

November 1, 1958

COMMERCIAL WEST

THE MAGAZINE OF
BANKING AND BUSINESS

EVERY WEEK SINCE 1901

Incorporating NINTH DISTRICT BANKER • MINNESOTA BANKER • MONTANA BANKER

LIBRARY
OCT 31 1958
FEDERAL RESERVE BANK
OF MINNEAPOLIS



FOR IOWA, 1958 IS A RECORD YEAR (Page 10)

More News and Pictures of Iowa Convention and Minnesota Groups

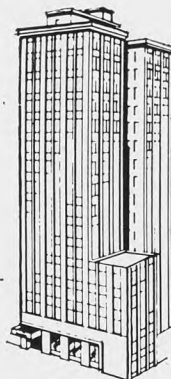
TRUST DEPARTMENT

in an age of specialists
We Specialize

THE SPECIALIZED SERVICES of a Trust department are frequently necessary to properly answer today's varied trust problems. At Northern City National Bank we have developed areas of specific skills to serve you and your customers more fully.

Here highly-trained men devote their efforts to individual fields: estate planning; taxes; investments; property management. When you seek assistance on these matters you benefit from the experience of each staff member in his own specialty.

*We welcome your requests
about our specialized—yet
complete—trust service.*



NORTHERN CITY

Duluth, Minnesota

TRUST DEPARTMENT

R. E. CHABOT
Vice President & Trust Officer

C. G. FISHER
Trust Officer

G. A. KREAGER, JR.
Trust Officer

F. V. YOUNG
Assistant Secretary

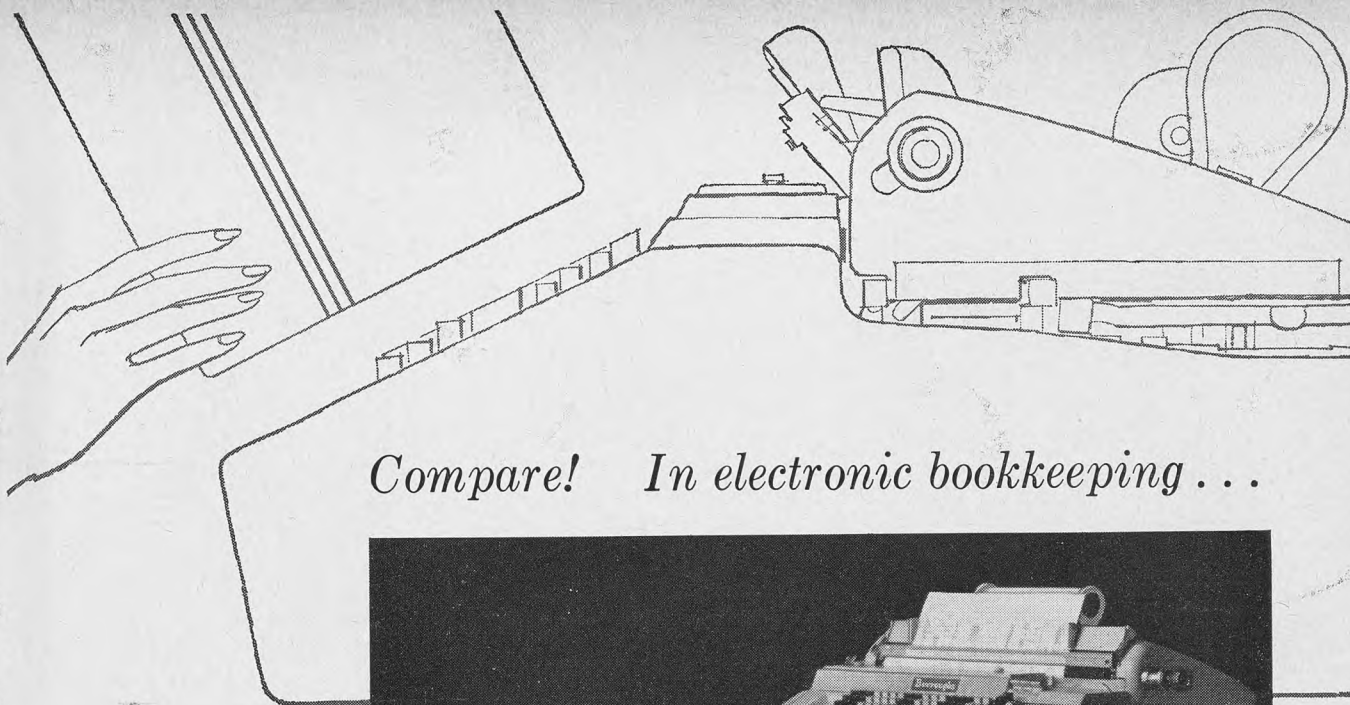
L. E. SHERVY
Trust Officer

J. M. HARRIS
Investment Trust Officer

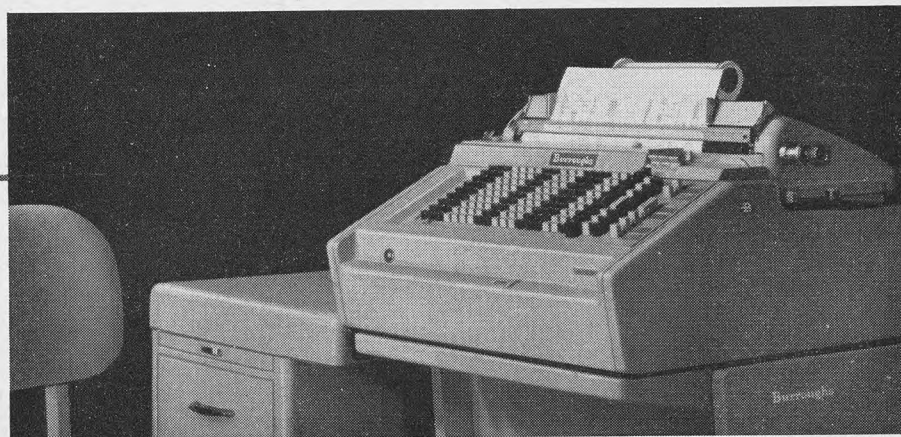
J. H. SAUNTRY
Assistant Secretary

National Bank

Member Federal Deposit Insurance Corporation



Compare! In electronic bookkeeping . . .



ONLY BURROUGHS GIVES YOU SOPHISTICATED ELECTRONIC TECHNIQUES

For your own protection, by all means *compare* the Burroughs Electronic Bank Bookkeeping Machine with others now on the market—before you make this all-important investment. The Burroughs is the *one* machine that brings you truly sophisticated electronic techniques—such as:

- *Computer-type modified binary code.*
- *Three thin magnetic ink stripes, in less than one inch of space, that store account number, dollar balance, sign of balance, check count balance, posting line position and alert signals.*
- *Advanced design and functions that make it possible to use simple, prac-*

tical forms that are easy to fold, easy to mail.

- *Compactness—the design that can only come from full and knowing utilization of the advantages of electronics applied to accounting.*

Yet that's only the beginning of the exclusive advantages—such as *full* electronic verification—built into the Burroughs Electronic Bank Bookkeeping Machine for you.

Yes, compare! See for yourself how advanced your electronic bookkeeping can be—turning out more work at a faster pace with greater accuracy and economy than you'd think possible. Just call our nearby branch office today for full details. Burroughs Corporation, Burroughs Division, Detroit 32, Michigan.

Burroughs—TM



Burroughs Corporation

"NEW DIMENSIONS | in electronics and data processing systems"

Your direct wire to the Bond Market



Another reason why more and more bankers are turning to

Manufacturers Trust Company

If you wish to buy or sell any types of United States Government, State or Municipal securities, we can help you.

Manufacturers Trust deals in these securities at *net* prices. We also are members of the selling group for Government Agency bonds whenever new issues are offered.

Securities purchased for our correspondent banks may be placed in safekeeping with us without charge. Shipping costs are thereby eliminated, and the securities are always available for immediate sale and credit to their accounts whenever funds are needed quickly.

Why not check prices with us whenever you are in the market to buy or sell bonds?

Call HAnover 2-7182 and reverse the charges or use the Bank Wire, call letters NMFR

Other Correspondent Bank Services

- ★ Bond Portfolio Analysis
- ★ International Banking Service in 153 countries
- ★ Personal and Corporate Trust Service, including Pension Plans, Dividend Payments and Other Related Services.
- ★ Up-to-the-Minute Credit Information
- ★ Surveys and Recommendations on Bank Operations
- ★ Around-the-Clock Transit Service
- ★ Domestic and World-wide Collections
- ★ Group Life Insurance and Pension Plans
- ★ Excess Loan Participation

Head Office: 44 Wall Street, New York 15, N. Y.

Member Federal Deposit Insurance Corporation

COMMERCIAL WEST

COMMERCIAL WEST

INCORPORATING NINTH DISTRICT BANKER • MINNESOTA BANKER • MONTANA BANKER

EVERY WEEK SINCE 1901

Published by

The Commercial West Company

603 Second Avenue South
Minneapolis 2, Minn.

Telephone: FEderal 3-5591



VOLUME 116, NUMBER 18

NOVEMBER 1, 1958

SPECIAL ARTICLES

Ninth District Economy Exhibits New Strength	8
Christmas Club Ready to Pay Record Year-End Total	9
Iowa's Record Agricultural Year Combines With Record Bankers Convention Turnout	10
U. V. Wilcox Reports from Washington	13
Hanson, Reppe, Elsenpeter Endorsed at Minnesota Bankers' District Meetings	14
Speaking of Money: Part 2, "The Money Madness" — By Paul S. Amidon	19
Bridge Players Question "Hand" Shown in Bank's Ad in Commercial West	21
Upper Midwest Heavily Represented in American Bankers Association's New Committee Appointments	22
Credit Unions Doing a Big Job Among Churches in Iowa	24
Marshall & Ilsley Bank Organizing Holding Company	38

REGULAR FEATURES

This Week in the Twin Cities	6
Cover Picture: For Iowa, 1958 Is a Big Year	10
Banks and Bankers	17
25 Years Ago in Commercial West	25
— And 50 Years Ago	25
Ahead of the Market With Wall Streeter	26
Northwest Stocks	27
Municipal Financing — By Stanley R. Manske	30
Business in the Wealth Belt	39
Calendar of Coming Events	41
Want Ads	42

THOMAS A. BORIGHT, *Publisher* TOM BORIGHT, JR., *Assoc. Pub.*
 ROGER J. LEWIS, *Editor* JAMES A. COLES, *Advertising*
 GENEVIEVE M. NEVIN, *Asst. Editor* CHARLES J. COPLEY, *Advertising*
 STANLEY R. MANSKE, *Municipal Ed.* WARREN LUCAST, *Prod. Mgr.*
 HARRY C. ROSS, *Photographer*

National Representatives: GRANT WEBB & CO.
 NEW YORK—509 Madison Ave., (22) Phone Murray Hill 8-7550
 DETROIT—Cadillac Tower, Phone Woodward 1-8290
 CHICAGO—25 East Washington St., Phone STate 2-3155
 SAN FRANCISCO—605 Market St., (5) Phone YUKon 2-3954
 LOS ANGELES—1350 North Highland Ave., (28) Phone HOLlywood 2-0967
 BOSTON—419 Boylston St., Phone KEnmore 6-1011
 SEATTLE—1243 East Newton St., (2) Phone Minor 8155

Subscription price payable in advance: One year, \$6.00 in United States and Mexico; \$7.00 in Canada; \$8.00 in Europe. Single copies, 25 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.

Entered as second-class matter at the post office at Minneapolis, Minnesota, April 4, 1901, under the Act of March 3, 1879.



You get fast service
on all collections at ...

Midland
the bank with the big welcome

Midland National Bank, Second Avenue South and Fourth Street, Minneapolis 40, Minn., FE, 2-0511, Member FDIC

Rock Spring Beverages
Quality Leader...
SINCE 1872
SPARKLING ROCK SPRING WATER
Happy Sparkle
WITH THAT
The Rock Spring People
Shakopee, Minnesota

...TWIN CITIES...

Financial Center of the Upper Midwest Wealth Belt

THE RED CARPET was rolled out in St. Paul and Minneapolis this week as the two cities joined in observance of National Downtown Week under the theme, "Downtown Welcomes You."

Special promotions were aimed at demonstrating to shoppers and workers that they're genuinely welcome in the bustling downtown sections of mushrooming cities, and that they don't have to limit their buying and "looking" to the suburban shopping centers. There were special "coupon days" sponsored jointly by numerous participating companies and stores, with some fat prizes awaiting the lucky winners, including (in St. Paul, at least) a free five-day trip to Miami Beach in December.

Bank tellers, store clerks, waiters and waitresses and other workers sported lapel badges asserting that "Downtown Welcomes You."

So expert a job of customer-welcoming did one Minneapolis bank teller do, it won her a \$2 cash award from the Downtown Council. Smiling Berma Cooper at the Marquette National Bank has proved herself an expert at making customers feel welcome before; winning the prize was no surprise to those who know her best.

Fire at Noon

The normally heavy noon-hour traffic on bustling Marquette Avenue and one-way-zooming Eighth Street had an added touch Tuesday noon. Fire, reported to have been caused by a spark from an acetylene torch being used by a welder, swept through the duct system in the basement of Minneapolis Savings & Loan Association. Damage was estimated at in excess of \$30,000 by Robert T. Palmer, chief of the Fire Prevention Bureau.

Employees were sent home because of smoke and fire damage, but association officials had things in shape for business as usual Wednesday.

A Kosher Begorra!

A special visitor in the Twin Cities this week was Ireland's Robert Briscoe, the first Jew ever elected lord mayor of Dublin. He brought his rich brogue and his inevitable cigars to St. Paul for the Bonds For Israel dinner at the Temple of Aaron synagogue, where he addressed some 225 persons — Jews, Catholics, Protestants — who drank cocktails of Irish whiskey and ate a main course of Kosher beef.

Briscoe is on a 53-city, 50,000-mile tour across the U. S., stumping for help for Ireland and Israel: capital loans to develop industry, tourists, and trade.

A Neat Switch

Familiar to many readers is Winston Churchill's famed reply to a "green" photographer who attended a press conference on one of the Prime Minister's recent birthdays. Said the young man, "Mr. Churchill, I hope to photograph you on your 100th birthday party." Churchill's instant come-back: "Well, you look as though you might make it!"

A Commercial West representative heard another fast come-back at a press conference in Minneapolis the other morning. Norman P. Mason, FHA commissioner, was in town (CW, October 18), and among those present at his press confer-



James F. Owens, Jr. (left), vice president and manager of Northern States Power Co.'s St. Paul division, hands a check for \$2,072,546 to H. William Blake, president Empire National Bank, at the wind-up banquet of St. Paul's Community Chest drive. Blake is president of the Greater St. Paul Community Chest & Council, Inc., and Owens was 1958 campaign chairman. The 38th annual campaign hit 97.8 per cent of its goal. (Photo courtesy St. Paul Pioneer Press).

ence at the Radisson was Minnesota's Sen. Ed Thye, back home thumping hard for re-election next Tuesday.

Taking his departure, a newspaper photographer extended his hand to Thye and said, "Good luck, Senator — and I say that even though I'm not going to vote for you."

Thye's courteous, immediate come-back: "How can you wish me 'good luck' if you're not going to vote for me? There's only one way to wish me luck."

Observers From India

Five representatives of banks in India are visiting the Federal Reserve Bank of Minneapolis, commercial banks in the Ninth District, the Small Business Administration, and business, industrial, and agricultural leaders during a seven-day stay in the area which began Thursday.

The men are part of a group of 16 high-level representatives from banks in India who are in this country for observation and study of banking methods and techniques practiced here. In addition, they discuss the economy of the district

visited with bankers, businessmen, and farmers.

Upon their return to India, the participants will apply their observations and experience to the processing of loan applications coming to their respective banking institutions. They will give further impetus to the flow of development funds into the private industrial sector by making their U. S. experience available to financial and industrial circles through individual reports, conferences, seminars, published articles, and the press.

New NAM Man Named

A quarter-century of experience in the fields of industry, agriculture and education forms the background for the new North Central regional manager for the National Association of Manufacturers. Fred A. Miller of NAM's Chicago staff assumed his new duties in Minneapolis October 22. The region includes Minnesota, Iowa, North Dakota, South Dakota, and northwestern Wisconsin.

A native of Michigan, Miller was graduated from Central Michigan

College of Education in 1928 and received his master's degree in school administration from the University of Michigan in 1934. He successfully operated his own farm for eight years, and in addition was a Smith-Hughes instructor in agriculture, directing the projects of 70-80 students each year.

He joined the NAM staff as education director of the 11-state Midwest division in 1952, and in 1957 was promoted to assistant division manager at Chicago.

Urges Labor Reform

Labor reform legislation should be one of the first matters to receive consideration by the new Congress when it convenes next year, the president of the National Association of Manufacturers said in Minneapolis Tuesday. Speaking to several hundred industrialists and businessmen, Milton C. Lightner of New York, chairman Singer Sewing Machine Co. and Singer Manufacturing Co. declared:

"This should not be a partisan matter. The Administration has called for reform. The Senate committee headed by a great Democrat, Senator McClellan, has laid bare the offenses now committed against the public and against taxpayers and has clearly shown the need for real reform."

