, to see, according to Mr. Warner, "how it works."

Then on that score, the bulletin promptly listed all the larger hotels in Des Moines, their room sizes and rates. But no matter who makes the reservations for whom, the 60th annual convention of the Iowa Bankers Association in September promises to fill all of Des Moines hotels to overflowing.



LEO P. SULLIVAN, director of sales, Gluek Brewing Co., Minneapolis, who is chairman of the sports and attractions committee of the Minneapolis Civic & Commerce Association. Mr. Sullivan intends calling his committee together in a few days to discuss plans for fall and winter sports attractions.

PHOTOCOPIES

Confidential — Prompt
Pick-Up and Delivery

H. A. ROGERS CO.
815 Marquette Ave.
MINNEAPOLIS 2, MINN.

AT.
2247

Why Banks Should Advertise

New Book by Robert Lindquist Also Tells When, Where, How

Described as the "Why, When, Where and How" of bank advertising, a book entitled, "Planning and Budgeting a Bank's Advertising Program" has just been published by the Financial Advertisers Association. The author is Robert Lindquist, assistant vice president American National Bank & Trust Co. of Chicago and second vice president of the association, who originally prepared the material as a thesis for the Graduate School of Banking. The book has already



ROBERT LINDQUIST

FLASH!

Commercial West's cover last week of the Minneapolis banks' Aquatennial float entry, coming out as it did on the day of the parade, must have been a lucky omen. The eye-catching float with equally eye-catching bank queens atop it, depicting Minneapolis' recreational pastimes, wound up at the end of the parade route with first prize in its division. That was division B which included entries from financial, small retail, utilities, transportation and hotels.

FREE TUITION FOR VETERANS AT MADISON SCHOOL

William Duncan, Jr., secretary Minnesota Bankers Association, which is cooperating with other Central States Conference associations in sponsoring the School of Banking at Madison, advised Commercial West on Wednesday that he had just received notification that the Veterans Administration had decided to pay tuition of veterans attending the school which opens July 29, but that veterans taking advantage of this feature of the GI Bill would have to pay their own board and room.

been made available to members of the F. A. A. as a part of the Association's Year Book and is now offered as a complete volume to banks throughout the country.

This book is considered one of the most comprehensive studies of the subject of bank advertising in recent years. Mr. Lindquist contends that while most banks advertise, "many fail to gain the greatest benefits from their programs because they do not truly understand the purpose of advertising, and do not know how to make the most effective use of its power."

There is no magic formula to take the place of careful planning and budgeting of a bank's advertising program, and there can be no set plan or budget to recommend to every bank, he says. "Each must make its own plan to fit its own particular situation."

After giving a brief history of bank advertising and presentation of the reasons why banks should advertise, the book outlines the steps necessary in the planning and budgeting of a bank's ad-

vertising program. Emphasis is placed on setting up a long-range plan, based on research and correlated with business development objectives. An analysis is made of the many services offered by banks today, and the various media available for advertising them. Steps in the preparation, operation, and control of a bank's advertising budget are then described, supported by an original survey of the advertising expenditures of 282 institutions, all members of the F. A. A.

Banks' obligation to take the public into their confidence is as great today as ever, the author asserts. "If banks would only provide for their own principal creditors — their depositors — the same frankness and completeness of information that is in turn expected of those who borrow from banks, there would be no danger of failing to meet our public trust."

Advertising establishes the character of a bank, the book states. It "tells the public what kind of a bank you are . . . creates pride in the bank on the part of its staff members, and develops a sense of responsibility among them."

In addition to the basic reasons for advertising, the author points out the need for banks to merchandise its various services. "Merchandising begins with research—of finding out what services the public wants and needs and how banks may best provide these services. Advertising next lays the broad base of acquainting the public with the availability of these services and developing their interest and desire."

"Advertising is a tremendous force," Mr. Lindquist concludes. "Well planned and intelligently followed through, it brings a bank not only added business and profits but, more important for continuing success, the confidence and esteem of its community."

Copies of the book may be obtained by writing directly to the Financial Advertisers Association, 231 south LaSalle street, Chicago 4, Ill. The price per single copy is \$2.

Municipal Financing

The Town of Leon in Goodhue county, near Cannon Falls, will sell under sealed bids on July 30, 1:30 p. m., \$60,000 serial road and bridge bonds. Assessed valuation, real and personal, is \$548,022, full and true value \$2,050,951.

Bankers Certified Service, Inc.

"For Modern Bank Management"

Fred Schlipf, President
H. D. Candor, Secretary

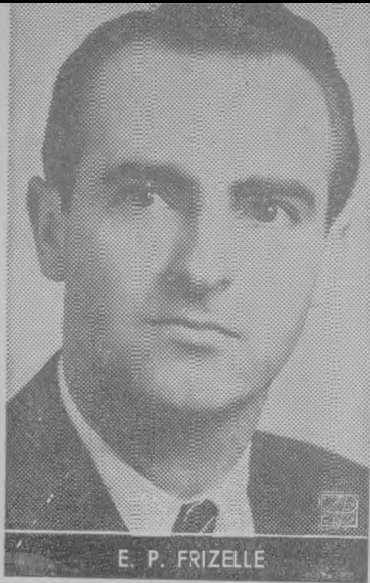
J. L. Rivard, Vice President

ST. CLOUD, MINN.

THE GRANITE CITY

To be sure of your Title,
Insure Your Title

TITLE INSURANCE COMPANY
OF MINNESOTA
Minneapolis 2, Minnesota



E. P. FRIZELLE



EMMETT J. ERICKSON



CLARENCE F. WITT



HAROLD N. THOMSON

Commercial West Wealth Belt bankers named by A. I. B. President George J. Greenwood, Jr., to assist the Institute's 12 executive councilmen include E. P. Frizelle, Metals Bank & Trust Co., Butte; W. A. Acuff and James R. Brown, Iowa-Des Moines National Bank & Trust Co., Des Moines; James G. Goblisch, First Grand Avenue State Bank, St. Paul; Emmett J. Erickson, Farmers & Mechanics Savings Bank, Minneapolis; Ted Thompson, National Bank of Commerce, Lincoln; C. F. Witt, South Omaha (Neb.) Savings Bank; A. A. Mayer, Dakota National Bank, Bismarck; A. O. McLellan, Merchants National Bank & Trust Co., Fargo; S. H. Finger, National Bank of South Dakota, Huron; Harold N. Thomson, Farmers & Merchants Bank, Presho, S. D., and Wall G. Coapman, Milwaukee, and Anthony J. Deniger, Marine National Exchange Bank, Milwaukee.



A. O. McLELLAN



S. H. FINGER



A. A. MAYER



WALL G. COAPMAN

Northwestern's New Office No Place for Bank Bandits



At the formal opening of the Lake street and Nicollet office, Northwestern National Bank (C. W., July 20), it was revealed that the bank has installed the largest continuous panel of bullet-proof glass ever cast for a bank in the Northwest.

The panel is a portion of a complete bandit barrier system designed and built by the O. B. McClintock Co., Minneapolis, manufacturer of bank protective systems. Shown examining the installation are Leroy H. Berg, vice president and manager, and Robert C. McClintock, O. B. McClintock Co., who is describing details of its massive laminated construction.

The bank is protected by special McClintock electrical installations. Included in this new equipment is the McClintock automatic bank vault ventilator, controlled and operated within the vault itself in case of accidental closure of vault doors while an employe is within.

The picture shows portions of the glass panel, the overhead electrically charged wire barrier, two big electric burglar alarms, and the bank vault ventilator, plus other protective devices of secret nature.

This would be no place for the Daltons or the James boys!

HAVE WE TALKED OVER TOGETHER

our low cost—full coverage

Bankers' Blanket Bond

L. R. (Len) MOELLER, Executive Representative



Bank Insurance

Saint Paul Mercury
INDEMNITY COMPANY
ST. PAUL, MINN.

Specialists

INSURANCE COUNSELLORS TO BANKS



CHANGES for your "Little Red Book"

Correct your 1946 Commercial West Directory as follows for a continuous, up-to-date record of Ninth District banks and bankers.

No. 11—July 27, 1946

MINNESOTA

- BLUE EARTH**—First & Farmers National Bank—W. P. Wacholz, assistant cashier.
HOPKINS—Security National Bank—A. J. Wesely, assistant cashier.
LAKE LILLIAN—First State Bank—E. J. Erickson, cashier.
MINNEAPOLIS—First Minnehaha National Bank—E. W. Oredson, assistant cashier, resigned.
MINNEAPOLIS—First Edina State Bank—E. W. Oredson, cashier.
SPICER—Green Lake State Bank—S. M. Dahl, president, deceased; Norman Christensen, vice president, now president; F. O. Hillman, new vice president.
WILLMAR—Bank of Willmar—A. Dan Fiala, assistant cashier.