The keynote address was followed by a question-and-answer session, with four Minnesota news experts and the audience directing their queries to a panel of NAM officials from New York. Meeting chairman was L. L. McBurney, NAM regional vice president, president Smith Welding Equipment Corp., Minneapolis. The conference was co-sponsored by NAM, Minnesota Employers Association, Associated Industries of Minneapolis, and the St. Paul Committee on Industrial Relations.

Beef Calf Warning

Minnesota farmers were advised this week not to expand or start raising beef cow herds simply because of current high prices for feeder calves.

Ermond Hartmans, extension agricultural economist at the University of Minnesota, gives this reason: present prices for feeder calves — around 35-36 cents per pound — are at or near a peak and can't be expected to be that high in future years. Calves from beef cows added to the herd now may sell for much less two years from now.



Henry T. Rutledge (right), executive vice president Northwestern National Bank, chairman of this year's Minneapolis Community Chest campaign, hands the torch of leadership to Thomas M. Crosby, assistant general manager of the special commodities division of General Mills, Inc., next year's chairman. Rutledge reported a total figure of \$3,137,180, or 98 per cent of the 1958 goal. The victory dinner was at Hotel Radisson. (Photo courtesy Minneapolis Star).

Ninth District Economy Exhibits New Strength as Improvement Continues

THE ECONOMY of the Ninth district is characterized as "forging ahead" by the Federal Reserve Bank of Minneapolis in its Monthly Review of business conditions dated October 31. Exceptionally favorable crops, sharply rising construction activity, and the return to a more normal workweek are listed as primary reasons for this continued improvement.

Employment in nonagricultural industries has exhibited a modest increase in recent weeks, with the recession low point apparently centered in the third quarter this year. Increased employment is especially evident among construction workers in highway and heavy engineering projects, in residential building, and among the special building trades involving a large share of subcontract work.

Employment agencies currently are reporting a trend towards "recalls" of previously laid-off workers. Nevertheless, the bank economists point out that the increase in employment has done little more than offset normal additions to the labor force. Hence, district unemployment still remains at a relatively high figure. Depressed conditions in the important iron ore and copper mining areas of the district continue to contribute significantly to the unemployment figures.

Near record cash farm incomes plus a noticeable increase in average weekly earnings of manufacturing wage-earners are seen as indications that district personal income may currently have reached a new high peak. Improvement in department store sales and the sharp increase in check volume in recent weeks are evidence of these favorable incomes and point up the probable transaction of a large volume of business during the balance of 1958.

The business review stresses the importance of current farm prosperity on the district's economic trends. Farm dollars are reflected in much of this district's business and industry. Most of this record

farm output must be processed in some way; storage is frequently involved, and the raw and finished commodities must be financed through the transportation, processing, wholesaling and retailing channels. Farm machinery sales are stimulated. Furthermore, local service firms and industries are keenly sensitive to farm prosperity.

Still another indication of developing activity in the district's economy, according to the bank report, is the expansion of loans and discounts of member banks to a new record amount during September. Preliminary data suggest this trend has continued in October. Bank deposits, both demand and time, also are at peak levels.

Nationally, the economic scene is one of continuing recovery. Industrial production is increasing, new orders have moved ahead of sales, inventory liquidation may be near an end, new construction is close to a record, employment is

up slightly, and personal income is at a new high.

So far, the bank's economists see little evidence of price inflation. They maintain that prices are not likely to advance significantly in the near future as long as unemployment as a per cent of the labor force remains relatively high and as long as the nation's productive capacity is not fully utilized. The country's Gross National Product, estimated at \$440-billion in the third quarter this year, still is some \$2-billion below the same period a year ago, they report.

* * *

Some high spots from the Monthly Review:

Employment Improving

The recession in the district, with the exception of the mining areas, has been less severe than in the nation, as is indicated by employment figures. For instance, district non-agricultural employment in the third quarter was down 2.4 per cent from a year ago, while in the nation for July and August it was down 3.8 per cent. The loss of jobs has been centered largely in manufacturing, especially of durable goods, but also in metals mining and transportation. Due to the relatively small per cent of the district labor force employed in these fields, the decline in district employment was moderate.

In the current economic recovery period, the improvement in district employment as a whole has been at a slower rate than in the nation. District employment in the manufacture of durable goods has increased, while in mining and in transportation (which is associated with mining), it has remained at a low level. For instance, mining employment during the third quarter was down over 20 per cent from last year. In spite of the more rapid national improvement, unemployment in this district, with the exception of the mining regions, continues below the national average.

The volume of construction un-



Marian Polk of Rock Hill, S. C., has been named "Miss Drive-In Teller 1958" — the country's most personable and attractive drive-in teller — by the nation's bankers in a contest conducted by the Mosler Safe Co. Miss Polk, a hazel-eyed brunette, has been a teller at Peoples National Bank in Rock Hill for 13 years. Voting was among bankers who attended recent convention of American Bankers Association in Chicago.

dertaken in this district has risen sharply, although employment in this field toward the end of the third quarter was still below the year-ago level. The smaller number of construction workers employed is traced to the decline in non-residential building, especially industrial plants, but also in commercial building and some types of public building.

Residential builders, however, are now experiencing the first real surge in activity since 1955. The number of new dwellings authorized by permit since last March has ranged from 23 per cent to 41 per cent above the number authorized in the corresponding months of a year ago. Employment in the special building trades, which involves largely subcontract work, has been substantially ahead of last year. In some areas of Montana, a shortage of carpenters, plasterers and painters has developed.

Highway and heavy engineering construction has risen to a level substantially above a year ago. The large amount of contracts let in recent months suggests a further rise in activity and employment until inclement weather arrives.

* * *

Hog Production Up

Recent U. S. Department of Agriculture estimates indicate that hog

production started upward this fall and is expected to continue upward in 1959. Hog prices have been moving upward since early 1956; the average hog price for 1958 is expected to approach \$20 per 100 pounds. And during this period of rising hog prices, declining corn prices have lowered feed costs.

The price relationship of corn and hogs in February 1958 on a U. S. farm price basis was such that 20.6 bushels of corn were equal in value to 100 pounds of pork. This was the first time that the corn-hog ratio exceeded 20 since 1909, the year that records were started. The corn-hog ratio has been well above the long-term average of 12.5 to 13 for a number of months, setting the stage for an expansion in hog production.

* * *

Department Store Sales

Beginning with the second quarter of this year, district department store sales began to fall below comparable year-ago volumes. Although sales were still lower than last year, there was an improvement during July and August which was followed by another slump in September. On the basis of preliminary data, October sales for the first time since last March may exceed the year-ago volume.

Larger household furnishings

and major appliance sales, as well as soft goods sales, accounted for the improvement in sales during the summer months. The dip in September is traced to a general decline in sales. One factor in this drop may be the exceptionally mild temperatures during the month in this region, which tended to postpone the buying of fall and winter wearing apparel.

For the remainder of this year, the outlook for department store sales is favorable. Farm income is up; cash receipts from farm marketings in this district for the first eight months of this year were 8 per cent above last year. In many industrial firms, average weekly hours again have been lengthened to a normal workweek. Average weekly earnings of production workers have been rising slowly. Furthermore, consumer spending has been low in relation to consumer income, indicating that the buying potential is strong.

* * *

Farm Land Values

The price of farm land in the Ninth district continued to rise during the four-month period ending July 1, according to the latest U. S. Department of Agriculture estimates. Land values increased in all of the four full district states during the recent four-month period. The increases were as follows: 3 per cent in Montana and South Dakota, 2 per cent in North Dakota, and 1 per cent in Minnesota. The recent increase in land values is a continuation of a general rising trend which has persisted since 1954.

During the year ending July 1, land values increased 5 per cent in the United States.

Purchases of land for farm enlargement accounted for 40 per cent of all farm land transfers in the United States during this last year. The effect of farm enlargement was even a stronger factor in the spring and winter wheat producing areas, where nearly two-thirds of the farm land purchases were for farm enlargement.

Other major underlying forces influencing the rising land market are: demand for land to hold as an inflation hedge, government programs for agriculture which increase land values, and demand for land for nonfarm uses.

John H. Spink, cashier Foster County Bank, Carrington, N. D., is recuperating in Minneapolis following an eye operation.

Christmas Club Ready to Pay Record Year-End Total

The nation's business will receive an added boost this month when some 7,900 financial institutions distribute \$1,365,000,000 to about 13-million Christmas Club members throughout the country.

"This hike in savings, in spite of depression or inflation threats, reflects the trend of the people's savings habits" says Edward F. Dorset, president of Christmas Club a Corporation. "People have learned the value of accumulating dollars that can lead to individual financial security. This is the seventh year that Christmas Club disbursements have exceeded a billion dollars."

The 1958 pay-off is about 3 per cent larger than in 1957. Average check this year amounts to \$105 for each member.

Of the 7,900 financial institutions, 189 had clubs in excess of \$1,000,000 each. As in the past years, New York leads with 2,641,-

840 members and \$281,861,000, followed by Pennsylvania with 1,676,301 members and \$184,176,000, and then New Jersey with 1,133,704 members and \$144,836,020.

The rapid growth of the Christmas Club on the Pacific Coast has put California in fourth place with 968,584 members and \$131,029,000.

Surveys made by Christmas Club a Corporation indicate that the \$1,365,000,000 will be used in many ways, all of which will give a lift to the nation's economy. Here is the forecast of how it will be used:

Christmas purchases, \$420,966,000; permanent savings, \$390,800,000; taxes, \$136,910,000; insurance premiums, \$126,808,000; year-end bills, \$77,668,000; home furnishings and improvements, \$75,621,000; miscellaneous, \$56,374,000; education, \$41,360,000; mortgage payments, \$38,493,000.

Record Agricultural Year Combines With Record Convention Turnout

MOST OBSERVERS on the nation's sports pages are all but "conceding" the Big 10 football championship and the New Year's Rose Bowl trip to Iowa's battling Hawkeyes. If they make it, then Iowa this year in all probability will be the title-holder in two fields: the gridiron and state bankers association convention attendance.

Your Commercial West spot-news reporter brought you the high spots of the Iowa Bankers Association's record-breaking (3,917) attendance in last week's issue, along with some photographic highlights. More of the latter are presented on these pages. In between the pictures also appear additional comments of some of the convention's outstanding speakers.

* * *

Just as Iowa and its neighboring states of the Upper Midwest's bountiful Wealth Belt are intimately identified with America's agriculture, so was this year's Iowa Bankers convention once more intimately identified with the farm picture. One whole session, in fact, was devoted to the subject.

True D. Morse, Under-Secretary of Agriculture, as reported last week, urged Iowa bankers to work for passage of the corn vote November 25, under which all acreage restrictions would be removed, price supports placed in effect for all corn, and the support level pegged at 90 per cent of the average price received by farmers in the three preceding calendar years, but not less than 65 per cent of parity.

The Under-Secretary pointed to agriculture as a major strength in the country's powerful defense position, declared that a positive, dynamic, aggressive program for American agriculture is being developed by the Department of Agriculture. Results of that program, he said, already are being demonstrated in the all-time highs the farming industry has posted in the past couple of years. Among these he mentioned:

Farmers' realized net income, up 22 per cent in the first half this

COVER PICTURE

The job of registering and processing record attendance at the Iowa Bankers Association convention this year fell again, as usual, to the perennial registrar, S. G. "Sonny" Barnard, secretary and trust officer Bankers Trust Co., Des Moines. Here he's shown by Commercial West Camera with his bevy of stenographic trainee assistants during a momentary lull in the flood of registrations.

year over the corresponding 1957 period . . . record gross income so far this year . . . second highest income-per-person on farms in the nation's history, with the promise that it will set the top record . . . record high level (\$187-billion) for farmer-owned property . . . also the record net value (\$167-billion) of farmers' property . . . farm ownership at a record high, with foreclosures extremely rare . . . all-time highs realized or in sight for amount of equipment owned by farmers, number of their telephones and electricity installations, high crop yields, dairying income, etc.

Not a bad picture.

* * *

Iowa bankers were lauded by a spokesman for the nation's farm equipment industry for the outstanding job they've always done and continue to do in supplying farmers with their farm equipment financing needs.

B. H. Bagby, assistant manager for farm equipment sales of International Harvester Co., pointed out:

"As agriculture continues to change, farmers need credit with longer repayment periods to help finance the rapid increase in their capital requirements. These requirements include an expanding variety of larger and more expensive farm implements which the modern farmer must have to carry on his larger operations.

"The changes made in farm equipment over the years have been many. In fact, I firmly be-

lieve our industry has not done an effective job of keeping the bankers of America informed about these many changes, and particularly about the modern farm equipment we expect them to finance.

"It has been suggested, and rightfully, that the Farm Equipment Institute, which represents all farm equipment manufacturers, set up a bank information division which would inform you, and 14,000 other bankers who are financing farm equipment, about the programming of our industry, about the many new products which are making it possible for the farmer to produce and to operate more profitably, and so forth. I hope this will be done in the very near future."

* * *

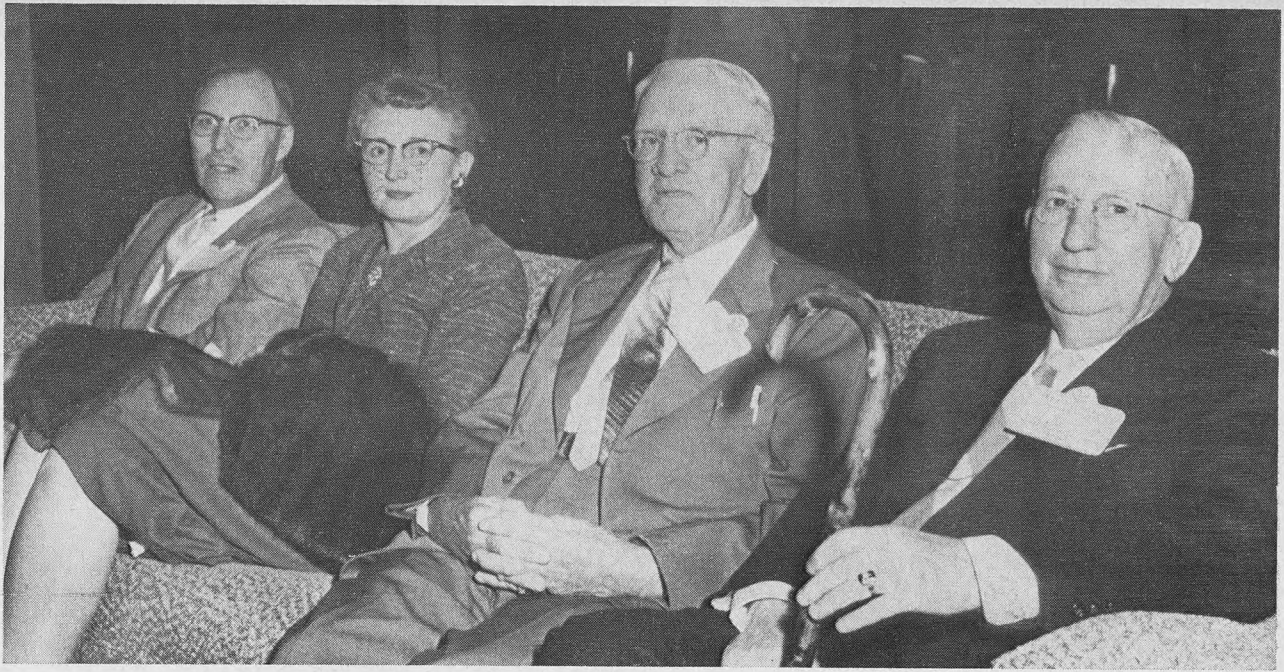
Morse and Bagby were two of 10 speakers at the convention's opening business session, the 10th annual agricultural breakfast conference. Presiding was **Walter E. Paustian**, executive vice president and cashier Donahue Savings Bank, chairman of the IBA's agricultural committee.

One of the speakers was Iowa's own **Harry W. Schaller**, president Citizens First National Bank, Storm Lake, chairman of the American Bankers Association's agricultural commission. He dealt principally with the ABA's national agricultural credit conference to be held at Omaha, November 17-18.

* * *

Another Iowa banker on the breakfast conference program was **N. A. Wilson**, vice president Rolfe State Bank, whose subject was vertical integration. And he was "against" it.

Wilson urged the state's hog farmers to resist attempts to convert to vertical integration on the grounds that it would rob the farmer of his independence and make him, in effect, a salaried worker without any profit incentive. And he told the bankers that vertical integration would rob them (the bankers) of one of the most profitable fields of agriculture in Iowa



George and Mrs. Elwell, Creston; Homer Harsh, Creston; R. C. Anderson, Lineville.

—a mainstay of Iowa's farmers and of Iowa's farm-service banks.

The speaker warned that proponents of vertical integration in the hog industry have stated that 60,000 units of 100 sows each, farrowing two litters a year of eight pigs to a litter, could provide 96-million hogs, compared with an average of less than 89-million presently being produced on 2½ units.