NORTH DAKOTA

- FARGO**—Merchants National Bank & Trust Co.—Donald W. Buckman, assistant cashier, resigned.

SOUTH DAKOTA

- EDEN**—First National Bank—Fidelis E. Optiz, assistant cashier, should be Optiz.
TABOR—Station, Farmers & Merchants State Bank, Scotland—Should be Office.
WARNER—First State Bank—C. D. Seaman, cashier, should be C. L. Seaman.
WHITE LAKE—Office, Farmers & Merchants State Bank, Plankinton—M. S. Fredericksen, manager, should be Fredericksen.
WOONSOCKET—Sanborn County Bank—J. M. Brisbane, vice president, should be T. M.

WISCONSIN

- CHIPPEWA FALLS**—First & Lumbermen's National Bank—Changed title to The First National Bank of Chippewa Falls; John M. Burke, assistant to the vice president; Bernard C. Long, assistant cashier and comptroller; V. H. Johnson, comptroller, now assistant cashier; J. P. O'Connell, new assistant cashier.
GILMAN—State Bank of Gilman—Bernard L. Slota, president.
SUPERIOR—First National Bank—R. D. Banks, assistant cashier.
WEST SALEM—Union State Bank—C. E. Backus and B. J. Mau, assistant cashiers.

Chase National Ups Call Money Rate

Chase National Bank, New York, just has announced that, effective July 31, the call money rate will be advanced from 1 to 1½ per cent.

For dealers in U. S. government securities, in cases where the securities have a relatively short maturity and are part of current transactions on a day-to-day basis, the bank's interest rate will be continued at ¾ per cent for the present.

On other loans against U. S. government securities the rate to dealers will be advanced to 1 per cent, effective July 22. On loans against corporate and municipal securities the interest rate to dealers will range from 1 to 1½ per cent.



J. P. Hainer, Sioux City Banker, Dies

John P. Hainer, vice president and director First National Bank, Sioux City, died July 18 after an illness of eight months.

A lifelong resident of Sioux City, Mr. Hainer began his banking career when 15 years old. He was first employed by James F. Toy of the First National Bank. He remained a member of the bank's staff the rest of his life.

Funeral services were held at 2 p. m. last Saturday. Active pallbearers were H. H. Strifert, J. T. Grant, J. R. Granning, E. A. Johnson, E. E. Snell and George Smith, all of the First National Bank.

Honorary pallbearers were A. G. Sam, S. F. Cusack, N. D. Stewart, C. M. Stillwill, W. J. Downey, A. J. Toller, C. S. Van Eaton, Fritz Fritzon, Dr. C. R. Watkin and Albert Boisvert.

Booming at Sioux Falls

Since OPA went out of existence farmers and livestock raisers have been rushing their cattle and hogs to market, loading and overloading the Sioux Falls stockyards, Ralph M. Watson, president Northwest Security National Bank, told Commercial West this week.

And that rush to market accounts, in the main, he said, for increase in his bank's deposits from \$37,956,231 on June 29 to \$40,257,000 on Tuesday.

"But that isn't all that's rushing at Sioux Falls," he added. "Our lobby is crowded all the time. Everybody, it seems, wants to build something or promote something or go into business. Things here are booming."



The Calhoun Beach Club

*On the Shores of Beautiful Lake Calhoun
in Minneapolis*

EXTENDS AN INVITATION
TO THE SUBSCRIBERS
OF THE COMMERCIAL WEST
TO VISIT AND USE
THE CLUB LOUNGES AND DINING
FACILITIES DURING THE
AQUATENNIAL AND VACATION
SEASON.

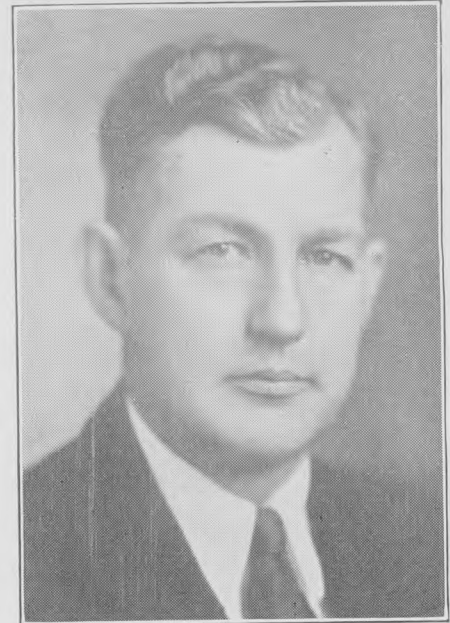
The Board of Governors Will be Happy
to Provide Guest Cards Entitling
Visitors to All the Privileges of
Resident and Non-Resident Memberships.

*Out of town reservations for
rooms on the "Hotel" Floor may be
made by writing or telephoning the
Club Manager's Office, Calhoun
Beach Club, KENwood 8600.*



DETROIT BANK STANDINGS

Name of Bank:	June 29, 1946	Dec. 31, 1945	June 30, 1945
National Bank of Detroit.....	\$1,191,672,953	\$1,258,522,559	\$1,250,481,979
The Detroit Bank.....	498,782,487	509,695,999	497,961,008
Manufacturers National Bank.....	387,724,941	442,818,348	490,681,756
Commonwealth Bank	217,048,711	212,444,257	199,834,649
Industrial National Bank.....	75,580,074	73,681,032	67,840,872
Wabeek State Bank.....	70,228,339	71,570,778	67,593,442
United Savings Bank (Savings only) ..	47,264,337	45,647,741	43,122,035
Total deposits	\$2,488,301,842	\$2,614,380,714	\$2,617,515,742



WALTER E. OLSON, assistant to the president Northern States Power Co., who has been reappointed chairman of the Minneapolis show sales committee to promote purchases of livestock at the 4-H Junior Livestock Show at South St. Paul, Oct. 7-10, by Minneapolis business men. Total show sales last year were \$41,883. Proceeds of the sales are intended to help Minnesota farm boys and girls obtain higher educational levels in agriculture and home economics.

STATEMENT OF CONDITION
NORTHWEST SECURITY NATIONAL BANK
OF SIOUX FALLS

... South Dakota's Leading Bank ...

June 29, 1946

RESOURCES

Cash on Hand, in Federal Reserve Bank, and Due from Banks and Bankers.....	\$ 8,129,636.99	
U. S. Government Obligations.....	25,148,804.80	
State and Municipal Bonds.....	1,019,975.23	
Other Bonds and Securities.....	898,689.86	
		\$35,197,106.88
Stock in Federal Reserve Bank in Minneapolis.....		39,000.00
Overdrafts		2,315.05
Loans and Discounts.....		4,269,231.27
Banking Houses		272,500.00
Includes Banking Houses at Sioux Falls, Brookings, Chamberlain, Dell Rapids, Gregory, Huron and Madison, all clear of encumbrance.		
Interest Earned but not Collected.....		128,010.22
TOTAL		\$39,908,163.42

LIABILITIES

Capital Stock—Common	\$ 500,000.00	
Surplus	800,000.00	
Undivided Profits and Reserves.....	410,745.33	
		\$1,710,745.33
Reserve for Interest, Taxes, and Other Expenses.....		225,434.44
Interest Collected but Not Earned.....		15,752.64
Deposits:		
Time	\$ 6,114,084.69	
Demand	29,267,993.10	
U. S. War Loan.....	2,574,153.22	
		\$37,956,231.01
TOTAL		\$39,908,163.42

BRANCHES AT

**BROOKINGS, CHAMBERLAIN, DELL RAPIDS,
 GREGORY, HURON, MADISON**

FRED H. HOLLISTER
 Chairman

R. M. WATSON
 President

Member Federal Deposit Insurance Corporation
 Affiliated with Northwest Bancorporation

S. D. State Banks Show Many Gains

Deposits of South Dakota's state banks jumped another \$10,242,160 between Dec. 31 and June 29 — from \$184,072,031 to \$194,314,191.

Loans and Discounts increased \$372,523 to \$26,489,359.

Other Bonds showed a rather surprising jump of \$1,959,902 for a total of \$2,378,411.

Largest gain of all for the six-month period was in U. S. government obligations—\$13,433,320 for a new total of \$118,915,004.

Further changes in the condition of the 133 state banks, reported in the mid-year comparative abstract as compiled by the Department of Banking and Finance at Pierre, show:

Surplus up \$231,000 to \$2,888,100;

Undivided Profits up \$95,075 to \$2,644,877;

Reserves up \$31.64 to \$366,965.

Bank Notes

New addition to the staff of Marquette National's mortgage department is Eldon R. Zachman who, since serving three and a half years in the U. S. Navy, has been cashier of Minnesota's Pine River State Bank.

★

Carl G. Swanson, earlybird secretary Nebraska Bankers Association, has a firm grip on the proverbial worm in planning for their annual state convention at Lincoln, Oct. 11-12. Headquarters will be at the Cornhusker hotel with registration and committee meetings Friday forenoon, programmed business sessions Friday afternoon and Saturday forenoon, Saturday afternoon open for additional late topics. And first two speakers booked, he tells Commercial West, are Bill Bailey who by then will have been elevated to A. B. A. presidency, and Morris M. Townsend, director U. S. Savings Bank Bond Division, Treasury Department, Washington.

★

First National Bank, Louisville, Ky., claiming distinction and honor of being the oldest national bank in the South (83 years), publishes in pamphlet form a list of the nation's non-par banks.

★

It develops that W. Frank Keyser, secretary emeritus of the Missouri Bankers Association, declined appointment to the position of Missouri's commissioner of finance, tendered to him by Gov. Phil M. Donnelly. The offer was a complete surprise to Mr. Keyser who says he decided to decline after considering the various phases of the situation as it might relate to his interests and those of the Department of Finance and his connection with the M. B. A.

★

Deliveries on bank vault equipment are perking up, reports L. J. Sutton, St. Paul regional manager of Diebold's bank division. Stuff coming through lately, he says, has taken care of orders placed 12 and 14 months ago, even orders as recent as nine months. But the situation is still spotty, he cautions, because of difficulties and uncertainties over supplies and production now affecting the entire industrial world. Delivery of heavy vault doors is still running four to six months, mainly because of trouble over gears. Delivery of new orders for safety deposit boxes takes even longer, probably five to seven months, he says.

★

Bankers of the Twin Cities have been looking around a bit at newly constructed banks in various parts of the country. Consensus is that any new bank buildings that go up in the big cities hereafter will have curb service for deposi-

tors, ground floor banking rooms, with nth degree arrangements inside the banking rooms to accommodate patrons and expedite transaction of business. Some banks which now have banking rooms on second floors are putting in or talking about instituting escalators similar to those soon to be operating in the Northwestern National Bank, Minneapolis.

★

First National Bank, Bottineau, N. D., has upped its common capital \$35,000— from \$25,000 to \$60,000.

★

Industrial National Bank, Detroit, has been authorized by the Comptroller of the Currency to institute a branch at 13745 Fenkell avenue in Detroit.

★

O. B. (Barry) Wallace, vice president Continental Illinois National Bank & Trust Co., Chicago, was in the Twin Cities last week checking up on the lending situation which he found improving in tone. Mr. Wallace is in charge of all lending activities in Minnesota and California, corporate and commercial as well as banking correspondent business.

★

John J. Burke, president Metals Bank & Trust Co., Butte, has been appointed a member of the executive committee of the Montana Bankers Association from Group VI to replace O. B. Silvey, president Daly Bank & Trust Co., Anaconda, who was elected M. B. A. second vice president at the recent state convention at Yellowstone National Park.

★

Fred Irish, chairman Fargo's First National, was back on the job this week after two weeks' vacation at his Detroit Lakes cottage, and Gordon Nesbit, president, was away to Bemidji for his two weeks' rest and recreation.

★

The June 29 bank call caught the Central National, Des Moines, with deposits of \$75,759,584—"the lowest day this year," says Frank R. Warden, vice president. This week they were well over \$81,-

000,000. Directors approved transfer of \$250,000 from undivided profits to surplus and elected Dale C. Smith an assistant cashier in its department of banks and bankers. He has been with the bank 15 years, is a past president of Des Moines Chapter, A. I. B.

★

W. Harold Brenton of Des Moines, president of six Iowa state banks and former vice president Northwest Bancorporation, was a visitor in Minneapolis the past week. He recently announced his candidacy for the presidency of the Iowa Bankers Association and reports to Commercial West now indicate his popular election without opposition at the state convention Sept. 9-11 in Des Moines.

Tops in Minneapolis!
HOTEL NICOLLET



Neil R. Messick
GENERAL MANAGER

FARWELL OZMUN KIRK AND CO
SERVING Independent Dealers and Local Industries IN 12 STATES

• AA-1 •
AT WHOLESALE: Hardware, Electrical Appliances, Plumbing, Mill Supplies, Stoves, Etc.

For **DISTINCTIVE FLOWERS**
Mazey's
1015 Nicollet - Minneapolis - At. 0481

LEVINSON & RICE
FINE TAILORING EXCLUSIVELY

TO MEN WHO KNOW

708 SECOND AVE. S. BAKER BUILDING MINNEAPOLIS

CHARLES H. PRESTON & CO.
ACCOUNTANTS AND AUDITORS
MEMBER AMERICAN INSTITUTE OF ACCOUNTANTS

ACCOUNTING SYSTEMS AUDITS INVESTIGATIONS INCOME TAX SERVICE

610 PLYMOUTH BUILDING AT. 3388 MINNEAPOLIS, MINN.

Another Step Towards the Goal

John L. Wood Announces Bank Surplus Equals Original Capital

John L. Wood, president Community Bank, Hartford, S. D., who was in the news when his bank's Humboldt and Colton offices converted to branch banks (C. W., April 6), had more news this week. The news this time: The bank's surplus has been upped to \$25,000, a step along the road to the bank's goal on its 25th anniversary—a surplus equal to the capital.

The boost in surplus was agreed upon at the semi-annual meeting on the bank's 21st anniversary.

On July 15, 1925, the bank started with capital of \$25,000. That was increased to \$100,000 on March 25, 1945.

In Banker Wood's colorful phrasing, "Now our surplus is the same amount as our capital in 1925, wagging a capital of \$100,000."

Says Mr Wood, "However, in this connection we are not going to stick our



neck out, so to speak. Our 21 years' experience has taught us that now are the times to proceed with caution. When everything looks the rosiest, that is the time to stop, look and listen."

Marine Banco Ups Book Value \$7.31 in First 6 Months

Net profits of Marine Bancorporation and subsidiaries totaled \$1,611,584 during the first six months of 1946, after providing for taxes and adding \$248,981 to contingent reserves. Profits in the first half of 1945 were \$1,036,259 after reserves of \$495,251.

Directors on July 15 declared the regular quarterly dividend of 30 cents a share. The payment, amounting to \$108,479.40, will be made Aug. 1 to stockholders of record at the close of business July 20.

Marine Bancorporation has an unbroken record since its formation of 75 quarterly disbursements, plus occasional extras.

Total resources of banks owned by the corporation were \$404,828,454 on June 30, up 27 million dollars from the \$377,883,201 a year earlier.

Deposits totaled \$386,684,372, against \$362,663,877.

The total capital account increased nearly 2½ millions, to \$16,311,365 on June 30 from \$13,813,681 a year earlier.

Book value of stock, exclusive of appreciation in market value of securities,

rose to \$52.71 from \$45.40 a share during the 12 months ended June 30.

The National Bank of Commerce of Seattle, with 27 offices serving communities through Western and Central Washington, is the principal subsidiary of Marine Bancorporation. It ranks among the "first 50" in size among banks in the United States.

Ray O. Brundage, executive manager Michigan Bankers Association, had good news to disseminate to association members. At a recent special session of the legislature, a bill was introduced and passed making Aug. 14, Victory Day, a legal holiday for banks and business offices in Michigan. It'll only be a holiday this year.

The Sioux City Journal-Tribune of July 22 carried a striking ad over the signature of Live Stock National Bank. Titled, "When Tomorrow Comes," it resembled a department store ad, made a big play for consumer loans, had illustrations of radios, airplanes, cars, etc.

Six Twin City Bankers Journey to South Dakota

A group of Twin City bankers visited South Dakota this week to renew acquaintances in Sioux Falls, Huron and Vermillion and to obtain firsthand information regarding trends in agricultural, business and residential development in the territory.

They were A. H. Kennedy, president First Bank Stock Corp.; F. S. Lytle, vice president First Service Corp.; H. E. Atwood and Arthur H. Quay, president and vice president First National Bank, Minneapolis; Philip L. Ray and Julian B. Baird, chairman executive committee and president First National Bank, St. Paul.

While in Sioux Falls, Tuesday, they were the guests of T. S. Harkison, president National Bank of South Dakota.

Mr. Harkison and F. J. Cinkle, vice president National Bank of South Dakota, joined the party for the trip to Vermillion and Huron.

In Vermillion the group were the guests of W. H. Jarmuth, vice president National Bank of South Dakota.

Wednesday, they wound up their journey at Huron, visiting with S. H. Finger, vice president National Bank of South Dakota.