The danger, he explained, is two-fold:

First, with far fewer units, many farmers would be frozen out, and, since the 60,000 units envisioned would be financed by feeders or packers, banks also would be frozen out of this vital financing area.

Secondly, "bigness is not necessarily synonymous with efficien-

cy," and that, in hog-raising, the smaller farmer was far more efficient.

He warned that the same arguments apply also to cattle-raising, another major booster of the Iowa economy and of Iowa bankers.

"It would be a sad day for America if all those now engaged in farming knew that they could never expect to accumulate wealth,"



Coming down the stairs after stimulating sessions.



Sons of Merten Klaus, David and John, with Henry Byers of Bankers Service Co. (left) and E. C. Lee, Schaller.

Wilson said. "I do not believe that our modern scientific economy need require that a farmer be changed to the status of a salaried laborer. The success of our free enterprise system stems from incentives for the individual, and, as of now, I do not believe that individualism has outlived its usefulness in agriculture.

"Independent hog-producers can provide themselves with all the latest production methods that contract farming claims to provide. They can secure performance-test-

ed breeding stock, adopt a multiple farrowing system, using their present equipment as a base, and keep informed on the latest least-cost rations."

Bankers, he pointed out, can be of invaluable help by keeping posted on all the latest technological changes in hog production.

"As the threat of swine integration by outside interests comes closer, bankers must be in a position to be able to intelligently advise their farmer customers — not only about efficient production me-

thods, but also about marketing.

"The crux of the whole vertical integration question is whether farmers can utilize the present marketing system or a cooperative marketing system to their advantage, or whether another kind of marketing system will some day take from farmers the control of their production units.

"It may be that the only way farmers can gain bargaining power is to band together. One thing for sure is that they must become
(Continued on Page 37)



George and Mrs. Merrill, Webster City; Dale and Mrs. Luckow, Callender; Walter J. Kennedy, New Hampton.



☆ New Problems for Financial World

☆ Monetary Policy of FRBoard

Problems Ahead

While the politicians shout about the issues, the financial world must look forward to a series of problems, disputes and developments. Not for a decade have so many situations come to a focus. Here are but a few of them:

1. Legislation: The 86th Congress will have before it some version of the ill-fated Financial Institutions Act. There is also the proposed revision of the bank holding company act and changes in reserve requirement formulas. Probably an additional Federal Reserve district will be urged, along with new housing and tax bills, including efforts to legislate "tax equality" among financial institutions.

2. Federal Reserve Board: The System is under attack by its friends as well as its foes. Sen. Fulbright, chairman of the Senate Banking Committee, has promised an investigation of its monetary policy. Rep. Patman, chairman of the Joint Economic Committee, will release the critical views of 1,500 of the nation's economists on Reserve operations. With inflation threatening, the Board will be constantly on the defensive.

3. Court Tests: (a) The Reserve Board is defending itself against its assumption that it has the right to deny branches in a merger of banks, although the branches were in existence prior to the merger. (b) The Home Loan Bank Board is defending itself against a suit by a state bankers association because federally chartered savings and loans are using bank terms to the confusion of the public. (c) And credit unions are suing a bankers' committee for what amounts to defamation of their good name. These are the more prominent cases pending.

4. Controls: Although the Administration has taken no public stand of late (three years ago it favored) pressures are building up to institute consumer credit con-

trols. Also proposed are controls over mortgage funds so that the Federal Reserve can make its anti-inflation activities more effective.

5. Inflation: Treasury and Federal Reserve Board officials are vocally fearful of the intense public concern over the depreciation of the dollar. They see the fear of inflation creating inflation.

6. Budget: National prosperity is tied to the cost of big government. Taxes are involved. The kind of taxes are important to business. The size of the next budget concerns banking, savings and loans, and investment banking, since they must — are expected — to buy the billions of new Treasury financing issues being offered, and to be offered.

7. Supervisory Operations: The Federal Deposit Insurance Corp., the Federal Home Loan Bank Board, the Federal Reserve, the Comptroller of the Currency, are increasingly concerned over capital, surplus, reserves. Examiners are alerted and reinstructed.

The future is filled with problems for the financial world.

Monetary Policy

Criticisms of the Federal Reserve System's monetary policy are neither strange nor unusual. The Senate Finance Committee has provided a critical forum. Rep. Wright Patman of Texas has been a constant critic. Now there is a new approach. The Senate Banking Committee, whose chairman is Rhodes scholar J. W. Fulbright, has released an emphatically phrased study by an acknowledged expert in business cycles, Dr. Asher Achinstein. He was formerly associated with Dr. Arthur F. Burns, when the latter was chairman of the President's Council of Economic Advisers. The following are excerpts:

"The 1955-57 boom, followed by the sharpest recession of the post-war period, and current signs of resumption of expansion with the

probable renewal of inflationary pressures, all emphasize the fundamental necessity of a reexamination of our financial system with a view to increasing the effectiveness of monetary policy in a stabilization aim."

"For understanding the 1955-57 business expansion and the role played by the monetary factor, it is necessary to concentrate on 1955. No single year so illuminates the shortcomings of monetary policy when the principle of appropriate and timely flexibility is violated . . ."

"Despite the evidence that the rapid expansion of consumer credit in 1955, with its secondary impacts on capital investment, contributed to subsequent inflationary developments, the Federal Reserve Board arrived at the conclusion, on the basis of a six-volume study published in the spring of 1957, that authority for regulating installment credit was inadvisable and that the use of general controls was adequate . . . This is in contrast to the views of the Board expressed in a more comprehensive statement submitted to the Patman committee five years earlier, that consumer credit is relatively unresponsive to general credit instruments and for this reason selective regulation provides a helpful supplement to general monetary controls."

"In the light of the vehemence and the frequency with which Federal Reserve officials publicly stressed during the first 10 months of 1957 the necessity for continuing monetary restraint, it comes as a surprise to read the record of the 1957 meetings of the Open Market Committee. During almost all of the 18 meetings held throughout the year there appeared to be an absence of that confidence in the business outlook and in the continuation of the inflationary pressures which was manifested in public statements by top spokesmen for the System.

"If the inadequacies of the Fed-

(Continued on Page 40)

Hanson, Reppe, Elsenpeter Endorsed At Minnesota District Meetings

TOTAL ATTENDANCE at this year's district meetings of the Minnesota Bankers Association hit approximately 1,450, and leading the parade in numbers as well as in sequence was District 1 in the southeastern corner of the state, with 275 registrants at Rochester.

Close on its heels, it was revealed in final figures released this week by MBA headquarters, was District 7 at Montevideo, with 265, followed closely by District 2 at New Ulm, 260.

Rounding out the totals were District 8 at Hibbing (175), District 9 at Thief River Falls (165), District 6 at St. Cloud (160), and the combined meeting of Districts 3, 4, and 5 in Minneapolis (150).

Resolutions endorsing the candidacies of George N. Reppe of Grand Meadow for MBA vice president and Clarence Elsenpeter of Walker for treasurer were adopted by a majority of the meetings, thus leaving those two gentlemen in the driver's seat for election to those offices at next June's convention in St. Paul.

Typical of these endorsement resolutions was the one adopted at the Eighth District meeting at Hibbing:

"Whereas, George N. Reppe, president of the First State Bank of Grand Meadow, has rendered the banking profession in the state of Minnesota distinguished services for many years; and

"Whereas, he is being considered as a candidate for the office of vice president of the Minnesota Bankers Association; and

"Whereas, he has given unstintingly of his time and effort in the past for the betterment of his community, of his state, and of the banking profession therein, such services having been given with intelligence and foresight; and

"Whereas, the delegates of the Eighth District of the Minnesota Bankers Association at a duly assembled meeting are desirous of endorsing his said candidacy,

"Now, therefore, be it resolved, that the Eighth District of the Min-

nesota Bankers Association does strongly endorse the candidacy of George N. Reppe for the office of vice president of the Minnesota Bankers Association, and does urge all members of the Minnesota Bankers Association to likewise support such candidacy.

"Be it further resolved, that proper publicity be given to this resolution as to further the prospects for his election to such office."

Members of the Eighth District likewise passed resolutions supporting the candidacies of Harold Hanson of Baudette for president and Elsenpeter for treasurer. District 3 endorsed Reppe and Elsenpeter in its Minneapolis meeting.

* * *

District 8 elected the following

LARSON MEMORIALIZED

"WHEREAS, The bankers of Minnesota and the nation were shocked and saddened by the sudden and untimely death of a friend and beloved associate, Floyd W. Larson, who previously served the nation's banks as national secretary of the American Institute of Banking and for the past six years so faithfully as executive secretary of the Minnesota Bankers Association; his passing leaves a void in the lives of all he came in contact with;

"NOW, THEREFORE, BE IT RESOLVED, that we, the officers and members of the Council of Administration of the Minnesota Bankers Association, join his host of friends in expressing sincere sympathy to his wife and family;

"BE IT FURTHER RESOLVED that this Resolution be placed in the permanent records of the Minnesota Bankers Association as a tribute to the life and worth and memory of Floyd W. Larson, and that a copy of this resolution be sent to the members of his bereaved family."

officers and directors at the Hibbing meeting:

President — John I. Anderson, vice president and cashier First National Bank, Buhl.

Vice President — Walter L. Fredrickson, vice president First American National Bank, Duluth.

Secretary-Treasurer — Floyd Breneman, president State Bank of Littlefork.

Directors — H. R. Toland, vice president First National Bank, Cloquet (Carlton county); R. I. Anderson, vice president and cashier Grand Marais State Bank (Cook); Clair C. Wilcox, vice president Grand Rapids State Bank (Itasca); Robert P. Good, cashier First State Bank, Northome (Koochiching); G. B. Stanton, president Silver Bay State Bank (Lake); Mary R. Lushene, executive vice president and cashier Biwabik State Bank (north St. Louis); John L. Banks, Jr., vice president and cashier Central State Bank, Duluth (south St. Louis).

* * *

In Minneapolis, after the three groups met jointly in the afternoon for the MBA-ABA presentation of public relations developments in banking, they spilt up for individual district business sessions, then combined again for a social hour and the annual banquet.

District 3 elected these officers and directors:

President — William K. Bartig, executive vice president State Bank of Long Lake.

Vice President — Oscar A. Olson, Jr., president First National Bank, Braham.

Secretary-Treasurer — K. R. Clements, cashier First State Bank, Bayport.

Directors — Robert D. Hagen, cashier First National Bank, Stillwater (Washington county); Ferris L. Jones, cashier Peoples State Bank, Cambridge (Isanti); Edward H. Stotesbery, president Columbia Heights State Bank (Anoka); A. F. Johnson, president Merchants State Bank, North Branch (Chisago); J. H. Grinnell, executive vice



DISTRICT 3 at Minneapolis — C. E. Bostrom, cashier Security State Bank, Lindstrom, retiring president; Oscar A. Olson, Jr., president First National Bank, Braham, new

vice president; William K. Bartig, executive vice president State Bank of Long Lake, new president. Districts 3, 4, and 5 met jointly at the Nicollet Hotel.



DISTRICT 4 at Minneapolis — A. W. Melander, president First Merchants State Bank, vice president; Arthur A. Haesig, assistant vice president American National Bank, presi-

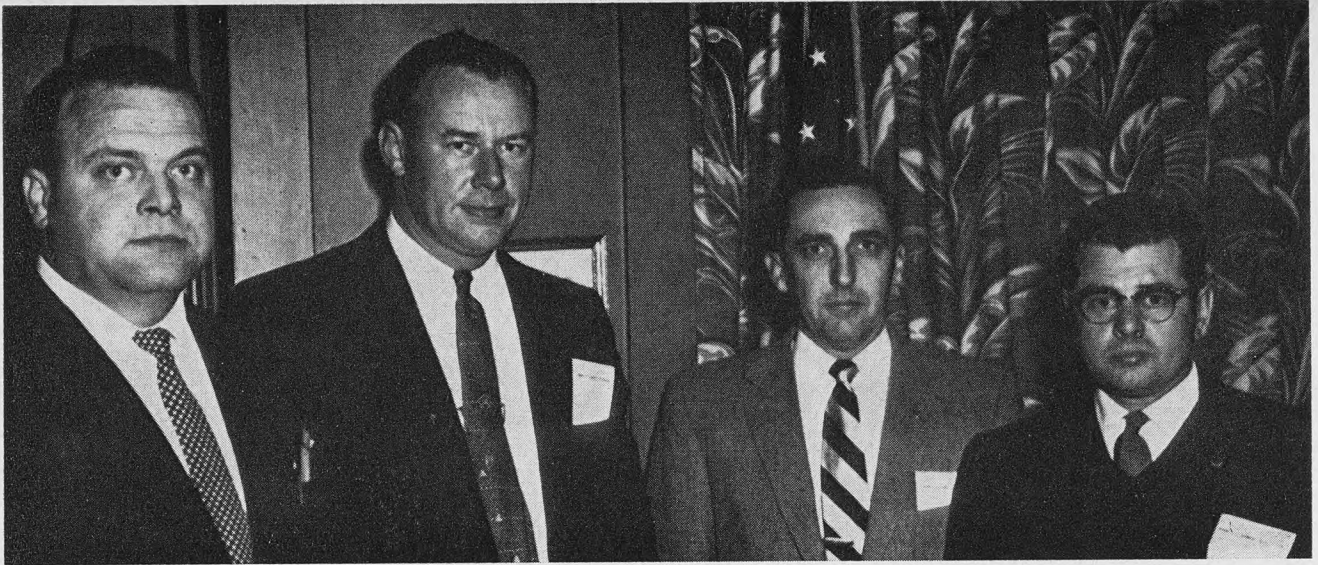
dent; Dyer H. Brogmus, vice president Minnesota State Bank, secretary-treasurer, all of St. Paul. Elected director was G. E. Maier of Cherokee State Bank.



DISTRICT 5 at Minneapolis — Morrow Peyton, president Second Northwestern National Bank, secretary-treasurer; Otto H. Preus, vice president Marquette National Bank,

president; Ray Mikolajczyk, executive vice president 13th Avenue State Bank, vice president, all of Minneapolis. Elmer Lindborg, St. Anthony Falls office, is director.

NOVEMBER 1, 1958



DISTRICT 6 at St. Cloud — Jerry J. Kigin, president Guaranty State Bank & Trust Co., St. Cloud, new president; J. M. Brown, assistant cashier Wadena State Bank, vice

president; S. R. Wheaton, vice president and cashier First National Bank, Elk River, secretary-treasurer; Dan Fiala, executive vice president Ogilvie State Bank, retiring president.

president and cashier State Bank of Loretto (rural Hennepin).

* * *

District 4, comprising the city of St. Paul, chose these officers and directors:

President — Arthur A. Haessig, assistant vice president American National Bank.

Vice President — A. W. Melander, president First Merchants State Bank.

Secretary-Treasurer — Dyer H. Brogmus, vice president Minnesota State Bank.

Director — G. E. Maier, vice president Cherokee State Bank.

* * *

District 5 (Minneapolis) elected: President — Otto H. Preus, vice

president Marquette National Bank.

Vice President — Ray Mikolajczyk, executive vice president 13th Avenue State Bank.

Secretary-Treasurer — Morrow Peyton, president Second Northwestern National Bank.

Director — Elmer Lindborg, vice president and manager of First National Bank's St. Anthony Falls office.

* * *

Winding up the long series on October 23 was the **District 6** meeting at St. Cloud, where these officers and directors were elected:

President — Jerry J. Kigin, president Guaranty State Bank & Trust Co., St. Cloud.

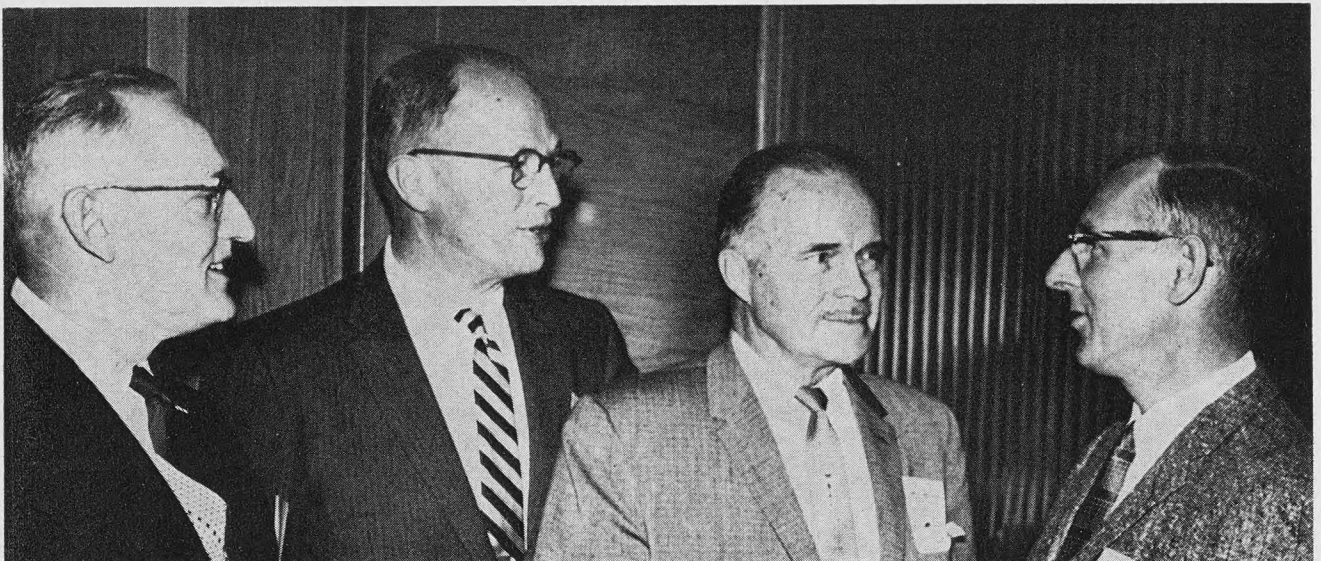
Vice President — J. M. Brown,

assistant cashier Wadena State Bank.