Commerce of Seattle Enters Nearby Edmonds

Extension of the complete facilities of the National Bank of Commerce of Seattle to the nearby community of Edmonds is announced by J. W. Maxwell, chairman of the board.

Purchase of the business of the State Bank of Edmonds became effective July 20, thereby giving the National Bank of Commerce 27 offices serving 23 communities through Western and Central Washington.

Milton L. Cleveland, who joined the Commerce organization 29 years ago as a youth, is the manager of the new branch 16 miles north of Seattle.

The State Bank of Edmonds was founded in 1907, and transfers deposits of more than \$2,700,000.

Among the visiting mayors who were guests of the Minneapolis Aquatennial this week was Everett Stromgren, president Chisago County State Bank, Center City.

INVESTMENTS . . .

AHEAD OF THE MARKET

With **WALL STREETER**



PROFITS IN SUGAR

According to a recent report, the protracted negotiations between the U. S. Commodity Credit Corp. and Cuban Sugar producers for the purchase of the 1946 and 1947 sugar crop may be settled on an adjustable price scale.

This reported purchase arrangement provides that a base price of 3.675 cents per pound would be subject to upward revision to correspond with each 2 per cent increase in the cost of food index issued by the bureau of labor statistics.

This sliding price scale would partially protect the Cuban producer against further commodity inflation.

The base price of 3.675 cents per pound represents an increase of 18½ per cent over last year's price of 3.10 cents.

Also of importance is the fact that any agreement will cover all of the Cuban production both this year and next with the exception of a relatively small amount held for domestic consumption and sale to other nations.

Whether this exact formula or a similar one is adopted is not too important as the natural law of supply and demand should exert enough pressure to push the price of sugar higher.

It is interesting to compare the 1945 production and present capitalization of four of the largest Cuban producers:

	1945 Prod. (325 Lb. Bags)	Shares Pfd. Stock
Cuban American	1,153,329	3,627
Cuban Atlantic	2,554,191	60,000
Vertientes Camaguey	1,021,606	nil
Punta Allegre	982,384	nil

	Shares Com. Stock	Pound Prod. Per Sh. Com.
Cuban American	1,042,876	360
Cuban Atlantic	1,004,000	826
Vertientes Camaguey	962,614	344
Punta Allegre	409,530	780

With this conservative capitalization in relation to large per pound production, the common stocks derive a startling earnings impetus from any increase in the price of raw sugar. Just what this means can be illustrated by using Punta Allegre with

its extremely limited capitalization as a good example.

A price increase of only 10 per cent would yield increased revenues of approximately \$2.86 for each of the 409,530 shares outstanding. Given an increase of 1 cent per pound which is far from unreasonable, the increased revenues would amount to \$7.80 per share. Taxes and increased costs would result in paring the amount carried to net per share income but the possibilities are readily apparent.

These calculations do not take into consideration the gain in profits that will ensue solely from expanded production. 1945 was a comparatively poor crop year for sugar as the figures shown in the above table are far less than mill capacity and well under actual production figures for 1944.

The nature of the business is such that a mounting production volume can be handled without a proportionate increase in costs, which would be reflected in a sharp earnings gain.

Reports indicate that Cuban production will be over that of last year, estimates ranging from 10 per cent to 25 per cent, while a still further boost is due in 1947.

As a group the common stocks of the same four sugar producers are selling at a reasonable earnings ratio and also on a generous yield basis:

	1945 Earning Per Share	1945 Dividend Per Share	Yield Per Cent
Cuban American	\$2.45	\$1.00	3.8
Cuban Atlantic	3.14	1.50	4.7
Vertientes Camaguey	2.48	1.00	4.1
Punta Allegre	4.59	1.50	4.7

An investment in the common stock of any one of these companies should register a substantial profit within the next year. Obviously, the reason for the comparatively low prices on these stocks is the record prior to 1942. Since the first World War the sugar producers had been plagued

with an over production problem which kept the price of raw sugar at a minimum. It may be recalled that in 1920 raw sugar reached a high of 23.5 cents per pound only to start on a long down trend to a low of 2.5 cents per pound in 1932.

Recovery in price has been slow but the loss of production in the war areas of Java and the Philippines resulted in unrestricted production in Cuba. The increase in profits registered within recent years has been due primarily to increased volume, with any substantial jump in price yet to come. Some day the same old problem of over production will haunt the sugar producers but that time should be at least three years hence.

As a comparative value Punta Allegre capital stock is in a strong position, although it is unlisted. Punta Allegre operates three mills with an annual capacity of approximately 1.6 million 325 pound bags. Last year's production of 982,384 bags was well within this capacity and can be compared with 1,172,436 bags in 1944. Through subsidiaries the company owns and leases 137,000 acres of land of which 73,000 acres are under cultivation.

For the five years prior to 1942 earnings per share averaged just

LOANS - - LOANS
on
Listed Stocks
U. S. Government Securities

Approved Life Insurance Policies
(Minimum Loan \$2,500)
Information on Request

D. H. BLAIR & CO., Inc.
29 Broadway New York 6
Tel.: Whitehall 3-2894

under \$1. Since that time earnings have been as follows: 1942, \$4.82; 1943, \$.88; 1944, \$4.77; 1945, \$4.59.

Dividends were initiated with the payment of \$1.50 in 1945, having been prohibited prior to that time by the indenture provisions of the bonds. Last week a dividend of \$1 per share was declared which indicates at least a \$2 rate for this year.

In 1945 the company completed the retirement of funded debt which was originally in the amount of \$8.3 million and also paid off a \$750,000 bank loan. The capital structure has now been reduced to only 409,530 shares of stock and a strong financial position established.

Current assets total \$7.6 million

with cash items of \$3.2 million being more than sufficient to cover current liabilities of \$2.3 million.

Working capital of \$5.3 million is at a peak since the company was reorganized in 1932, and should permit liberal dividend action.

The book value for each share of stock is \$47.09.

The fact that the stock is unlisted handicaps its marketability but with an increase in earnings of sizable proportions strongly indicated, greater interest and support will develop. At a price of \$32 per share the yield will be at least 6 per cent this year. As a hedge against further commodity inflation the stock should be purchased.

Along

Financial Row

For the first time in a long spell the Minnesota Commerce Commission does not have a single financial application pending. That is, no bank, building and loan, or industrial loan and thrift deal on the fire.

★

But early this week it did have pending close to 20 applications for registration of securities and the market's sinking spell Tuesday, followed by underwriters reported reluctance to make offering until things perked up again, rather indicated a likelihood that the deals, or most of them, might stay in the pending portfolio for a while unless, of course, the market snapped back and with it the underwriters' eagerness for quick action.

★

Somebody shook the government long-time-loan-to-the-public ghost out of the closet again a few days ago and it, plus tightening interest rates on short-term money, is credited with the Victory 2½ per cent bonds slipping a point from 104 and 8/32nds to 103 and 8/32nds. The government 2s eligible for banks were off only about ⅛ to ¼. The close Wednesday was on the upside, however, and traders are inclined to look on the whole deal as possibly manipulation to shake out some of the speculators.

★

R. C. Mees, resident partner Paine, Webber, Jackson & Curtis, has returned from an extended West Coast business and pleasure trip.

★

C. A. Burnham, First National Bank, is spending his holidays on Lake Superior's North Shore. He is accompanied by Major Stubbs, fiscal agent for the government with the Federal Reserve Bank here during the war.

★

"Red" Loudon, popular Piper, Jaffray & Hopwood partner, has returned from his 30th reunion at Dartmouth College. "Hap" Atwood, president First National Bank, attended also.

★

Milo Meier, municipal department of Paine, Webber, Jackson & Curtis, is on a holiday in the Gallatin Valley in Montana.



For FAST DEPENDABLE FREIGHT SERVICE

Specify Routing Via...

GARRISON DAM

One of the biggest projects ever undertaken for the benefit of the Midwest is the Missouri River project known as the Garrison (N. Dak.) Dam. The nearest railhead is Riverdale Junction, N. D. on the

SOO LINE

and shipments of material to that point should be routed c/o SOO LINE RAILROAD at Chicago, Milwaukee, Manitowoc or Minnesota Transfer (St. Paul-Minneapolis) for the most expeditious handling.

Consult Your Local Agent



C. S. ASHMUN COMPANY INVESTMENTS

1212 1ST NATIONAL-SOO LINE BUILDING
BRIDGEPORT 1175
MINNEAPOLIS 2, MINN.

R. G. Andrews of J. M. Dain & Co. has returned from a vacation spent fishing in the North woods.

George Everitt of the bond department First National Bank won first prize in the Aquatennial Dry Fly-casting tournament Monday night. Prize was a beautiful Aquatennial medal.

Rae Lauder, A. C. Allyn & Co., is on vacation in the North country.

Don Goodman, Kidder, Peabody & Co., after having made extended improvements in his summer home at Christmas Lake, is now comfortably located there for the summer.

Bill Lewis, Merrill Lynch, Pierce, Fenner & Beane, is taking his holidays at home. Bill claims there is a lot of janitor work to be done around the place.

Bill Simonton, old-time Minneapolis municipal man, has moved with his family to California.

Warren Gochenour, Irving J. Rice & Co., St. Paul, and family are currently vacationing in Montana.

J. M. Dain & Co. employes will have their office picnic Friday at the summer home of Harold Bishop near Hudson, Wis.

Russell-Miller Milling Co. has declared a quarterly dividend of 50 cents a share on common payable Aug. 1 to stockholders of record July 24.

Investors Syndicate Doubles Gross Sales

Gross sales of Investors Syndicate's affiliated and subsidiary companies almost doubled the first six months of 1946 over the corresponding period last year, it is announced by R. L. Smith, Jr., vice president and general sales manager of the international investment company.

"New business, consisting of sales of certificates for our face amount companies and shares of capital stock for our 'Fund' companies, amounted to \$119,510,664 at the end of June compared with \$60,124,530 last year," Vice President Smith says.

Investors Syndicate of America, Inc., sales jumped from \$35,700,100 (face amount) in the first six months of 1945 to \$73,347,777 (face amount) in the same period this year; Investors Syndicate of Canada, Ltd., new business rose from \$8,573,000 to \$18,528,000 during the same six months; Investors Syndicate Title & Guaranty Co. reported an increase of \$4,000,000; and Investors Syndicate's three affiliated "Fund" companies grew more than \$19,000,000.

The month of May, 1946, was the best new business month in the history of the company. More than \$20,000,000 in new business was written during the month compared with \$18,600,000 for the previous best month in 1938.

Practical Assistance to Institutions in the Solving of Their Investment Problems

Today's changing markets call for all available aid in the solving of the many investment problems which constantly confront banks, insurance companies and other large institutional investors. That we are fitted to render a comprehensive service has been proved by our many years of successful experience in this field.

Our staff members are familiar with all types of securities and are able to provide basic facts, when needed, concerning current security markets. Moreover, through the facilities of our 91 strategically located offices—interconnected by direct wires—we are able to obtain these investment facts promptly.

Should you require such a practical and comprehensive service, we would be happy to discuss your problems with you in person on a confidential basis.

MERRILL LYNCH, PIERCE, FENNER & BEANE

*Underwriters and Distributors of Investment Securities
Brokers in Securities and Commodities*

Minneapolis.....	Rand Tower
St. Paul.....	First National Bank Bldg.
Milwaukee.....	710 North Water Street
New York.....	70 Pine Street

Offices in 90 Cities

Hallet and Carey Company

GRAIN MERCHANTS

offer services of a competent specialist for each grain, with constant knowledge of values in all markets.

MAIN OFFICE: MINNEAPOLIS

A Thumbnail Sketch

James B. Lund has the Same Boss in Peace and War

He may have changed jobs, but he still has the same boss. Who? James B. Lund, new public relations representative Chicago, St. Paul, Minneapolis & Omaha Railroad, a subsidiary of the Chicago & North Western Railroad.

During the war, he served under Gen. Carl R. Gray in the 1st Military Railway Service as a company commander. Later, he was battalion commander 749th Military Police Rail Security Battalion.

After receiving his discharge, he was appointed to his present position by Mr. Gray, now vice president in charge of Chicago & North Western public relations.

Mr. Lund worked with the railroad before the war. He started as transportation apprentice, then was advanced to assistant contracting attorney.

He was born and raised in Stillwater, Minn., graduated from high school there in 1934, attended the University of Minnesota, graduated from Business in 1938,



from Law in 1941. He was on the Gopher football squad in 1935-36.

He is the son of Bert O. Lund, assistant manager Northern States Power Co., St. Paul.

Serious Shortage of Linseed Oil Faces Industry

Flax output now is estimated by the government to be 20,149,000 bushels, comparing with more than 33,000,000 last year. This situation inevitably spells a serious shortage in linseed oil this year and next for the paint industry and varied commercial uses. It would have required a total of 55,000,000 bushels this year to come near reaching commercial demands. The shortage also will be felt seriously by livestock raisers, flax-meal being largely used as a high protein feed.

Evidencing failure of Northwest farmers to reach their estimated spring planting intentions are figures just obtained by Commercial West, revealing a heavy acreage drop in July 1 acres for harvest as against farmers announced intentions. For Northwest states this is the situation:

	July 1 Farmers Intentions	Harvest Acres
Minnesota	1,009,000	866,000
North Dakota	1,492,000	810,000
South Dakota	425,000	354,000
Montana	171,000	56,000

Goals for the nation this year totaled 4,318,000 acres with farmers intentions to plant set at 3,497,000. Actual July 1 acres to harvest were down from both figures to 2,465,000.

Northwest Crops Coming Along Good

With spring wheat well on the way to being harvested, another bumper crop—and of excellent quality and weight—now is indicated.

Corn has had one of the best of years. Most of it was planted early, hot June and July weather with plenty of sun and moisture, has brought it along to better than seasonal conditions and practically all fields have been laid by. It looks like a record Northwest crop as well as elsewhere in the Corn Belt, the July 10 Agricultural Department report indicating an all-time high yield of 3.3 billion bushels.

JURAN & MOODY

MUNICIPAL SECURITIES EXCLUSIVELY

BOUGHT, SOLD, QUOTED

Telephones:
St. Paul—Cedar 8407
Minneapolis—Nestor 6886

Ground Floor
Minnesota Mutual Life Bldg.
Saint Paul 1, Minnesota



GENEVA 2701

NORTHERN ENGRAVING Company

285 S. THIRD STREET • MINNEAPOLIS • MINNESOTA

Good Plates at the Right Price, Always on Time

NORTH DAKOTA

State and Municipal Bonds

H. E. MUELLER

Hazen
North Dakota

Pulp Mill to Shorten Flax Trip From N. W. Fields to Paper

Manufacture of cigaret paper from flax straw has been drawn closer to the Northwest supply of flax by announcement of the St. Paul Association of Commerce that a flax pulp mill is to be established in the Hazel Park section of St. Paul, with operation scheduled to start next Jan. 1. The mill will be operated by Peter J. Schweitzer, Inc., and will employ about 100 at the start.

There are several mills in the Northwest which manufacture flax fiber from the straw. The pulp mill will take this fiber and out of it make the pulp from which the paper is made. This pulp will

be shipped to one of the Southern states which since shortly after the beginning of the war has been making cigaret and other specialty papers from flax fiber.

Heretofore this fiber has been shipped by the Northwest mills processing the flax straw to the Southern paper mill. Now they will be able to ship it directly to the pulp plant in St. Paul.

While it could not be confirmed at this time, there is possibility that later a cigaret paper mill may be located in the Twin Cities, thus concentrating operations from the growing of the flax to manufacture of the paper.

High Butter Price Got Farmer Only 52½ Cents an Hour

In a constructive answer to the buyers' strike and hue and cry raised over the price of butter that followed automatic cancelation of OPA, the two big dairying organizations of Minnesota—Land O'Lakes Creameries, Inc., and Twin City Milk Producers Association, with the Minnesota Farm Bureau adding its strength—ran a striking series of page ads in Minnesota daily and Sunday papers and in eastern publications showing factually why dairymen were more than entitled to the increase in price.

These advertisements were prepared by the Campbell-Mithun advertising agency of Minneapolis and Chicago and the facts presented were used only after the most critical study based on official reports by the University of Minnesota

and the U. S. Department of Agriculture.

Result of this study developed the fact that average actual returns to dairymen, after present-day increased operation costs, was only 52½ cents an hour. That meager return was calculated on receipt by the farmer of 80 cents a pound for his butterfat and 90 cents a pound for skimmed milk.

The study pointed out that if the farmer got \$1 an hour return butter would cost more than \$1.10 a pound and that if he got time and a half for overtime (which, of course, he doesn't) the butter price would be well over \$1.35 a pound.

"How can anyone justify a buyers' strike against men who earn less than 53 cents an hour," queried the advertising pointedly.

Northwest Stocks

Minneapolis-St. Paul Stock Exchange

July 25, 1946

	Bid	Asked
First Bank Stock.....	20	20 1/8
N W Banco.....	27	27 1/2
Mpls Brewing.....	19	19 1/2
Minn Min & Mfg.....	.....	.....
W H Barber com.....	24	30
Diamond Iron Works.....	.....	.....