Secretary-Treasurer — S. R. Wheaton, vice president and cashier First National Bank, Elk River.

Directors — J. M. Thompson, executive vice president Security State Bank, Aitkin (Aitkin county); R. J. Niedzielski, president and cashier First State Bank, Gilman (Benton); C. R. Swenson, president First National Bank, Cass Lake (Cass); R. O. Lee, cashier First National Bank, Crosby (Crow Wing); D. F. Welle, cashier State Bank of Park Rapids (Hubbard); R. L. Nikodym, cashier Kanabec State Bank, Mora (Kanabec); R. S. Schmid, president State Bank in Eden Valley (Meeker); C. J. Erick-

(Continued on Page 28)



DISTRICT 8 at Hibbing — Floyd Breneman, president State Bank of Littlefork, secretary-treasurer; Walter Fredrickson, First American National Bank of Duluth, vice president;

John I. Anderson, vice president and cashier First National Bank, Buhl, president, and Arthur J. Kaatiala, vice president First National Bank, Grand Rapids, outgoing president.

...BANKS and BANKERS...

Staff Promotions, Capital Changes, Other Goings-On

National Banks Pass \$4-Million Deposits

Total deposits of national banks in the Ninth Federal Reserve District passed the \$4-billion mark at the September 24 call for reports of condition, made by the Comptroller of the Currency. The figure for the 346 national banks in the district was \$4,002,942,100 on that date. Total assets stood at \$4,436,922,000. Total capital accounts were \$333,050,400.

Loans totaled \$1,825,971,200 and holdings of U. S. government obligations were \$1,281,798,000.

The 346 banks had loans aggregating 45 per cent of their deposit total.

Capital accounts represented 7.5 per cent of total assets.

The ratio of capital to assets other than cash and governments was 1 to 6.8.

Manske Talks on Bonds At Thorp Meeting



MUSIL

At a meeting of the Clark-Taylor Bond Club at Thorp, Wis., October 28, with 52 in attendance, Stanley R. Manske, assistant manager of the municipal bond department, First National Bank of St. Paul and

municipal bond editor of Commercial West, spoke on "Bonds for Bank Investment." James A. Musil, vice president First National Bank, Neillsville, Wis., president of the club, presided.

Banks of the area that are members of the organization—all in Wisconsin—include the First National Bank of Neillsville, Bank of Athens, Curtiss State Bank, Colby State Bank, Dorchester State Bank, State Bank of Gilman, Farmers & Merchants Bank, Greenwood, Citi-

zens State Bank of Loyal, Spencer State Bank, Citizens National Bank, Marshfield, State Bank of Phillips, Farmers State Bank of Withee, Peoples Exchange Bank of Thorp, and State Bank of Medford.

Eastern Heights Ready to Open Nov. 17

St. Paul's new Eastern Heights State Bank has received FDIC approval and will open for business November 17.

That's the word to Commercial West at presstime this week from its cashier, Robert J. Hubbell, who is sparking completion of arrangements for the opening in temporary quarters in the Warner Hardware store in the Sun Ray Shopping Center out on Hudson Road.

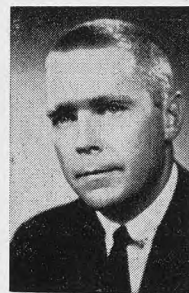
* * *

Also, word reached Commercial West Thursday morning from G. M. Matthews, Wisconsin commissioner of banks, that a certificate of authority to organize a new bank in the village of Brown Deer, Milwaukee county, to be known as the Brown Deer Bank, was issued by him under date of October 28, in accordance with the provisions of Section 221.01 (10). The application provides for capital stock of \$280,000 and a contingent fund of \$70,000.

Martin County Elects New Officers

The 12 banks in Minnesota's Martin County Bankers Association, at the recent annual meeting, elected Leslie Peterson, Farmers State Bank, Monterey, president; M. K. Kastning, Martin County National Bank, Fairmont, vice president, and Kenneth Spielman, State Bank of Ceylon, secretary-treasurer. For Peterson and Kastning it was a one-step promotion on the county association ladder. The retiring president was Gordon Elden, First National Bank, Donnell.

On Advisory Board of Lincoln Office



DANIELS

Appointment of John H. Daniels, a director and vice president of Archer-Daniels-Midland Co., to the advisory board of the Lincoln office of Northwestern Bank of Minneapolis, is announced by John A. Moorhead, bank president.

Daniels, who is manager of ADM's formula feed division, joined the company in 1946 after three years' service with the U. S. field artillery in World War II. Following three years as a flax buyer, Daniels spent two years as assistant sales manager of the packaged linseed oil department. He was made assistant sales manager of the linseed oil division in 1951 and sales manager in 1953.

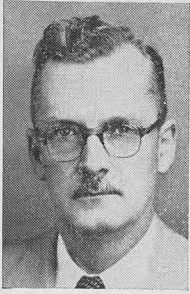
In 1955 Daniels was elected an assistant vice president of ADM and was placed in charge of production and procurement for the alfalfa division in 1956. The next year he was elected a vice president and director of ADM and was named manager of the newly-formed formula feed division.

Daniels is a director of the Minneapolis Area Chamber of Commerce and a member of the board of trustees of Summit School, St. Paul.

New Sebeka Officer

Earl Keskey, formerly with the First National Bank, Cokato, Minn., on October 1 assumed new duties as assistant cashier of the Security State Bank, Sebeka, Minn. E. D. Lyman, president of the Sebeka bank, is in semi-retirement, usually spending part of the forenoon on the job.

Heads Fiduciaries



SAWYER

Glen C. Sawyer, trust officer Marquette National Bank of Minneapolis, was elected president of the Corporate Fiduciaries Association of Minnesota at its annual meeting October 24 in the Minneapolis Athletic

Club. He had been chairman of the executive committee the past year. In his new post he succeeds Alexander J. Kraemer, assistant vice president Northwestern National Bank of Minneapolis.

Other officers elected were Frank B. Krause, vice president First National Bank of Minneapolis; Willard W. Henjum, vice president Northwestern National Bank of Minneapolis, and Raymond E. Chabot, vice president Northern City National Bank of Duluth, vice presidents, and Oliver W. Hedeem, vice president First Trust Co., St. Paul, secretary-treasurer.

Myron H. Powell, assistant vice

president First National Bank of Minneapolis, was named chairman of the executive committee to succeed Sawyer.

Featured speaker at the meeting was Sen. Donald O. Wright of Minneapolis, for 25 years a member of the Legislature and chairman of its tax committee since 1951. His subject was "Tax Problems in the State of Minnesota."

The Corporate Fiduciaries Association is a statewide organization of trust companies and banks having trust departments.

Payne to Speak

Delegates to the 1958 convention of the Montana Motor Transport Association at Missoula, November 7, likely will hear something about the economic situation as it exists today and as it may shape up in the near future, in an address by R. W. (Dick) Payne, vice president Great Falls National Bank. Payne, who is to speak at the morning general session of the convention, formerly was manager of the Tacoma (Wash.) branch of General Motors Acceptance Corp. He joined Great Falls National

Bank in 1950 as vice president and manager of the time credit department.

Bank Names Two



HINZE

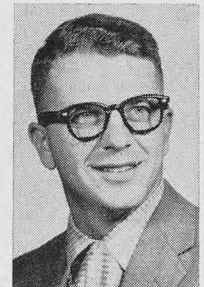
Directors of the First State Bank, St. Paul, Monday elected Warren R. Hinze executive vice president and named Gordon E. Kindlien a member of the board. Kindlien is president of K & N Machine Works,

Inc., internationally-known manufacturers of sod-cutting equipment.

Hinze entered the field of banking in 1935 and held various posts in the bank prior to becoming an assistant cashier in 1946. He was elected vice president earlier this year. He has taken an active part in civic affairs, is a member of St. Paul Association of Commerce, director of Payne Avenue Business Association, and treasurer of Southeastern Minnesota-St. Paul Multiple Sclerosis Society.

Ag Agent Appointed

Gordon Klaseus, a native of Kasota, Minn., has joined the Westbrook (Minn.) State Bank as agricultural agent. Cashier R. B. Hage told Commercial West this week that Klaseus "will supervise agricultural loans for the bank and advise its farmer customers on good management practices."



KLASEUS

Klaseus attended elementary and highschools in Kasota, received his B. S. degree in agriculture from South Dakota State College, for the past nine years taught vocational agriculture in Westbrook highschool.

Applications for new industrial loan and thrift licenses have increased so rapidly, Commercial West learned this week, that members of the Minnesota Commerce Commission are giving serious consideration to closer screening of applications especially on the "reasonable public demand" features of the law.

PROTECTION

Today most people naturally assume their checks are safe and free from the possibilities of fraudulent alteration. And, to a large degree, this confidence is justified since the majority of America's leading banks use La Monte Safety Paper for their checks in order to give their customers the maximum in protection.

GEORGE LA MONTE
& SON
NUTLEY 10, NEW JERSEY

THE WAVY LINES ARE
A LA MONTE TRADE-MARK



La Monte
SAFETY PAPER FOR CHECKS

SPEAKING OF MONEY

Beginning in 1954, Commercial West conducted a weekly broadcast on WCCO-Radio under the title, "Speaking of Money". The series was loudly applauded and commended by bankers everywhere within reach of this powerful Twin Cities station. Now, Commercial West is pleased to present this new series of articles, likewise titled "Speaking of Money", by this widely recognized authority in the field of banking education, originator of the popular "In Account With Youth" program. Part 1 in our October 4 issue dealt with "The Origins of Money and Banking".

By Paul S. Amidon

President, Paul S. Amidon & Associates, Inc., Minneapolis

Part 2. The Money Madness

HISTORY and banking go hand-in-hand. From the times of the earliest banks we can notice the influence of one upon the other. This influence is best evidenced by events following the decline and fall of the Roman Empire.

For centuries historians and philosophers have written and discussed the causes of the fall of the Roman Empire.

At one time Rome controlled a good portion of the known world and cast its influence upon generations to follow. Roman buildings and Roman roads still stand as monuments of architectural and engineering skill. Roman laws stand as symbols of strength and stability of government. Many concepts of modern culture and democracy find their origin in the teachings of ancient Greece and Rome. Money and banks and credit were widely used throughout the Roman period. And there is a similarity between the financial institutions of that period and those of today.

* * *

The fall of Rome introduced the Dark Ages, a period of nearly 1,000 years. During this time there was virtually no trade and little circulation of money. It was the custom to conceal what money there was in specially constructed furniture. According to English literature, in the 15th century Richard III of England, whom we remember as crying on the battle-



AMIDON

In this series the author will explore the field of finance from banking to municipal bond issues, as well as the history of our modern money system.

field, "A horse! A horse! My kingdom for a horse!" was killed and never returned to claim the military chest he had taken to his inn with him. Nearly 100 years later the king's gold was found under a false bottom of one of the drawers of the chest.

Highway robbers are credited with stimulating wider use of paper money during the Dark Ages. Rich merchants, bulging with precious metals as they traveled on the unprotected highways, were easy prey.

For safety these merchants entrusted their valuables to goldsmiths who locked them in strong boxes. The receipts issued by the goldsmiths were carried by the merchants and passed as money from person to person.

* * *

Several events of the 11th and 12th centuries stimulated the revival of trade and promoted the

use of money and the development of banks.

The Crusades took thousands of men out of their homelands into foreign countries. For more than 200 years these Crusaders fought to recapture the Holy City of Jerusalem. They did not succeed, but they saw strange sights and different peoples; they ate new foods, and tasted luxuries never dreamed of. Rich merchants of Venice and Genoa supplied transportation for the crusading armies, always at a handsome profit.

Marco Polo traveled to China and other parts of Asia. The stories of his experiences stirred the imagination and enlarged the vision of the Europeans.

The Bank of Venice was established in 1171 primarily to finance a war. People were asked to lend money to the government. The Bank of Genoa was founded in 1320. And 300 years later, when the Dutch took a leading role in world trade, the Bank of Amsterdam was established.

History ironically records that in spite of the fact that Venice and Genoa were leading financial centers, Columbus had to go to Queen Isabella and King Ferdinand of Spain to get money for his voyages.

The explorations and discoveries that followed Vasco da Gama and Columbus were stimulated by a desire for richer and new markets.

They were the result of the trade revival in Europe.

* * *

The Bank of England was organized in 1694 and the first Bank of France in 1716. The establishment of the Bank of England was an important event in the history of business and banking. Deposit banking, as we know it today, began there, stimulated by the discovery of gold and the establishment of markets in the New World. Earlier than that, however, London goldsmiths gave receipts for money deposited with them by English merchants, as had the early cattle bank in Egypt and the goldsmiths in the Dark Ages. As these deposits accumulated, it was safe to lend out a portion of the money, since all the depositors did not ask for all their money at the same time.

The Bank of England began the practice of issuing its own bank notes. These notes served as legal tender, enabling the bank to engage in deposit banking safely and profitably. The Bank of England served as the model for modern banks.

It was just 74 years before the organization of the Bank of England that a group of Pilgrims landed at Plymouth, Mass. Nearly 100 years after the establishment of the Bank of England, banking began in the United States.

* * *

The colonists who came to Jamestown and Plymouth in 1607 and 1620 found an undeveloped land with hostile Indians. They had faith in the new land and determination to begin a new life. They had to depend upon their own human resources. They brought only a very few belongings.

In spite of unfriendly soil and severe climate, most New Englanders became farmers. They used simple tools — hoe, iron plow, spade, cradle. Some men, however, became fishermen; others built ships. Others became merchants and sold the goods that the ships brought home. Others began to make articles needed.

Industry and trade developed

BANKS BOUGHT and SOLD
All Negotiations Confidential
A NATIONAL CLEARING HOUSE
FOR EXPERIENCED BANK EXECUTIVES
WITH CAPITAL TO INVEST
BANKERS SERVICE COMPANY
BOX 1435 • DES MOINES 5, IOWA • PHONE AT 2-7800

HOW TO TEST YOUR MONEY SENSE . . .

1. Where, when, and why did the phrase “not worth a continental” originate?
2. How was the lack of credit and banks a handicap to the Colonists in the Revolutionary War?
3. Who is known as the financial savior of the Revolutionary War?
4. What bank in what year represented the beginning of the establishment of a permanent banking system in the United States?
5. In what ways did the framers of our Constitution recognize the importance of money and banking to the stability and growth of a nation?

The answers to these provocative questions will be supplied by Mr. Amidon in his next article in this exclusive series, “Speaking of Money” — Part 3, “The Beginning of a New Era”.

slowly in the colonies. There was no satisfactory system of currency. Europe had a reliable metallic currency. The English government had learned from sad experience that coins of the same value must be made of the same fine silver and the same weight. When men talked about price in shillings, they knew what the shilling was worth. They were willing to lend money because they knew that when it was paid back, the money would be worth the same as that which was lent.

* * *

In the colonies there were no silver or gold mines. All coins had to be imported. Since the Colonials needed goods more than money, they accepted English-manufactured goods for their raw materials instead of English money.

They tried all sorts of experiments for getting along without metal coin. In the South all values were reckoned in terms of tobacco, which was used as a medium of exchange. Ministers were paid and taxes were collected in tobacco. In a good crop year this “money” was cheap. Hence, the amount collected by the minister or the government was not sufficient to buy food or to carry on adequately the functions of government.

In New England various com-

modities were used at one time or another. Wampum — beads made from shells — was adapted from the Indians.

Some of the colonies issued paper money without security back of it. At first, because the government considered it legal tender, paper money passed freely without much fluctuation. However, when the Colonists tried to buy goods with it, they found that English merchants would not take it. Since it was not redeemable in coin, paper money ceased to have much value. Many people went back to the barter system. This made the accumulation of capital difficult and retarded the development of industry.

In 1652 the best-known coin of colonial days — the pine-tree shilling — was minted in Boston by John Hull in defiance of the British government. He continued to mint this coin until 1686.

* * *

The money issue continued to be a cause for concern up to and throughout the Revolutionary War. It was at the end of the Revolutionary War that the first real American bank was founded. It is these early Colonial banks that we will discuss in the next part of this series.