★

These bid and asked quotations represent prices at which one or more dealers, members of the National Association of Securities Dealers, Inc., would trade with the general public at the time the quotations were gathered, at 12 noon Thursday:

July 25, 1946

	Bid	Asked
Bank Shares A.....	17	.....
Bank Shares B.....	3 1/2	.....
Bureau of Engraving 8% pfd.....	25 7/8	.....
Bureau of Engraving com.....	5	.....
Filbert Corp.....	19 1/2	.....
Flour City Ornamental Iron com....	5	6
Franklin Co-op Creamery com.....	45	.....
Gamble Skogmo Inc 5% pfd.....	104	.....
Gamble Skogmo A.....	94	.....
Griggs Cooper & Co 5% pfd.....	102 1/2	.....
Kahler Corporation com.....	37	.....
The Lavoris Co com.....	60	.....
Mankato Brewing.....	4 3/4	.....
Marshall Wells Co 6% pfd.....	104 1/2	.....
Mid-Continent Air Lines.....	14	16
Mpls Gas Light 6% pfd.....	105	.....
Mpls Gas Light 5 1/2% pfd.....	107 1/2	.....
Mpls Gas Light 5.10% pfd.....	104 1/2	.....
Mpls Gas Light 5% pfd.....	103 1/2	.....
Minn & Ontario Paper com.....	18 1/4	19 1/4
Minn Power & Light 7% pfd.....	104	108
Minn Valley Canning 5% pfd.....	102	.....
Minn Valley Canning com.....	70	.....
Minn Valley Canning trusts ctfs....	5	.....
Mont-Dak Utilities 5% pfd.....	104	107
Nicollet Hotel 1st pfd.....	75	80
Nor Sta Pwr (Del.) 7% pfd.....	116 1/2	119 1/2
Nor Sts Pwr (Del.) 6% pfd.....	110	113
Northland Greyhound 3 3/4 pfd.....	101	.....
Nor Grey Lines com.....	55	.....
N W Fire & Mar com.....	24 1/2	.....
N W Natl Life com.....	18 1/2	20 1/2
N W Pub Serv 7% pfd.....	107	.....
N W Pub Serv 6% pfd.....	105	.....
Otter Tail Power \$4.50 pfd.....	100	.....
Otter Tail Power com.....	55	.....
Pioneer Engineering Works pfd....	49	.....
Pioneer Engineering Works com....	4 3/4	.....
Russell Miller Milling pfd.....	105 1/2	.....
Russell Miller Milling com.....	38	41
St. Paul Union Stockyards com....	18 1/2	20 1/2
Title Insurance com.....	75	.....
Toro Manufacturing Co.....	21	23
Twin City Fire Ins com.....	19	.....
Weyerhaeuser Timber com.....	70 1/2	73 1/2
Red Owl Stores Inc com.....	37	.....

WHEAT

and Other Grains
By the
Truck-Load
Car-Load
Boat-Load
Anywhere
Any Time

COAST TO COAST GRAIN SERVICE



Minneapolis and All Principal Markets
For Crop News, Read the Cargill Crop Bulletin

Established 1885

H. C. SPEER & SONS CO.

MUNICIPAL, COUNTY AND SCHOOL BONDS

135 S. LaSalle St.

Chicago

J. M. DAIN & COMPANY

RAND TOWER

MINNEAPOLIS 2

Specialists in Local Corporation
and Municipal Securities

MEMBERS
MINNEAPOLIS - ST. PAUL STOCK EXCHANGE

INSURANCE . . .

Executives Table Proposed Liability Term Extension

Proposal to extend automobile bodily injury and property damage insurance from the present 12-month limit to a 15-month term, reported to have been rejected by the National Bureau of Casualty and Surety Underwriters recently, has been merely tabled until September, Commercial West learned in an interview with a member of the Bureau this week.

Insurance companies are reluctant at present to approve the measure now in the face of the unfavorable trend in loss ratio and the unsettled state of credit conditions.

The inordinately high percentage of loss is making auto insurance underwriting a precarious business at present, with no indication of an immediate downward trend, figures throughout the nation reveal.

This, coupled with the possibility of an easier credit situation if Regulation W, which under wartime emergency rules limits instalment buying to 15 months, is relaxed, tends to promote a

"wait and observe" attitude on the part of Bureau members.

Company representatives opposed to approving the extension at this time hold that this stand will not affect success of the Bank Agent Auto plan adversely. It is reported that they have no objection to the term extension in principle.

The proposal, previously approved by the Bureau's executive committee and by its rating committee, was made in order to facilitate writing of an over-all policy to include liability insurance with the auto theft, fire, and collision coverage now called for in the Bank-Agent plan.

Contending that disparity between the 15-month term allowed on auto fire, theft, and collision coverage and the 12-month limitation on liability insurance will tend to discourage purchase of liability coverage, insurance agents over the nation claim that rejection of the extension must necessarily impair effectiveness of the Bank-Agent plan, the American Agency Bulletin has stated.

These producers see definite danger of losing this liability business if adoption of the proposed extension is delayed until the present demand for new cars levels off.

A Commercial West survey of representative Twin City agencies failed to uncover any undue concern over the reported rejection. General feeling was that the auto owners' need for liability insurance could be cared for adequately as in the past by writing of consecutive policies.



DAVID E. KILGOUR

Great-West Appoints Kilgour to Head Agency System

H. W. Manning, vice president and managing director Great-West Life Assurance Co., Winnipeg, has announced the appointment of David E. Kilgour to the senior office of superintendent of agencies.

Mr. Kilgour joined Great-West in 1933, has been secretary of the company since 1943. His new duties will embrace the agency organization both in the United States and Canada.

Great-West Life first entered the U. S. in 1906. Statistics from the company's latest report to policyholders show that over 43 per cent of new business came from the U. S. and of the total amount in force, 30 per cent is American business. The company maintains a deposit of American securities in the U. S. more than sufficient to cover all obligations to American policyowners.

Canadian Banker Heads Crown Life Insurance Co.

Herbert D. Burns, president Bank of Nova Scotia, has recently been elected chairman of the board and president Crown Life Insurance Co., Toronto.

Mr. Burns has been a director of the insurance organization for 19 years. He was elected vice president in 1937.

The Bank of Nova Scotia, incorporated in 1832, maintains a branch in the Wall Street section of New York. It now has assets of over \$600,000,000.

50

Years of

Dependable Service

North American Life and Casualty Co.

H. P. Skoglund, President
Minneapolis Minnesota

LIFE-ACCIDENT-HEALTH-HOSPITALIZATION

Full Coverage Automobile — Workmen's Compensation
General Public Liability Insurance

IOWA MUTUAL LIABILITY INSURANCE CO.

Home Office Cedar Rapids, Iowa

A Full Legal Reserve Non-Assessable Company

"THE AGENCY MUTUAL SINCE 1909"

BANKERS: MAKE MORE MONEY

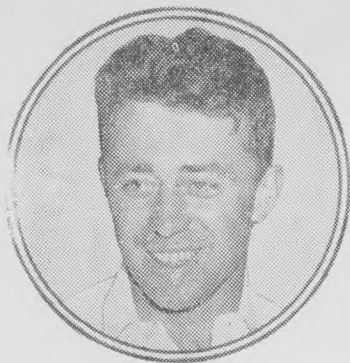
. . . The Bankers' Company . . .

POLICYHOLDER'S NATIONAL LIFE INSURANCE COMPANY

(Old Line Legal Reserve)

SIoux FALLS

SOUTH DAKOTA



VIRGIL V. ROBY
Leaving in September

Insurance Riders

Virgil V. Roby, Minneapolis manager Travelers, will leave Sept. 1 to assume his new duties as assistant superintendent of agencies at the Travelers home office in Hartford. Mr. Roby is active in Minnesota Association of Insurance Agents, Minnesota Pond Blue Goose, and Minnesota Underwriters, as well as in state golf circles.

James H. Otis, recently discharged from the Army after 32 months' service, was promoted to superintendent St. Paul office Hartford Accident & Indemnity upon his return to the company. Mr. Otis joined Hartford in 1938 and came to St. Paul in 1940.

Two of Austin's (Minn.) oldest insurance agencies, the A. C. Page Insurance Agency, founded in 1880, and the Austin Insurance Agency, founded 1919, were consolidated effective July 1 under the title of Austin Insurance Agency. Merrill G. Rolfson and Helen Baird Vance, who headed the two organizations, are partners in the new venture.

Clyde Helm, secretary Insurance Federation of Minnesota, giving "credit where credit is due," revealed the source of the fresh flowers which have appeared on his desk each day since May. The secret is Mrs. Helm's "green thumb" in making flowers of all varieties flourish in the Helm yard.

Herbert S. Woodward, vice president Columbia Heights State Bank, who is associated with the Adam Brown agency, Minneapolis, was the individual high salesman for Great Northern Life Insurance Co., Chicago, during June.

E. B. Dunning, vice president and treasurer Dunning & Dunning Co., Duluth, is retiring Aug. 1 and will move to California. Dunning & Dunning is one of Duluth's oldest insurance organizations.

Constitution Changes Slated for Denver Consideration

Changes in its constitution, necessitated by the organization's rapid growth and increased activity, designed to better represent the individual member will be proposed at the National Association of Insurance Agents convention in Denver, Sept. 22-26, Richard A. Thompson, Minneapolis, Minnesota national state director and member of the association executive committee, revealed on his return from the committee's quarterly meeting in New York this week.

The committee on constitution changes reported in New York a plan whereby the executive committee will become a purely administrative body while the national board of state directors handles legislative matters, and the two bodies will be completely separated as to membership.

Under the present constitution the state directors group had many implied powers but no legal jurisdiction. The new proposal would give the board power to formulate the policies of the association and to pass on any phase of the financial

program relating to increase of the organization's revenue.

It also provides that the immediate past president, instead of the incumbent, shall preside over the state directors' board, that the executive committee shall be enlarged by two more members, and that all members of the executive committee be elected by the state directors group.

These changes must be proposed at the convention by state associations, Mr. Thompson said, and passed on by the assembled convention. In effect they will give individual members greater voice in shaping association policies, and will provide more time for association officers to carry out those policies.

At its meeting the executive committee also considered abolition of the national mid-year meeting in favor of two- or three-state territorial gatherings.

"The entire program set forth," said Mr. Thompson, "although it will require increased revenue, will greatly enhance the value of the association to its members."



*it's all there
in a nutshell*

SPEED UP THE ACCEPTANCE OF YOUR BOND RISKS BY KEEPING ANCHOR'S "FIELD COUNSELLOR" CABINET AT YOUR ELBOW.

A simplified system for the preparation of Bond submissions—organizes the entire business for the Agent.

Application supply folders with indexed, manual-colored tabs carrying complete instructions for submission of risks; in addition, copyrighted factual information of an educational nature, in condensed form.

Anchorating Assures Smooth Saleing

Short Form Applications

Simplified Rate Manual



ANCHOR CASUALTY CO.
ST. PAUL 1, MINN.

New Credit Manager at Seattle

Former Minneapolis One of Several Upped by Commerce Bank

Promotion of three officers of the National Bank of Commerce of Seattle to assistant vice president, election of two new branch managers, and several other management changes are announced by J. W. Maxwell, chairman of the board, following the directors' mid-year meeting.

Clarence W. Kidd, a loaning officer, and Walter F. Clift were elected assistant vice presidents at the head office. Mr. Kidd joined the bank as a youth 29 years ago and had been an assistant cashier since 1940. Mr. Clift, assigned to an expanded head office loan administration, joined the staff 12 years ago and had been credit department manager since January, 1945.

The new credit manager is Harold Wittenberg, who has a farming and merchandising background in addition to country banking experience and 13 years with banks in Minneapolis and Portland, Ore. He majored in finance, accounting and economics at the University of Min-



HAROLD WITTENBERG

nesota, and his first five and one-half years in business were in country banking in North Dakota. Then, from 1930 to 1935, he was associated with Northwest Bancorporation, Minneapolis, serving as bank, investment company, and livestock loan company examiner, auditor and statistician. Transferring to the First National Bank of Portland, his duties were largely in credit work and loan supervision, and the last four years as assistant vice president in the head office. In 1944 and 1945 he operated his own farm in Hancock county, Iowa, before returning to banking.

Other mid-year changes:

Horace S. Van Tinker, civic and banking leader in Skagit county, elected manager of the Bellingham (Wash.) branch.

W. G. Fulton promoted to cashier and Donald J. Kallstrom elected to succeed him as assistant cashier at Mount Vernon.

Frank M. Abercrombie, an assistant cashier at the main office since 1942, elected assistant manager of the Centralia (Wash.) branch.

BANK NOTES

Bankers from Michigan's Group One made a big hit at the Michigan convention at Mackinac Island recently. They purchased several hundred maple salad bowls, had them shipped to the Grand

hotel, where they were given to persons registering at the convention.

★

Sumner G. Sinclair, auditor Northwestern National Bank, Minneapolis, has been newly appointed to the faculty of Central States School of Banking during its two-week session at Madison, starting July 29. His subject will be, "Internal Audit."

★

Julian B. Baird, president First National Bank of St. Paul, was host July 18 to 60 World War II employe-veterans at a buffet supper and party at his Sunfish Lake home. Guests enjoyed swimming, games, a buffet supper and a typical GI songfest for which music was provided during the evening.

Deposits and Loans Up in Minnesota Bank Report

F. A. Amundson, commissioner of banks, announces completion of the tabulation of reports on the condition of Minnesota's 490 state banks, one savings bank and four trust companies as of June 29. It shows:

Loans and discounts up \$10,452,342 to a total of \$161,805,708.

U. S. bonds and securities up \$13,537,041 to \$536,356,082.

Other bonds and securities, including obligations of states and political subdivisions, up \$3,963,454 to \$45,776,823.

Other real estate down \$9,441 to \$42,784.

Deposits of all kinds up \$22,371,560 to a total of \$846,012,058. Demand deposits up \$14,911,224, time deposits up \$15,310,362. U. S. government deposits down \$14,967,427. Deposits of state and political subdivisions up \$6,807,223.

Cash and due from banks \$149,549,977, decrease of \$3,482,588 since March 30.

Total capital accounts \$51,722,395, an increase of \$1,906,707 since March 30.

"It is interesting to note," says Mr. Amundson, "that deposits increased \$170,124,568 since June 30, 1945. During that same period, loans and discounts increased \$23,243,528, U. S. government obligations increased \$137,911,893, and capital accounts increased \$5,291,609.

"The bank's retired capital debentures totaling \$378,900 since June 30, 1945.

"There is a definite increase in loan demand and this, we believe, is due to business expansion, veterans' loans and loans for the financing of new homes and the purchase of existing homes."

CALHOUN CLUB

(Continued from page 11)

will seat some 300 people. Overlooking Lake Calhoun, it will provide a beautiful setting under bright canopies and beach umbrellas for dining and dancing warm summer evenings.

Recreational and sports activities will be featured, both in and out doors, with the Olympic size pool offering swimming winter and summer. Four bowling alleys in the basement, the large gymnasium and three handball or squash courts will entertain the athletically inclined members.

For the women there is a separate lounge, in fact, the club has a separate unit for them. This permits entrance to baths, gymnasium, swimming pool and hydriatic departments without going through main hallways.

Apartments, no two of which are alike, run from the fourth to ninth floors, with the exception of the eighth floor, which will have 40 single guest rooms for use of the club.

These will be available for out-of-town members and their families and will not be rented on a permanent basis.

25 YEARS AGO

From Commercial West, July 30, 1921

Henry Koester has been elected cashier Farmers State Bank, Round Prairie, Minn., succeeding Emil G. Johnson, resigned.

★
Louis O. Lund is one of the organizers of First National Bank, Farwell, Minn. The bank will be capitalized at \$25,000.

★
James C. Nelson is president North Side State Bank, Albert Lea, Minn. Fred S. Ruble is vice president and James L. Sorenson is cashier.

★
George H. Otterness has been named vice president Kandiyohi County Bank, Willmar, Minn. N. H. Tallakson was elected cashier.

★
The Brainerd (Minn.) State Bank will erect a new building next spring at a cost of between \$60,000 and \$75,000.

★
Work probably will begin this fall on the new building for the Duluth (Minn.) State Bank. The building will cost approximately \$100,000.

★
Robert Gwyther of Fort Rice has been elected president Citizens State Bank, Selfridge, N. D. Fred Rott was elected vice president; John Nagel, cashier, and M. G. Redman, assistant cashier.



ROBERT B. LOCKE, manager Detroit branch Federal Reserve Bank, president Detroit Chapter A. I. B., and new president A. I. B.

J. H. Sinclair is president and Charles Doctor is vice president of the newly-organized Farmers State Bank, Tolley, N. D.

★
Charles Wharton, formerly assistant cashier First National Bank, Salem, S. D., has been named cashier First National, Bank, Davis, S. D.

★
Charles S. Ashton has been promoted from assistant cashier to cashier International State Bank, Sioux Falls, S. D.

★
A. S. Loucks has been elected cashier Farmers State Bank, Barber, Mont.

★
The Merchants National Bank, Fargo, N. D., has moved into its new building.

★
An addition to the Fergus Falls (Minn.) National Bank building is being built.