Bridge Players Question "Hand" Shown In Bank's Ad in Commercial West

ARE YOU a bridge player? Know anything about cards? If you do, you may enjoy trying this on your card-table. Or have you?

Reproduced here is the advertisement of the Continental Illinois National Bank & Trust Co., Chicago, which appeared in Commercial West's issue of July 12, 1958. Think you could make a grand slam with that hand?

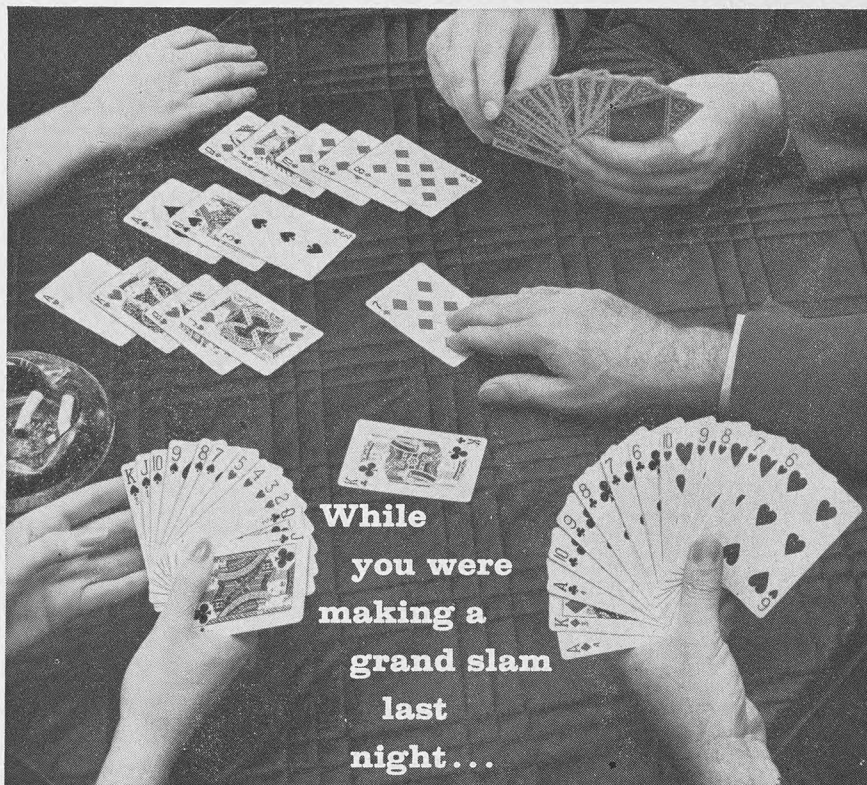
Many of Commercial West's banker readers and other subscribers take varying degrees of pride in their bridge-playing ability, and ever since this ad was published they've been playing and replaying the game illustrated in it. Some of them were pretty persistent, kept telephoning and writing notes to our staff in an effort to determine how a grand slam could be scored with the cards as they lay in this photo.

None of our staffers qualifies as a bridge "expert," and our wives and/or husbands didn't prove to be big helps, so we took the bull by the horns and wrote to S. A. Jackson, advertising manager of the Continental, and asked him to solve the dilemma.

"Honestly, we didn't really mean to be confusing," replied Jackson, "and to prove it, here's the solution":

WEST

Spades—K, J, 10, 9, 8, 7
Hearts—5, 4, 3, 2
Diamonds—None
Clubs—K, Q, J



While
you were
making a
grand slam
last
night...

... our night staff processed 4500 cash items
CONTINENTAL ILLINOIS NATIONAL BANK
and Trust Company of Chicago

BID — SEVEN HEARTS

NORTH

Dummy

Spades—A, Q, 3
Hearts—A, K, Q, J
Diamonds—Q, J, 10, 9, 8, 7
Clubs—None

EAST

Spades—6, 5, 4, 2
Hearts—None
Diamonds—6, 5, 4, 3, 2
Clubs—5, 4, 3, 2

SOUTH

Declarer—Playing Hand
Spades—None
Hearts—10, 9, 8, 7, 6
Diamonds—A, K
Clubs—A, 10, 9, 8, 7, 6

THE PLAY

Trick No.	Leads		
1	West leads K of Clubs, South's A takes	6	South leads 10 of Hearts, North's K takes
2	South leads 6 of Hearts, North's J takes	7	North leads A of Hearts, South discards A of Diamonds
3	North leads 3 of Spades, South's 7 of Hearts trumps	8	North leads A of Spades, South discards K of Diamonds
4	South leads 8 of Hearts, North's Q of Hearts takes	9 to 13	Q, J, 10, 9 and 8 of Diamonds now are all good tricks
5	North leads Q of Spades, South's 9 of Hearts trumps		



SCHALLER



JESNESS



BEZOIER



WATERHOUSE



CARLANDER



FLORA

For the 1958-59 Program

Upper Midwest Heavily Represented in ABA's New Committee Posts

UPPER MIDWEST bankers included in the long list of committee and commission appointments made by Lee P. Miller, new president of the American Bankers Association, since his election at Chicago in September and reported this week from ABA headquarters are the following.

Executive council — John H. French, Jr., president City Bank, Detroit.

Agricultural commission — Harry W. Schaller, president Citizens First National Bank, Storm Lake, Iowa (chairman); W. H. Allen, cashier First National Bank, Neillsville, Wis.; Dr. O. B. Jesness, department of agricultural econo-

mics, University of Minnesota (member advisory council).

Bank Management commission — R. A. Bezoier, president First National Bank, Rochester, Minn.; Fred H. Waterhouse, vice president First National Bank of Minneapolis.

Country Bank Operations commission — John Carlander, president State Bank of Faribault (Minn.); T. O. Cooper, executive vice president and trust officer Jefferson (Iowa) State Bank; Joseph A. Hauck, executive vice president Exchange Savings Bank, Mt. Pleasant, Mich.

Credit Policy commission — Henry T. Bodman, president National Bank of Detroit; Carl M.

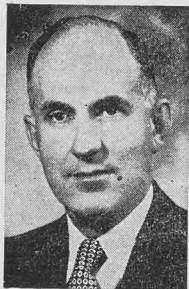
Flora, vice president First Wisconsin National Bank, Milwaukee; Edward J. Frey, president Union Bank of Michigan, Grand Rapids; Harry W. Schaller, president Citizens First National Bank, Storm Lake, Iowa.

Instalment Credit commission — Thomas M. Kulp, vice president First National Bank of Minneapolis.

Small Business Credit commission — Carl M. Flora, vice president First Wisconsin National Bank, Milwaukee (chairman); C. Herbert Cornell, president Fidelity Bank & Trust Co., Minneapolis; Claude R. Erickson, president Livingston (Mont.) State Bank; J.



CORNELL



OSTERBERG



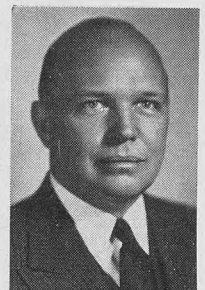
SMOTHERMAN



BRENTON



DODGE



McLUCAS



LOCKHART



POWERS



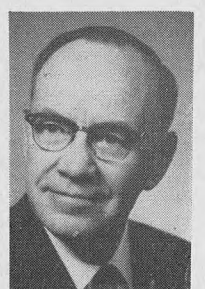
POHLAD



HAUGO



KASTEN



CHRISTENSEN

COMMERCIAL WEST



MOSER



STERN



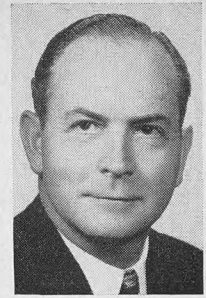
HARKISON



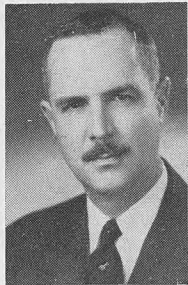
STIEG



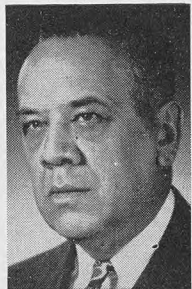
HAMRE



HEWITT



KEELINE



STAUBER

H. Pullman, president Fremont County Savings Bank, Sidney, Iowa.

Public Relations council — Harris V. Osterberg, secretary Nebraska Bankers Association, Omaha; Lawrence J. Smotherman, assistant vice president First Wisconsin National Bank, Milwaukee.

Research council — V. W. Johnson, president First National Bank, Cedar Falls, Iowa; R. E. Reichert, president Ann Arbor (Mich.) Bank.

Advisory committee on Special Activities — W. Harold Brenton, chairman of board National Bank of Des Moines; Joseph M. Dodge, chairman of board Detroit Bank & Trust Co.

Committee on Employee Training — T. O. Cooper, executive vice president and trust officer Jefferson (Iowa) State Bank; Arthur S. Greiner, assistant vice president National Bank of Detroit.

Committee on Executive Development — John N. McLucas, senior vice president National Bank of Detroit.

Committee on Federal Deposit

Insurance — Grant W. Anderson, vice president Northwestern National Bank of Minneapolis; William A. Canary, president Footville (Wis.) State Bank.

Committee on Federal Fiscal Policies — Gerald O. Nelson, vice president Iowa-Des Moines National Bank, Des Moines.

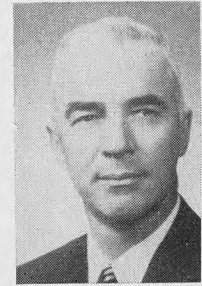
Committee on Federal Legislation — C. H. Lockhart, chairman of board First Citizens National Bank, Watertown, S. D.; Fredrik Marin, president Bank of Lansing (Mich.); Frank P. Powers, president Kanabec State Bank, Mora, Minn.

Subcommittees of the committee on Federal Legislation — Harry W. Schaller, president Citizens First National Bank, Storm Lake, Iowa (agricultural credit); Fred B. Post, president First Security Bank, Ionia, Mich. (bankruptcy); Carl R. Pohlad, president Marquette National Bank of Minneapolis (postal savings system); Erling Haugo, president Sioux Valley Bank, Sioux Falls, S. D., and George F. Kasten, vice president First Wisconsin National Bank, Milwaukee (Section 5219, U. S. Revised Statutes); Frank P. Powers, president Kanabec State Bank, Mora, Minn. (social security, chairman).

Federal Legislative council (state chairmen) — Harold P. Klein, vice president Iowa-Des Moines National Bank, Des Moines; B. P. Sherwood, Jr., president Security First Bank & Trust Co., Grand Haven, Mich.; Arthur W.



REDDING



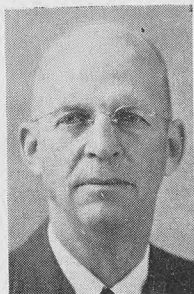
TENGE

Sands, president Western State Bank, St. Paul; L. A. Christensen, president Bank of Glacier County, Cut Bank, Mont.; Ellsworth Moser, president United States National Bank, Omaha; William Stern, president Dakota National Bank, Fargo, N. D.; Tom S. Harkison, president National Bank of South Dakota, Sioux Falls; Max Stieg, president Dairyman's State Bank, Clintonville, Wis.

Finance committee — H. G. Hamre, president State Bank of Wood Lake (Minn.); Charles H. Hewitt, executive vice president Detroit Bank & Trust Co.

Organization committee (regional vice presidents) — John B. Keeline, president Central Trust & Savings Bank, Cherokee, Iowa; John L. Stauber, president Citizens National Bank, Marshfield, Wis.

Organization committee (state vice presidents) — Gordon L. Mennen, chairman of board and president LeMars (Iowa) Savings Bank; John R. Meadows, vice president Ann Arbor (Mich.) Bank; G. A. Redding, president Windom (Minn.) State Bank; John E. Tenge,



GERHART



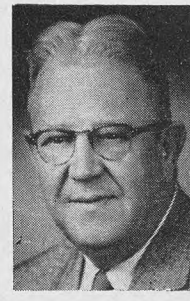
NACHTWEY



MILLER



KRYZSKO



SWENSON



Hollingsworth

Credit Unions Doing a Big Job Among Churches in Iowa



FREI



JENSEN

president Midland National Bank, Billings, Mont.; H. L. Gerhart, president First National Bank, Newman Grove, Neb.; Eveleen A. Nachtwey, president First National Bank, Dickinson, N. D.; E. H. Paine, president Farmers & Merchants Bank, Watertown, S. D.; Ray G. Tiegs, president Wisconsin State Bank, Milwaukee.

Savings Bonds committee — S. J. Kryzsko, president Winona (Minn.) National & Savings Bank; A. T. Donhowe, vice president Central National Bank & Trust Co., Des Moines.

Savings Bonds committee (state chairmen)—Charles E. Watts, president Commercial State Bank, Pocahontas, Iowa; Herbert H. Gardner, senior vice president Detroit Bank & Trust Co.; H. E. Swenson, vice president First National Bank, Fergus Falls, Minn.; V. C. Hollingsworth, president Citizens State Bank, Hamilton, Mont.; Robert I. Stout, chairman of board First National Bank, Tekamah, Neb.; Del W. Palmer, executive vice president Fargo (N. D.) National Bank; Walter H. Frei, president Commercial State Bank, Wagner, S. D.; Walter Jensen, president First Bank of Grantsburg (Wis.)

Committee on State Legislation —G. H. Hernet, president McIntosh County Bank, Ashley, N. D.

State Legislative council (state chairmen) — Charles J. Spies, president Iowa Trust & Savings Bank, Emmetsburg, Iowa; Charles H. Hewitt, executive vice president Detroit Bank & Trust Co.; H.

What about the credit unions? Are banks and bankers concerned with their competition?

Doubtless, the credit unions deposit their money in the local banks, but do they have much to deposit? Aren't they pretty well loaned up?

Would the banks make the same loans that the credit unions are making?

Surely the banks would be glad to have the savings deposits.

* * *

These are some of the possible questions posed by a newspaper clipping from the Des Moines Register for October 19 just forwarded to Commercial West by a man prominent in Upper Midwest banking circles.

The five-column clipping featured a close-up photo of Mrs. Dennis Mulcahy, president, and Joseph Mondanaro, treasurer, of the Sacred Heart Catholic church credit union at Ottumwa, Iowa, with Rev. Edward J. O'Hair, pastor of the 60-year-old parish. It quotes Mrs. Mulcahy, wife of an Ottumwa grocer, as saying she devotes about "one day and one night a week" to credit union activities, and Father O'Hair as admitting that his "only connection with the

credit union is to admire the fine work they are doing."

According to the newspaper, the church's credit union has total shares of nearly \$3,500 and has made about 20 loans since it was founded in February 1956. The loans are "usually about \$350" and most "are for consolidation of debts or home improvements," Mrs. Mulcahy is reported to have said.

The Sacred Heart parish credit union has yet to pay dividends on savings, the Register says, but its officials hope to do so by the end of this year. They have 92 members.

Another Ottumwa church, the Wesley Methodist, has a credit union, too. Organized in March 1957, it's still in its infancy, has about 30 members, and total shares of nearly \$400.

"The credit union of Ivester Church of the Brethren near Grundy Center is almost 12 years old, has 170 shareholding members, and total shares of more than \$9,800," says the Des Moines paper. "The Ivester credit union loaned out \$2,500 in 1957 and has total assets of more than \$10,000.

"Other churches and church groups in Iowa with credit unions are the Methodist ministers at Ames, Iowa Baptist ministers at Des Moines, Vail & Westside Presbyterian church at Vail, St. Francis Catholic church at Dyersville, St. Athanasius Catholic church at Jesup, Mahaska County Catholic credit union as Oskaloosa, Immaculate Conception Catholic church at Sioux City, Westphalia community credit union, St. John the Baptist Catholic church at Burlington, Cresco Catholic credit union, Sacred Heart Catholic church at Davenport, St. Alphonsus Catholic church at Davenport, Holy Ghost Catholic church at Dubuque, and St. Mary's Catholic church at Dubuque."

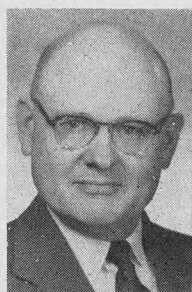
* * *

Church credit unions are the oldest type of these member-operated credit organizations found in this country, says the Des Moines Register.

Bankers in many cases are church members, leaders of their local church groups. What do they think of the credit union movement? What do you think?



HERNETT



GILLESPIE



McLELLAN



HOBBINS



YEARS AGO

FROM THE FILES OF COMMERCIAL WEST

(From issue of October 28, 1933)

GLOSSARY of Administration set-ups is published in Commercial West this week to assist readers in identifying the many "initial" agencies: NRA, National Recovery Administration and/or Act . . . RFC, Reconstruction Finance Corp. . . . AAA, Agricultural Adjustment Administration . . . PWA, Public Works Administration . . . RACC, Regional Agricultural Credit Corp. . . . HOLC, Home Owners Loan Corp. . . . FCA, Farm Credit Administration . . . FRB, Federal Reserve Board . . . CCC, Civilian Conservation Corp. . . . DLB, Deposit Liquidation Board . . . FDIC, Federal Deposit Insurance Corp. . . . PCC, Production Credit Corp. . . . BFC, Bank for Cooperatives . . . NFLA, National Farm Loan Association . . . TVA, Tennessee Valley Authority . . . ICC, Interstate Commerce Commission . . . ERA, Emergency Relief Administration.

¶ *Open ships* will be used temporarily on the new extension of Northwest Airways from Billings to Spokane, but only while the pilots are getting thoroughly familiar with the terrain and all the care-taking equipment used by the company is installed.

¶ *Brainerd, Minn.* was the scene Monday of one of the most daring bandit raids in months. Five mackinawed bandits shot up the First National Bank and the town with machineguns and escaped with loot reported at \$32,000 in cash and securities.

¶ *Frontenac Corp. of Minneapolis*, which is liquidating Frontenac Trust Shares, will terminate the trust December 5.

¶ *New officers of Minnesota's McLeod County Bankers Association*, elected Tuesday night at Lake Marion, are George Umland of Hutchinson, president; J. J. Sterner of Winsted, vice president; J. A. Krcil of Hutchinson, secretary; E. J. Mann of Brownton, treasurer. Members of the executive committee are E. N. Schmitz of Stewart, Frank J. Burich of Silver Lake, and Harold Milbrath of Lester Prairie.

¶ *Twin Cities bankers* attending the annual convention of the Robert Morris Associates in Chicago this week included E. S. Jones, vice president Marquette National Bank; Arnulf Ueland, vice president, and Calvin Aurand, assistant cashier Midland National Bank; M. D. Chandler, vice president, and Carroll H. Rose, assistant cashier Northwestern National Bank; Jack Clayton, vice president, and A. H. Quay, assistant cashier First National of Minneapolis; E. J. Gifford, vice president First National of St. Paul; P. J. Geib, credit department manager American National; D. L. Carroll, credit department manager Empire National, and J. N. Peyton, reserve agent, and Harry Yaeger, deputy governor Federal Reserve Bank.

¶ *Minnesota's Otter Tail County Bankers Association*, meeting at Fergus Falls, elected H. G. Dahl president, F. E. Salomonsen vice president, and H. E. Swenson secretary-treasurer. Named to a committee to study service charges were A. C. Meland, Pelican Rapids; Ed. Stoll, Dent; H. M. Gronner, Underwood; G. C. Clement, Henning; Jos. S. Peterson, Battle Lake; E. M. Anderson, Fergus Falls, and R. E. Lincoln, Fergus Falls.

¶ *Harry A. Dezell*, assistant cashier First National Bank of St. Paul since 1920, died Sunday at his home after an illness of two years. Formerly he was with the First National Bank, Owatonna, Minn.; First National Bank, Conrad, Mont.; Citizens State Bank, St. Paul, and National City Bank of New York.

¶ *Fifty per cent* of radio broadcasting soon will be done by electrical transcription, according to the conservative estimate of Harold Finkelstein of Midwest Broadcasting Co., Minneapolis, who is building a new business on the strength of that trend. The company demonstrated the new industry to members of the Advertising Club of Minneapolis in the firm's studios at 26 South 7th Street.

¶ *Gov. Floyd B. Olson* has decided to call a special session of the Minnesota Legislature about December 11 to enact a law providing for liquor control.

FIFTY YEARS AGO

(From issue of October 24, 1908)

¶ *Twin City Bankers Club*, meeting at the Minnesota Club in St. Paul, heard a talk by J. B. Forgan. They elected as new officers E. W. Decker, president; George H. Prince, vice president; George Orde, secretary-treasurer, and Perry Harrison, executive committeeman.

¶ *The Dayton brothers*, operators of the Minneapolis department store, received authorization to organize the Dayton Investment Co., to deal in real estate, mortgages, loans, etc. Included were George D. Dayton, D. D. Dayton, C. W. Dayton, G. Nelson Dayton, and J. E. Dayton.

¶ *A new bank* is to be organized at Chisholm, Minn., with George Train, cashier of the First National, as president.

¶ *J. H. Quinn* is president of the newly-organized bank at Badger, S. D., headed by Andrew Nelson.

¶ *Sioux Falls Power Co.* completed its new plant. A meeting celebrating the event, at which George B. Caldwell spoke, was held at Chicago.

THINK..



FRED C. LEWIS
President

ACT...



JIM BIANCO
Correspondent Banking

BE... INDEPENDENT

It's time
to switch
to

NORTHWESTERN
BANK OF COMMERCE
Duluth, Minnesota



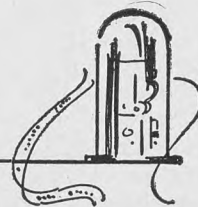
Member Federal Reserve System
Federal Deposit Insurance
Corporation

NOVEMBER 1, 1958

AHEAD OF THE MARKET

with WALL STREETER

A REGULAR AND EXCLUSIVE
COMMERCIAL WEST FEATURE



TO REPEAT a comment made last week in this column, a market reaction of at least small proportions is long past due, considering the extent and consistency of the price gains made in the past few months. There also are indications of an increasing speculative activity in the market, a development which usually brings about some sharp variations in the trend.

Speculation is not based on an over-expansion of credit, as margin trading has been of relatively moderate proportions, and present regulations require 90 per cent cash in the purchase of stocks. But there is an increased interest in low-priced stocks and other issues that are generally recognized to be in a very speculative category.

This is the type of market in which the slightest bit of good news on a company's earnings or activities brings a big market response.

A rising trend of corporate profits and an impending betterment of the dividend situation provides some real substance for the price gains. But the current market pic-

ture is also greatly influenced by an inflation psychology. Investors and the public are more inflation-minded than ever before, or to put it another way, they are afraid of inflation.

What's more, they are in a hurry to do something about it, and the stock market seems the logical place to do it. However, this psychology also can change in a hurry, just as it has any number of times in the past. This possibility means an increased risk.

We would expect any price reversal to be of limited extent and duration, but some allowance should be made for it.

* * *

Earnings in the cement industry are on the way up, aided by increased homebuilding, general construction activity, and highway building. Over a period of the next few years earnings should continue to increase, as the demand well may call for capacity operations, as contrasted to approximately 75 per cent for the industry this year. Most cement companies have greatly expanded capacity in recent

years, and their full earnings potential has yet to be realized.

LEHIGH PORTLAND CEMENT has been mentioned many times previously in this column, and we continue to like its prospects. It is the third largest domestic producer, and as a result of expenditures of more than \$100-million in recent years it is in a position to benefit appreciably from the impending increase in cement usage.

Lehigh Portland common currently trades around 39.

* * *

Among the smaller companies, **DEWEY PORTLAND CEMENT** common trading over-the-counter at 18½, has a longer-term potential. This company with a 5.5-million-barrel capacity in plants located at Dewey, Okla. and Davenport, Iowa, will construct a new \$10-million unit at Tulsa.

Earnings last year amounted to \$1.42 per share, and the dividend rate is 80 cents per year.

* * *

On any general market weakness, **TIMKIN ROLLER BEARING** common should be a good issue to buy. It is currently selling around 43, with a \$2.00 dividend. Earnings should provide a slim coverage of this rate this year, but an improvement is in the making. Finances are in good shape and the company is engaged in a large capital spending program to lift its operations to a new high level of efficiency.

Timkin is the largest maker of tapered roller bearings, with automobile makers and the railroads its important customers. It also is an

JAMIESON & CO.

A Complete Investment Service for Individuals, Banks and Companies. No order too small—no order too large.

PRIVATE WIRES



8 offices cover the Northwest

Members New York Stock Exchange and Other Principal Exchanges

STOCKS BONDS GRAIN

"Just call Jamieson"

MINNEAPOLIS 1st Nat'l-Soo Line Bldg., FEderal 3-8235

ST. PAUL Endicott Building
CApital 2-0721

DULUTH Torrey Building
RAndolph 2-3344

FARGO Black Building
Tel. 2-2441

GRAND FORKS . . Security Bldg.
Tel. 4-4258

MINOT Roosevelt Hotel Bldg.
Tel. 5-1111

SIOUX FALLS . . 109 S. Main Ave.
Tel. 4-5861

EAU CLAIRE . 211 S. Barstow St.
TEmple 4-4142

WAYNE HUMMER & CO.
CHICAGO

MEMBERS
NEW YORK STOCK EXCHANGE

important manufacturer of stainless and alloy steel for its own use and sale to others. There is a special potential for this company in the increasing use of its bearings on freight cars.

* * *

Recent reports tell of a steadily increasing demand for paperboard, which has brought production up to record high levels. This fits in not only with the general up-trend in business, but with the fast-growing use of packaging of all types. In almost all instances, companies that are engaged in paperboard, packaging, container activities have been among the market favorites of recent months.

For example, **FEDERAL PAPERBOARD** common, recommended in this column several months ago in the low 30s, currently is selling around 47. The prospects for this company still are distinctly favorable.

* * *

However, for a long-range participation in the paperboard-packaging industry, we like the prospects of **DIAMOND GARDNER**. This company, formerly Diamond Match, has been associated in many investors' minds with the match and lumber business. But the fact is that through acquisition of General Package Corp., and more recently, Gardner Board & Carton, and expansion of activities, more than 50 per cent of sales are in molded pulp products such as trays for pre-packaging food products, egg cartons, picnic plates, paperboard and folding cartons, including cigarette boxes, beverage containers, soap and food cartons and a wide variety of other packaging items.

In addition to these activities, Diamond Gardner's sales are 12 per cent in lumber sold at wholesale, 15 per cent in matches and wood-ware such as clothes pins, tooth picks, wooden forks and spoons, etc., 21 per cent in retail sales of lumber and building materials made through 86 retail yards and stores. Most of these retail units are located in the New England area, and in central and northern California. Last year the company sold 220-million board feet

of lumber of its own make, 183-million at wholesale and 37-million to its own yards for retail sale.

Among Diamond Gardner's valuable assets is 387,000 acres of timberland estimated to contain 2.15-billion board feet of merchantable timber. This includes a 220,000-acre tree farm in California, and lesser holdings in Idaho, Washington, Montana, Minnesota, and Maine. One of the important wood-ware and match plants is located at Cloquet, Minn.

In 1956 this company acquired for \$2.8-million, all of the ordinary shares of Hartmann Fibre, a leading producer of molded pulp products in England. And through the previously mentioned acquisition of Gardner Board & Carton, a half interest was obtained in Dairy-pac, Inc., a maker of cartons for milk, ice cream, frozen foods, butter, and oleo. This latter company alone has sales of \$29-million and yearly profits of close to \$1-million. In 1957, Diamond Gardner's equity in the undistributed profits of Dairy-pac and Hartmann was equal to 29 cents a share.

Probably as good a key as any as to the potential in Diamond Gardner rests with the fact that some \$57-million was spent in the 1953-57 period for additions and improvements. About \$22-million was spent in just the last year. These figures include expenditures made by companies acquired in recent years. Another \$18-million is being spent in the current year.

A big new integrated lumber and molded pulp plant at Red Bluff, Calif., going into operation this year, is expected to make a very sizable contribution to future profits. Under an able management these big outlays for expansion, improvement, and coordination of its diversified activities should bring about some profitable results.

Diamond Gardner common is a market laggard, selling around 31 in relation to a year's range of 25 to 35. Several years ago it sold as high as 53. Profits this year are estimated at not much more than \$2.00 a share, and the dividend was cut from a 45-cent quarterly rate to 30 cents. Without much doubt, the need to conserve cash for the big capital spending pro-

Northwest Stocks

The following bid and asked prices are obtained from the National Association of Securities Dealers, Inc., and other sources. They do not represent actual transactions; they are intended as a guide to the approximate range within which these securities could have been sold (indicated by the "bid") or bought (indicated by the "asked") at the time of compilation.

October 30, 1958

	Bid	Previous Week's	
		Asked	Bid
Amer. Hoist & Derrick	18 1/4	20 1/4	18 1/4
Anchor Casualty Co.	24	26 1/2	24
Apache Oil	19 1/4	21 1/4	19 1/4
Bank Shares "6%" Pr. Pfd.	10		10
Brooks Scanlon A-B	23		23
Consolidated Ftys.	17 1/4	19	17 1/4
Control Data	6 1/2	7	6
Donaldson Company	11 1/4	13 1/2	11 1/4
Doughboy Ind.	9 1/2		9 1/2
Economics Lab.	23	25	23
First Bank Stock	43 1/2	46	44 1/2
Flour City O. I.	6 1/2	7 1/2	6 1/2
Forman Ford	1 1/2		1 1/2
Glass Products	1 1/2	2 1/2	1 1/2
Green Giant B.	21		21
Int'l Ref. Com.	3 1/4	4 1/4	3 1/4
Int'l Ref. 5 1/2-61	96		96
Invest. Divers. Sys. A	139		137
Investors Synd. of Can.	17 1/2	19 1/2	17 1/2
Kahler Corp.	28	31	28
McQuay	8 1/2	9 1/2	8 1/2
McQuay Pfd.	17 1/2		17 1/2
Marshall Wells Com.	315		315
Marshall Wells Pfd.	97		97
McCloud River Lbr.	71	76	71
* Mpls. Brew	7 1/2	7 1/4	7
Minneapolis Gas, Com.	30	32	30
Minn. Valley Nat. Gas	14 1/2		14 1/2
Munsingwear, Pfd.	17 1/2		17 1/2
Murphy, A. A. & Co., 6%	47		47
No. Central Air	3 1/4	4 1/4	3 1/2
* N. W. Banco	78 1/2	80	78 1/2
N. W. Banco pfd.	109		109
N. W. Fire Marine	40		40
N. W. National Life	86	93	86
N. W. Paper Co.	27		27
N. W. Pub. Serv.	19 1/4	20 1/2	19 1/4
N. W. States Ptd. Cem.	55		54 1/2
Otter Tail 3.60% Pfd.	69	74	69
Ottertail Com.	32 1/4	34 1/4	32 1/4
Pacific Gamble Rob.	16 1/2	18 1/2	16 1/2
Powell River Lumber	38	41	37 1/2
Rayette	6 1/4	7 1/4	6 1/4
Red Owl Com.	44 1/4	47 1/4	46 1/4
Russell Miller Pfd.	90		90
St. Paul Fire	51 1/2	53 1/2	50 1/4
St. Paul Stockyards	14 1/2		14 1/2
Schjeldahl	5		
Superior Separator Pfd.	21		21
Super Valu Com.	51		51
Texota Oil	1 1/2	2 1/2	1 1/2
Title Insurance	44		44
Toro Mfg.	16 1/2		16 1/2
Twin City Fire	20		20
Western State Life	9 1/2		9 1/2
Weyerhaeuser	43 1/4	45 1/4	44
Wood Conversion	16	18	16

* Listed on Midwest Stock Exchange

J. M. DAIN & COMPANY INCORPORATED

Specialists in Local Corporate
and Municipal Securities

FEDERAL 3-8141
MINNEAPOLIS 2, MINNESOTA

MEMBER
NEW YORK STOCK EXCHANGE

12 fine companies

FRED L. GRAY COMPANY "The House of Insurance"

100 expert employes
to serve YOU

Ground Floor, Reimann Building
816 Second ave. so. Minneapolis 2

gram was an influence in the dividend action.

In recent years earnings were as follows: \$2.92 a share in 1956, \$3.02 in 1955, and \$2.48 in 1954. Because of the great change and diversification in operations during recent years, the past record is not too good a base for gauging the future, but some dividends have been paid each year since 1882.

Diamond Gardner common may not be among the exciting issues for the near term, but it should be a good stock to hold over the next few years. There is a good growth potential in the molded pulp, paperboard and carton business, and also good prospects for a recovery in the lumber activities. Ownership of extensive timberlands should be a valuable holding in an inflationary era.

Burroughs Revenue Up In World Operations

For the first nine months of 1958, Burroughs Corp. reported revenue of \$208,412,695 from worldwide operations, compared with \$204,861,122 for the same period in 1957.

Consolidated net income after taxes for the period amounted to \$4,224,753, compared with \$6,687,661.

Income taxes for the nine months of 1958 are estimated at \$3,900,000, compared with \$6,082,000 for the nine months of 1957. On the basis of 6,607,213 shares outstanding at September 30, 1958, earnings per share for the nine months were 64 cents, compared with \$1.01 in the same period in 1957.

For the quarter ended September 30, 1958, net income amounted to \$1,620,926 on total revenue of \$68,772,447, compared with net income of \$875,948 on total revenue of \$67,947,978 for the same period in the preceding year.

As of September 30, 1958, total unfilled orders for both military and commercial products amounted to \$229,085,000, compared with \$182,220,000 at September 30, 1957.

Incoming orders for commercial equipment only in September amounted to \$34,000,000. This included orders for 1,000 electronic bank bookkeeping machines. The company announced a price increase in a majority of its products effective October 1, 1958.

MINNESOTA SECURITIES DEPARTMENT

The Securities Division of the Minnesota Commerce Commission this week reports to Commercial West for publication the following new unlimited and amended unlimited registrations:

Camco, Incorporated (October 22). All presently outstanding common stock (384,000 shares) plus an indeterminate number of shares issuable upon exercise of stock options not in excess of 16,000 shares at market but not in excess of \$19 per share. Behalf: Lee Higginson Corp., applicant-licensed dealer and all other licensed dealers in Minnesota.