★
H. H. Sievers, formerly cashier Farmers State Bank of Belview, Minn., has purchased an interest in First National Bank, Buffalo, Minn. He has been elected vice president. Edward Siefert of Lamberton was elected assistant cashier.



RALPH E. BOSTWICK, Federal Reserve Bank, Minneapolis, and president Minneapolis Chapter A. I. B.

BUSINESS WANTS

**Let This Department
Do The Job For You**

SITUATIONS WANTED

Assistant Cashier, twenty-nine, 5 years experience country bank. Excellent references. Consider any location, position or investment. For personal interview write Box 656 care of Commercial West.

BANKS WANTED

Over 41 years of continuous personal service in negotiating the sales of banks confidentially. It's the personal service backed by long experience that gets results. Over 50% of our sales made to the first purchaser introduced. 1945 sales include banks as far East as Indiana and as far West as Washington. When planning to sell, consult us by mail or in person without obligation. The Charles E. Walters Company, Omaha, Nebr.

Would like to buy bank, with \$25,000 capital, in northern or western Minnesota. Confidential. Address Box 580, care of Commercial West.

MISCELLANEOUS

For Sale: Complete set of Bank fixtures including Diebold Timelock safe, Tellers section, posting machine, Adding machine, etc. A. L. Hillemann, Windsor, North Dakota.

BANKERS-ARE-FIRST-AS-OUR-REPRESENTATIVES after 25 years experience with Bank Agencies—Life—Accident—Health—Hospitalization. Top commissions—low cost—usual and unusual policies. Write MOORE AND SONS—Insurance Brokers—1077 N. W. Bank Building—Minneapolis, Minnesota.

Need Capable Help?

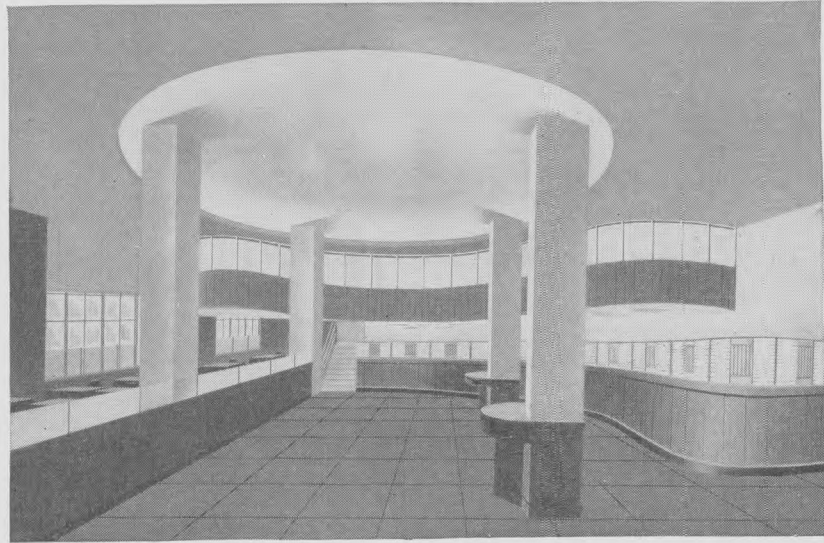
We have the applications of a number of capable men who are looking for positions as teller, assistant cashier, or cashier. Many of these are young men who have recently returned from the service and who had previous banking experience.

W. R. OLSON COMPANY
Fergus Falls, Minn. Phone 2458

ADVERTISING RATES IN THIS DEPARTMENT:
Four (4) cents per word, each insertion. Words displayed in capital letters, 8 cents each. Initials, name, address, location, abbreviations count as one word each. Copy paragraphed, 28 cents per line. "Blind" address counts as four additional words. Check or postage stamps must accompany all orders. All answers to advertisements under key numbers must be accompanied by a 3-cent stamp.

COMMERCIAL WEST
52 Times a Year

Public National Remodels



The Public National Bank & Trust Co.'s newly remodeled and enlarged quarters at its mid-town office in New York, 60 per cent larger than the old quarters, were made necessary by a substantial growth in business and an enlarged demand for all banking services. Joseph Singer, vice president, is in charge of the office. Associated with him are John Obeda, vice president; Herbert K. Baskin and Peter White, assistant vice presidents, and Benjamin Sloan, assistant cashier.

Amboy Bank Control Changes

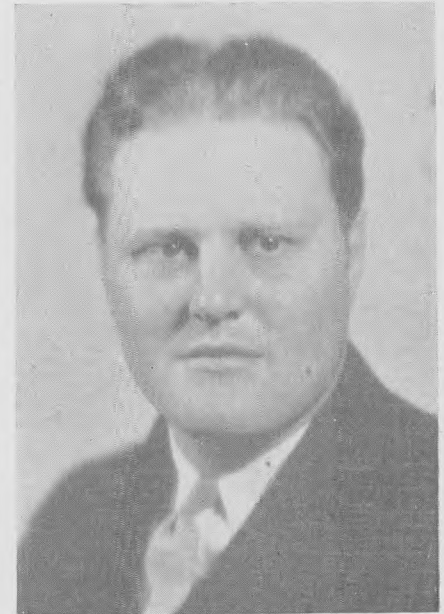
**Dick Myers, Bill Blethen and
Sam Wilson New Owners;
Eldor Pick, Cashier**

Controlling interest in the Security National Bank of Amboy, Minn., has just been purchased by Richard L. Myers, president First National Bank of Good Thunder, and William C. Blethen and Samuel B. Wilson, Mankato attorneys.

Purchase was made from C. H. G. Hazel, president; George Sharp, vice president; Herbert Dredge, assistant cashier, and the estate of the late E. C. Wingen, cashier, who died about three weeks ago.

New officers of the bank are Mr. Myers, president; Mr. Blethen, vice president, and Eldor Pick, formerly assistant cashier First National Bank, Mapleton, cashier.

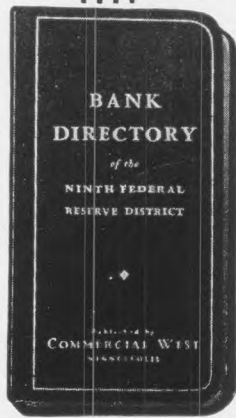
Mr. Myers, who will be inactive president the same as he has been inactive president at Good Thunder since he moved to Mankato some two years ago to take over active management of the Office Specialties Co. which he pur-



RICHARD L. MYERS

chased at that time, went from the University of Minnesota to Good Thunder in 1938.

Amboy is 13 miles from Good Thunder.



Ordered Yours Yet?

1946 EDITION
of "THE LITTLE RED BOOK"

SEND IN THIS COUPON:

COMMERCIAL WEST,
603 Second Ave. So.,
Minneapolis 2, Minn.

Attached is our (my) check for \$7.50 for which send the COMMERCIAL WEST for one year (52 issues) and one copy of your 1946 Bank Directory of the Ninth Federal Reserve District.

Commercial West alone \$5.00
The Directory alone... 5.00

Total\$10.00

Save **\$2.50** by ordering them together now at only..... 7.50

The Directory alone to regular Commercial West subscribers 2.50



Reproduced from an original painting by the South American artist, F. Molina Campos

The Zamba

Constitution Day, is a big "fiesta," for on this day we became united as a nation.

The Fiesta is on! Friends from all around have come to celebrate. Plenty dancing! A guitar and an accordion provide the music. We have a singer, too — he is the guitar player — a mournful looking soul, that doesn't pay much attention to the accordionist's accompaniment and has the poor fellow all worried. But the dancers don't care and are thoroughly enjoying themselves. Whether it is a waltz or a Zamba, they are in the spirit of it all. Just watch the Zamba cavaliers and their play with the handkerchiefs! And the girls and their tinkling feet! Are they delighted! The dogs seem puzzled. The old man sleeps soundly. The divine music perhaps has carried him into the world of dreams, or perhaps the noise bored him to sleep. Watch out, lad, with that feather!

The fiesta is a gay occasion for those who till the

good earth of the friendly pampas. Modern methods and machinery and lots of hard work have made possible a more bountiful existence and provided more time in which to enjoy the little pleasures that make life worth while.

Minneapolis-Moline is proud of its contribution as manufacturers of soundly engineered implements and power equipment that increase productivity, conserve the natural resources of the soil, lighten the burden of physical labor, and make possible more leisure hours for farmers around the world.

The rugged construction of MM Modern Machinery and its proven dependability accounts for its wide acceptance. Minimum operational and maintenance costs recommend MM as a sound investment that alert bankers are financing for progressive farmers. By so doing they are contributing to a more stable future for the basic industry that underlies the progress of all mankind.



MINNEAPOLIS-MOLINE POWER IMPLEMENT COMPANY

MINNEAPOLIS 1, MINNESOTA, U. S. A.