Economics Laboratory, Inc. (October 24). Amend unlimited notification 1-3-57, as amended 2-5-58 to cover all outstanding common stock (441,000 shares) for sale at market not in excess of \$34 per share. Behalf: Kalman & Company, Inc., applicant-licensed dealer, and all other licensed dealers in Minnesota.

Super Valu Stores, Inc. (Octo-

ber 24). Amend unlimited registration 3-8-56 to include all presently outstanding offering to be outstanding voting trust certificates representing shares of common stock. Behalf: Applicant-issuer and all licensed dealers in Minnesota.

Commerce Commission In Wayzata Hearing

The Minnesota Commerce Commission on Tuesday conducted hearing on application of the Community Credit Co. for certificate authorizing transaction of business as an industrial loan and thrift company at Wayzata. There was no opposition. Attorney Gregg Orwoll appeared on behalf of the State Bank of Wayzata and requested permission to interrogate witnesses but stated he was not opposing.

¶ Hearing on The Murphy Plan, Inc., Minneapolis, was officially closed October 28, with decision to be forthcoming within 30 days.

¶ New application was received this week from the Hennepin-Lake Industrial Finance Co. for certificate of authorization to transact business as an industrial loan and thrift company in Suite 300, 2933 Hennepin Avenue, Minneapolis. Hearing was set for 9 a.m. November 19.

IN TULSA

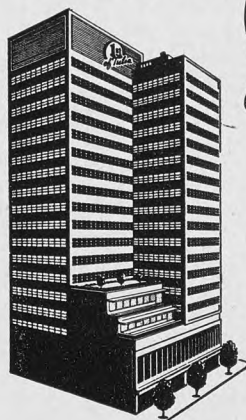
it's both

PLEASANT

and

PROFITABLE

to Think



1st
of Tulsa
Since 1895

**FIRST
NATIONAL
BANK AND
TRUST CO.**

Member of Federal
Deposit Insurance
Corporation

MINNESOTA BANKERS

(Continued from Page 16)

son, vice president Princeton State Bank (Mille Lacs); O. K. Rippling-er, vice president First National Bank, Little Falls (Morrison); F. G. Bates, cashier Sandstone State Bank (Pine); E. H. Anderson, cashier Citizens State Bank, Big Lake (Sherburne); G. N. Borgerding, assistant cashier North American State Bank, Belgrade (Stearns); James Sandelin, assistant cashier Lee State Bank, Browerville (Todd); W. Jarvinen, president First National Bank, Menahga (Wadena); A. M. Loberg, president First National Bank, Cokato (Wright).

M. W. Irgens, executive vice president Lancaster (Wis.) State Bank, is convalescing at Rochester (Minn.) Methodist Hospital following major surgery at the Mayo Clinic.

A Long Time A-Brewing!



KIEWEL

The Minneapolis Brewing Co. on Tuesday celebrated the 25th anniversary of its return to the brewing of beer.

Not that the company is only 25 years old; part of the present plant dates back to 1890,

marking the spot where the first Orth brewery was founded in 1850. The Cullen-Harrison act, passed in April 1933, made possible the resumption of brewing. On October 28, 1933, the first trucks loaded with post-repeal "Grain Belt" left the plant at 1215 Marshall Street, Minneapolis, for distribution.

The anniversary was pin-pointed at a civic silver "brunch in the brewhouse" event at the main plant Tuesday noon. A special menu designed around the hunt breakfast, popular during the '30s in leading restaurants, was featured. It included such items as broiled chicken livers and mushrooms braised in beer sauce; whole Canadian bacon broiled in beer, and hash-brown potato logs.

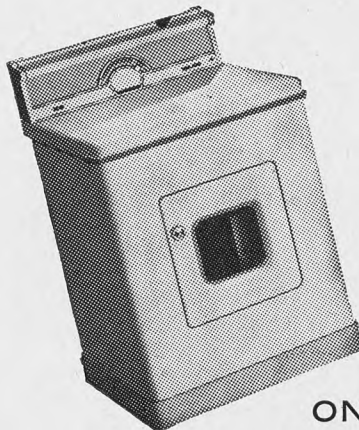
Appropriate to the occasion, a 25-candle cake topped the luncheon, and again, appropriately, a blue-bodied production manager John Lampertz extinguished the 25 flames with one blow.

At the luncheon, 24 men who started work in 1933 at the Minneapolis Brewing Co. were honored, including four top executives: Frank D. Kiewel, president and general manager; John Lampertz; Frank B. Kunz, vice president, and Rome Sexton, secretary.

Since Grain Belt went back into operation in 1933, the company has produced the equivalent of over 4-billion bottles of brew, while using over 20-million bushels of barley malt and processed corn. During this period the company has paid over \$110-million in federal and state excise taxes.

Contracts for future construction in the United States in September totalled \$3,215,919,000, an increase of 26 per cent above the like month of 1957, says F. W. Dodge Corp., construction news and marketing specialists.

Electricity is penny cheap
from **NSP**



ONE CENT
will dry
2½ pounds of clothes
in an electric dryer*

*Based on 3¢ per kwh

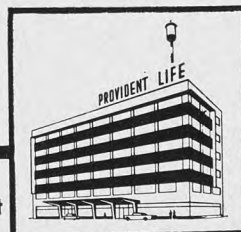
**NORTHERN STATES
POWER COMPANY**

LOOK HERE!

With a proven sales record, and if living in one of the Provident States*, we may have just the opportunity you are looking for.

WHY NOT HAVE?

- Your Own General Agency
- Top Commissions on Personal Production
- Vested Renewals
- Competitive Policies
- Powerful Sales Brochures
- Tops in Support from Home Office
- Growth with a Growing Company

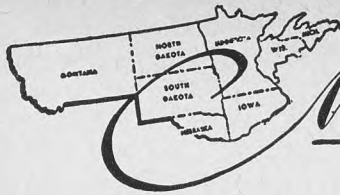


Write in strict confidence to:
Joseph Dickman, Agency Vice President

*"THE PROVIDENT STATES"

Minnesota, North Dakota, South Dakota, Wyoming, Idaho, Oregon,
Montana, California, Washington, New Mexico.

PROVIDENT LIFE INSURANCE COMPANY
BISMARCK, NORTH DAKOTA LIFE ACCIDENT HEALTH



Municipal FINANCING



By Stanley R. Manske

*Secretary-Treasurer
Northwestern Municipal Association*

A SURVEY made by the Legislature's interim commission on local government fiscal problems reveals that 42 per cent of Minnesota municipalities favor more local taxing and revenue-raising authority, and on the other hand 43 per cent favor additional state taxes to provide more state aid to municipalities.

These answers came from 58 per cent of the 834 Minnesota municipalities surveyed, and reflect the cumulative thinking of a good cross-section of municipal officials.

If enabling legislation were enacted so that additional local revenue could be obtained, the results indicate 46 per cent of the governmental subdivisions would favor admission and amusement taxes and 40 per cent gasoline and motor fuel taxes. Thirty-three per cent would favor a general sales tax and 8 per cent, a local payroll tax.

Other taxes most favored include additional tax on tobacco products, 32 per cent; motor vehicle or lo-

cal wheelage tax, 30 per cent; gross receipts of utility companies, 35 per cent; real estate transfer, 28 per cent; hotel-motel room tax, 29 per cent.

Thirty-nine per cent said too much dependence is on real estate, but 27 per cent thought property tax could carry a larger portion of tax load if more equitably administered.

Forty-four per cent said the household property tax should be eliminated, with revenue loss to be made up largely from property taxes.

As a clue to future source of bond financing, a vast majority thought that sewer and sewage disposal facilities were the least adequate of all local municipal services, while 86 per cent of the municipalities thought fire protection was most adequate of local service.

Serving on this 10 member commission are: Rep. D. D. Wozniak, St. Paul, chairman; Sen. Herbert Rogers, Duluth, vice chairman; Rep. E. J. Windmiller, Fergus Falls, secretary; Rep. Alf Larson, Hayfield; Rep. George Murk, Minneapolis; Sen. John A. Johnson, Preston; Sen. P. J. Holand, Austin; Sen. L. E. Westin, St. Paul; Rep.

B. M. Wichterman, Plummer; Sen. Donald O. Wright, Minneapolis.

* * *

Municipal bond issues to be sub-

THE FOLLOWING BOND ELECTIONS ARE COMING UP SOON:

\$1,500,000 CASS COUNTY, NORTH DAKOTA, Courthouse Bonds	Nov. 4
\$475,000 HOUSTON COUNTY, MINN., Nursing Home	Nov. 4
\$1,000,000 WINONA COUNTY, MINN., Courthouse Bonds	Nov. 4
\$1,000,000 GOODHUE COUNTY, MINN., Road and Bridge Bonds	Nov. 4
\$425,000 SHAKOPEE, MINN., School Bonds	Nov. 17
\$1,500,000 OWATONNA, MINN., School Bonds	Nov. 18
\$450,000 SAUK RAPIDS, MINN., School Bonds	Nov. 18
\$350,000 ESKO, MINN., School Bonds	Nov. 25
\$1,975,000 ST. CLOUD, MINN., School Bonds	Nov. 25
\$600,000 KENYON, MINN., School Bonds	not set
\$1,000,000 NORTHFIELD, MINN., School Bonds	not set
\$750,000 ZUMBROTA, MINN., School Bonds	not set

* * *

Additional information and further details on the above issues may be obtained from:

T. G. EVENSEN and ASSOCIATES, INC.

723 First Natl.-Soo Line Bldg.
Minneapolis 2, Minnesota
Federal 6-3693

All bankers having a buying interest in the above bonds are urged to communicate with their investment banker or bond dealer.

BUY MUNICIPAL BONDS

A sound Portfolio of Municipal Bonds adds to the stability and earning power of your bank.

JURAN & MOODY, INC.

93 East Sixth Street
St. Paul 1, Minnesota

Minneapolis

Capital 4-9361

mitted to voters at general election on November 4, 1958:

MINNESOTA

Mankato, fire station bonds, \$500,000.

St. Louis Park, park and recreation facility, \$985,000.

Winona county, courthouse, \$1,000,000.

Duluth, public works department, \$325,000.

Goodhue county, road, \$1,000,000.

Fairmont, storm sewer, \$75,600.

Red Lake county, county rest home, \$210,000.

Fillmore county, county hospital and nursing home, \$585,000.

Houston county, nursing home, \$475,000.

St. Paul, water plant construction, \$10,000,000.

St. Paul, school bonds, \$20,500,000.

Alden, sanitary sewer system, \$253,000.

Fairmont, storm sewer, \$80,000.

Milaca, storm sewer, \$140,000.

WISCONSIN

Madison, municipal improve-

MANSKE TO TALK TO T. C. WOMEN

"Current Trends in Municipal Financing" will be discussed by Stanley R. Manske, municipal editor of Commercial West, before a meeting of the Twin City Investment Women's Club at Coleman's in Highland Park, St. Paul, November 19.

Dinner at 6:30 p.m. will be preceded by social hour at 5:30.

ment, \$690,000.

Wauwatosa, municipal improvement, \$4,400,000.

MONTANA

Columbia Falls, water system, \$165,000.

NORTH DAKOTA

Cass county, courthouse building (county seat, Fargo), \$1,500,000.

SOUTH DAKOTA

Minnehaha county, courthouse, \$100,000.

Chamberlain, city armory and auditorium, \$45,000.

Eastman Dillon, Union Securities & Co. managed the syndicate that bought \$6,000,000 State of Montana Korean war veterans' compensation bonds due 1959 through 1968 and one term maturity due 1973. This issue went at an average net interest rate of 3.487 per cent, against a second-place bid of 3.499 per cent. The serial bonds are re-offered to yield 2.25 per cent in 1959 to 3.40 per cent in 1968, and the term bonds due in 1973 to yield 3.50 per cent.

These bonds are all of an issue of Korean war veterans' compensation bonds authorized by Chapter 44, Laws of Montana, 1957, for the purpose of providing funds for the payment of adjusted compensation, and said bonds are payable solely from, in the opinion of counsel, the proceeds of the 1-cent additional cigarette tax authorized by said Chapter 44. These bonds are not general obligations of the state of Montana; however, the state pledges and undertakes to continue to levy and collect the additional tax upon cigarettes while any of

WE OWN AND OFFER SUBJECT TO PRIOR SALE:

NEW ISSUE
MOODY RATING A

\$750,000

City of Huron, South Dakota

3.10%, 3.30% and 3 1/2% Water System Improvement Bonds, Series 1958

Dated: December 1, 1958

Due: July 1, 1960 through 1976

Principal and semi-annual interest (July 1, 1959 and each January 1 and July 1 thereafter) payable at the Northwestern National Bank of Minneapolis, Minneapolis, Minn.

Denomination — \$1,000.

THESE BONDS, in the opinion of counsel are valid and binding general obligations of the city according to their terms, payable from ad valorem taxes which may be and are required by law to be levied without limitation as to rate or amount upon all the taxable property within the territorial limits of the city.

MATURITY SCHEDULE

Amount	Coupon	Maturity	Yield	Amount	Coupon	Maturity	Yield
\$25,000	3.10%	1960	2.15%	\$50,000	3.30%	1968*	3.25%
25,000	3.10	1961	2.30	50,000	3.30	1969*	3.30
40,000	3.10	1962	2.45	50,000	3.30	1970*	3.40
40,000	3.10	1963	2.60	50,000	3.50	1971*	3.50
40,000	3.10	1964	2.75	50,000	3.50	1972*	3.50
40,000	3.10	1965	2.90	50,000	3.50	1973*	3.55
40,000	3.30	1966	3.05	50,000	3.50	1974*	3.55
50,000	3.30	1967	3.15	50,000	3.50	1975*	3.60
				50,000	3.50	1976*	3.60

* Callable in inverse order on 7-1-67 at par and accrued Interest.

Allison-Williams Company
Minneapolis—Saint Paul

J. M. Dain & Company, Inc.
Minneapolis—Saint Paul—Duluth

Northwestern National Bank
Minneapolis

Piper, Jaffray & Hopwood
Minneapolis—Saint Paul—Rochester

Kalman & Company, Inc.
Minneapolis—Saint Paul

Juran & Moody, Inc
Saint Paul—Minneapolis

Harold E. Wood & Company
Saint Paul

Northwest Security National Bank
Sioux Falls

said bonds or any interest thereon remains unpaid.

Independent School District No. 719, Prior Lake, Minn., sold \$345,000 school building bonds due January 1, 1961 through 1984 with an average net interest rate of 4.04 per cent to Juran & Moody, Inc.; Kalman & Co.; E. J. Prescott & Co.; American National Bank of St. Paul, and Mannheimer-Egan, Inc. The offering scale showed the 1961 bonds to yield 2.30 per cent and the 1984 bonds to yield 4.00 per cent.

Huron, S. D. sold \$750,000 water system bonds due July 1, 1960 through 1976 with an average net interest rate of 3.508 per cent to Allison-Williams Co.; Northwestern National Bank of Minneapolis; J. M. Dain & Co., Inc.; Piper, Jaff-

ray & Hopwood; Kalman & Co.; Juran & Moody, Inc., and Harold E. Wood & Co. The bonds are reoffered to yield 2.15 per cent to 3.60 per cent.

Renville county, Minn. received a 3.33 per cent average net interest rate on \$320,000 drainage bonds due December 1, 1959 through 1973 from an account managed by E. J. Prescott & Co., and including the American National Bank of St. Paul, Juran & Moody, Inc., Kalman & Co., and Paine, Webber, Jackson & Curtis. The bonds are reoffered to yield 2.15 per cent and 3.65 per cent.

Sauk Centre, Minn. sold \$135,000 improvement bonds due December 1, 1959 through 1973 at an average net interest rate of 3.46 per cent to an account managed by J. M.

Dain & Co., Inc., and including Allison-Williams Co. and Piper, Jaffray & Hopwood. The bonds are reoffered to yield 2.10 per cent and 3.60 per cent.

Minneapolis sold \$2,700,000 various purpose bonds due 1959-63 at an average net interest rate of 2.40 per cent. The bonds are being issued for new library and municipal service garage and also for street improvements. Salomon Brothers & Hutzler manages the account and was represented by Harold E. Wood & Co., St. Paul.

CALENDAR OF COMING NORTHWEST BOND SALES

November 3 — 11 a. m. Swift

WE OWN AND OFFER, SUBJECT TO PRIOR SALE:

NEW ISSUE
MOODY'S RATING: Baa

\$345,000

Prior Lake Independent School District No. 719, Minnesota

(Formerly Scott County No. 78)

3.30%, 3.80%, 3.90% and 4%

General Obligation School Building Bonds

Dated October 1, 1958

Due January 1, 1961-1984

Principal and interest (July 1, 1959 and semiannually thereafter) payable at the American National Bank of St. Paul, St. Paul, Minnesota.

Coupon Bonds in Denomination of \$1,000.

INTEREST EXEMPT FROM PRESENT FEDERAL INCOME TAXES

AUTHORIZED SECURITIES, IN THE OPINION OF COUNSEL, FOR SAVINGS BANKS
AND FOR SECURING PUBLIC DEPOSITS IN THE STATE OF MINNESOTA

LEGAL OPINION: DORSEY, OWEN, SCOTT, BARBER AND MARQUART, MINNEAPOLIS.

AMOUNTS, RATES, MATURITIES AND YIELDS

Amount	Rate	Maturity	Yield	Amount	Rate	Maturity	Yield
\$10,000	3.30%	1-1-61	2.30%	\$15,000	3.90%	1-1-73/71	3.85%*
5,000	3.30	1-1-62	2.50	10,000	3.90	1-1-74/71	3.90
10,000	3.30	1-1-63	2.70	15,000	3.90	1-1-75/71	3.90
5,000	3.30	1-1-64	2.90	15,000	3.90	1-1-76/71	3.90
10,000	3.30	1-1-65	3.05	15,000	4	1-1-77/71	3.95
10,000	3.30	1-1-66	3.20	20,000	4	1-1-78/71	3.95
10,000	3.30	1-1-67	3.30	20,000	4	1-1-79/71	3.95
10,000	3.30	1-1-68	3.45	25,000	4	1-1-80/71	4.00
10,000	3.80	1-1-69	3.60	25,000	4	1-1-81/71	4.00
10,000	3.80	1-1-70	3.75	25,000	4	1-1-82/71	4.00
10,000	3.80	1-1-71	3.80	25,000	4	1-1-83/71	4.00
10,000	3.90	1-1-72/71	3.85 *	25,000	4	1-1-84/71	4.00

Optional bonds callable inversely 1-1-71 at par

* Yields are shown to the 1-1-71 par option

Juran & Moody, Inc.

Minneapolis—Saint Paul

American National Bank

Saint Paul

Kalman & Company, Inc.

Minneapolis—Saint Paul

E. J. Prescott & Company, Inc.

Minneapolis

Mannheimer-Egan, Inc.

Saint Paul

county, Minn. (countyseat, Benson) — \$200,000 drainage bonds dated December 1, 1958, due December 1, 1959 through 1973. (Advt. in CW, October 18).

November 3 — 3 p. m. **Independent School District No. 228, Harmony, Minn.** — \$495,000 school building bonds dated October 1, 1958, due January 1, 1961 through 1984, with bonds due after January 1, 1970 callable on said date or any interest payment date thereafter. (Advt. in CW September 27).

November 3 — 7:30 p. m. **Village of Morningside, Minn.** — \$33,000 improvement bonds dated November 1, 1958, due February 1, 1960 through 1969. (Advt. in CW October 18).

November 4 — 3.30 p. m. **Lac qui Parle county, Minn. (Madison)** — \$160,000 drainage bonds dated November 1, 1958, due February 1, 1960 through 1978, with bonds due 1971 through 1978 callable

February 1, 1970. (Advt. in CW October 11).

November 5 — 7 p. m. **Independent School District No. 692, Babbitt, Minn.** — \$700,000 school building bonds dated October 1, 1958, due January 1, 1961 through 1974, no option. (Advt. in CW October 18).

November 6 — 2 p. m. **City of New Ulm, Minn.** — \$72,000 local improvement bonds dated December 1, 1958, due December 1, 1959 through 1968. (Advt. in CW October 18).

November 13 — 4 p. m. **Independent School District No. 274, Hopkins, Minn.** — \$1,330,000 school building bonds dated November 1, 1958, due February 1, 1961 through 1978, with bonds due after February 1, 1971 callable on said date or any interest payment date thereafter. (Advt. in CW October 25).

November 13 — 7:30 p. m. **City**

of White Bear Lake, Minn. — \$51,000 water and sewer extension bonds of 1958 dated December 1, 1958, due December 1, 1960 through 1964. No call. (Advt. in CW November 1).

November 17 — 4 p. m. **Independent School District No. 497, Lyle, Minn.** — \$50,000 school bonds dated December 1, 1958, due December 1, 1960 through 1979, no call. (Advt. in CW November 1).

November 18 — 2 p. m. **Village of Pine Island, Minn.** — \$220,000 sewage treatment plant bonds dated December 1, 1958, due December 1, 1960 through 1982, with bonds due after December 1, 1970 callable on said date or any interest payment date thereafter. (Advt. in CW November 1).

November 18 — 8 p. m. **Independent School District No. 806, Elgin, Minn.** — \$243,000 school building bonds dated December 1, 1958,

WE OWN AND OFFER, SUBJECT TO PRIOR SALE:

NEW ISSUE
MOODY RATING: Baa

\$320,000

Renville County, Minnesota

2 1/2%, 3%, 3.40% and 3.60% Drainage Bonds of 1958

Dated: December 1, 1958

Due: December 1, 1959/73
Callable as shown

Principal and semi-annual interest (June 1, 1959 and each December 1 and June 1 thereafter) payable at American National Bank of Saint Paul.

Coupon bonds in the denomination of \$1,000.

IN THE OPINION OF COUNSEL, UNDER LAWS NOW IN FORCE, THE INTEREST ON THESE BONDS IS EXEMPT FROM FEDERAL INCOME TAXES AND, WHEN RECEIVED BY MINNESOTA RESIDENTS, IT IS EXEMPT UNDER MINNESOTA STATE INCOME TAX LAWS.

LEGAL INVESTMENT, IN OUR OPINION, FOR SAVINGS BANKS AND TRUST FUNDS IN MINNESOTA.

Legality to be approved by Messrs. Dorsey, Owen, Scott, Barber & Marquart of Minneapolis, Minnesota.

MATURITY SCHEDULE

Amount	Coupon	Maturity	Yield	Amount	Coupon	Maturity	Yield
\$35,000	2 1/2 %	1959	2.15%	\$20,000	3.00%	1967	3.05%
35,000	2 1/2	1960	2.30	15,000	3.40	1968	3.15
35,000	2 1/2	1961	2.45	15,000	3.40	1969*	3.30
30,000	2 1/2	1962	2.55	15,000	3.40	1970*	3.45
30,000	3.00	1963	2.65	10,000	3.60	1971*	3.55
20,000	3.00	1964	2.75	10,000	3.60	1972*	3.60
20,000	3.00	1965	2.85	10,000	3.60	1973*	3.65
20,000	3.00	1966	2.95				

* Bonds maturing after December 1, 1968, will be subject to redemption and prepayment at par and accrued interest, in inverse order of serial numbers, on said date and any interest payment date thereafter.

E. J. Prescott & Company
Minneapolis

Paine, Webber, Jackson & Curtis
Minneapolis—Saint Paul—Duluth

Kalman & Company, Inc
Minneapolis—Saint Paul

American National Bank
of Saint Paul

Juran & Moody, Inc.
Saint Paul—Minneapolis

Notice of Bond Sale
\$220,000
Sewage Treatment Plant Bonds
Village of Pine Island, Minnesota

NOTICE IS HEREBY GIVEN That the Village Council of the Village of Pine Island, Minnesota, will meet at the Village Hall in said Village on

Tuesday, November 18, 1958

at 2:00 o'clock P.M., for the purpose of receiving bids and awarding the sale of \$220,000 general obligation, negotiable coupon Sewage Treatment Plant Bonds of the Village, to be dated December 1, 1958, to bear interest at the rate or rates to be designated by the successful bidder in integral multiples of 1/4 or 1/10 of 1 per cent per annum, payable on June 1, 1959, and semiannually thereafter, to mature serially on December 1 in the years and amounts as follows:

- \$ 5,000 in each of the years 1960 through 1968, inclusive;
- \$10,000 in each of the years 1969, 1971, 1973, 1975, 1977, 1979 & 1981;
- \$15,000 in each of the years 1970, 1972, 1974, 1976, 1978, 1980 & 1982

with all bonds maturing in the years subsequent to 1970 subject to redemption and prepayment, in inverse order of serial numbers, at the option of the Village on December 1, 1970, or any interest payment date thereafter at a price of par and accrued interest plus a premium of \$20 for each bond so redeemed.

The Village will furnish without cost to the purchaser and within 40 days after award, the printed and executed negotiable coupon general obligation bonds and the unqualified approving legal opinion of Messrs. Dorsey, Owen, Scott, Barber and Marquart of Minneapolis, Minnesota. Delivery will be made anywhere in the State of Minnesota without cost to the purchaser or elsewhere at the purchaser's expense. The principal of and interest on said bonds may be made payable at any suitable bank designated by the successful bidder.

Sealed bids marked "Bid for \$220,000 Sewage Treatment Plant Bonds" may be mailed or delivered to the undersigned Village Clerk or fiscal agent for the Village and must be received prior to the time of said meeting. Each bid must be unconditional except as to legality, which may be conditioned upon the opinion of the above attorneys, and must be accompanied by a cashier's or certified check or bank draft in the amount of \$4,400, payable to the Village Treasurer and to be forfeited as liquidated damages should the bid be accepted and the bidder fail to comply therewith. Bids will be preferred according to lowest net interest cost, i.e., total interest at the rate or rates offered to maturity less any premium. Split rates may be bid for bonds having common maturity dates and interest represented by separate coupons for any period of the bonds may be bid.

No oral bid and no bid of less than par and accrued interest from the date of issue to the date of delivery will be considered, and the Council reserves the right to reject any and all bids, to waive any informality in any bid and to adjourn the sale if deemed expedient.

Dated October 14, 1958.

BY ORDER OF THE VILLAGE COUNCIL
 /s/ OLAF ENERSON
 Village Clerk
 Pine Island, Minnesota

Further information may be obtained from and bids may be delivered to:

ROBERT L. EHLERS, FISCAL AGENT
 255 Griggs-Midway Building
 1821 University Avenue
 St. Paul 4, Minnesota
 Telephone: MIDway 5-9251

Published in Commercial West November 1, 1958

due December 1, 1960 through 1986, with bonds due after December 1, 1971 callable on said date or any interest payment date thereafter. (Advt. in CW November 1).

LEGAL NOTICE

NOTICE OF BOND SALE
 \$51,000
 WATER AND SEWER EXTENSION BONDS
 OF 1958

CITY OF WHITE BEAR LAKE
 RAMSEY COUNTY, MINNESOTA

Sealed bids will be received by the City Council of the City of White Bear Lake, Minnesota, at the Council Chambers in the City, Ramsey County, Minnesota, on

November 13, 1958

until 7:30 o'clock P.M., at which time they will be publicly opened and announced, for the purchase of \$51,000 general obligation Water and Sewer Extension Bonds of 1958 of said City, for the purpose of providing money for the construction of water and sewer extensions in the City. The bonds will be dated December 1, 1958, will be in the denomination of \$1,000 each, and will mature, serially, without option of prepayment, on December 1, in the years and amounts as follows:

- \$10,000 in each of the years 1960 to 1963, both inclusive; and
- \$11,000 in the year 1964;

The bonds will be issued in bearer form with the coupons attached and will be payable as to both principal and interest at any suitable bank designated by the successful bidder.

Each bid must specify in multiples of 1/4 or 1/10 of 1% a rate or rates of interest not in excess of 6% per annum, which interest will be payable December 1, 1959 and semiannually thereafter on June 1 and December 1 of each year.

Bids will be preferred according to the lowest net interest cost (total dollar amount of interest payable to the date of stated maturity at the coupon rate specified, less the amount of any premium offered). No bid of less than par and accrued interest will be considered and the City reserves the right to reject any and all bids, to waive any informalities and to adjourn the sale, if deemed expedient. No oral bids will be considered.

The successful bidder will be furnished, without cost, the printed bonds and the approving legal opinions of Briggs, Gilbert, Morton, Kyle & Macartney and Edward G. Springer to the effect that the bonds are valid and binding general obligations of the City. The bonds will be delivered to the purchaser within 40 days from the date of sale without cost to the purchaser if delivered at White Bear Lake, Minneapolis or St. Paul, Minnesota. All bids must be unconditional except as to legality, which may be conditioned upon the opinion of the aforesaid attorneys and must be accompanied by a cashier's check, bank draft or certified check in the amount of \$1,000 payable to the City, to be forfeited as liquidated damages in the event the bid is accepted and the bidder shall fail to comply therewith.

Proposals should be addressed to Richard Krantz, City Clerk, White Bear Lake, Minnesota, and enclosed in a sealed envelope marked on the outside "Bid for \$51,000 Water and Sewer Extension Bonds of 1958".

Dated October 27, 1958.

RICHARD KRANTZ
 City Clerk

Further information may be obtained from the above named City Clerk.

Published in Commercial West
 November 1, 1958

*"Strong friend of the
 Independent Banker!"*

Federal
3-5411



The MARQUETTE National BANK
OF MINNEAPOLIS
Seventh at Marquette



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



• ACCIDENT • SICKNESS
 • HEALTH INSURANCE

Non-cancellable—Guaranteed renewable to age 65
MINNESOTA PROTECTIVE ASS'N
 MINNEAPOLIS 3, MINNESOTA

COMMERCIAL WEST

November 25 — 8 p. m. Independent School District No. 4, McGregor, Minn. — \$40,000 school building bonds dated December 1, 1958, due December 1, 1960 to 1977. (Advt. in CW Nov. 1).

LEGAL NOTICE

NOTICE OF BOND SALE
\$50,000
SCHOOL BONDS OF 1958
INDEPENDENT SCHOOL DISTRICT
NO. 497, MINNESOTA
(LYLE)

NOTICE IS HEREBY GIVEN That the School Board of Independent School District No. 497, Minnesota, will meet at the Schoolhouse in the Village of Lyle, Minnesota, on Monday, November 17, 1958,

at 4:00 o'clock P.M., for the purpose of receiving and considering sealed bids for and awarding the sale of \$50,000 negotiable coupon, general obligation School Bonds of the District, which bonds will be dated December 1, 1958, in denominations of \$1,000 each, bear interest at the rate or rates designated by the successful bidder, expressed in integral multiples of $\frac{1}{4}$ or $\frac{1}{10}$ of 1 per cent per annum, payable on June 1, 1959, and semiannually thereafter on December 1 and June 1 of each year and will mature serially on December 1 in the years and amounts as follows:

\$5,000 in each of the years 1961 through 1970, inclusive;

without option of prior payment. Both principal and interest will be payable at any suitable banking institution in the United States designated by the successful bidder. The District will furnish without cost to the purchaser and within 40 days after award, the printed and executed bonds and the unqualified approving legal opinion of Messrs. Dorsey, Owen, Scott, Barber and Marquart of Minneapolis, Minnesota. Delivery will be made without cost to the purchaser if delivered in Minnesota; delivery elsewhere shall be at the purchaser's expense.

Sealed bids marked "Bid for \$50,000 School Bonds" must be received by the undersigned School District Clerk or fiscal agent prior to the time of said meeting. Each bid must be unconditional except as to legality, which may be conditioned upon the opinion of the above attorneys, and must be accompanied by a cashier's or certified check or bank draft in the amount of \$1,000, payable to the School District Treasurer, to be forfeited as liquidated damages in the event any bid is accepted and the bidder shall fail to comply therewith. Interest rates may be split not more than two ways for bonds having common maturity dates, and bidders may specify additional interest on any or all bonds for any period of their term. Bids will be preferred according to lowest net interest cost, being the total dollar interest cost, less any premium offered.

No oral bid and no bid of less than par and accrued interest will be considered, and the Board reserves the right to reject any and all bids, to waive any informality in any bid and to adjourn the sale if deemed expedient.

Dated October 23, 1958.

BY ORDER OF THE SCHOOL BOARD
/s/ OLAF ROSVOLD
School District Clerk

Further information may be obtained from and bids may be delivered to:

ROBERT L. EHLERS, FISCAL AGENT
255 Griggs-Midway Building
1821 University Avenue
St. Paul 4, Minnesota

Published in Commercial West
November 1, 1958

**St. Paul Mutual
Insurance Company**

**FIRE AND
EXTENDED COVERAGE
SPECIAL FARM WINDSTORM
HOME OWNERS
PERSONAL LIABILITY**

2267 Como Ave. St. Paul 8

Notice of Bond Sale

\$243,000

School Building Bonds

**Independent School District No. 806, Minnesota
(Elgin)**

NOTICE IS HEREBY GIVEN That the School Board of Independent School District No. 806, Minnesota, will meet at the schoolhouse of the District, in the Village of Elgin, Minnesota, on

Tuesday, November 18, 1958,

at 8:00 o'clock P.M., for the purpose of receiving sealed bids for, and awarding the sale of \$243,000 negotiable coupon general obligation school building bonds of said District. Said bonds shall be dated December 1, 1958, and shall be in denominations of \$1,000 each, bear interest at the rate or rates designated by the successful bidder, expressed in integral multiples of $\frac{1}{4}$ or $\frac{1}{10}$ of 1 per cent per annum, payable on June 1, 1959 and semiannually thereafter on December 1 and June 1 of each year to maturity or prior redemption and shall mature serially, on December 1 in the years and amounts as follows:

\$ 8,000 in the year 1960;

\$ 5,000 in each of the years 1961 through 1966, inclusive;

\$10,000 in each of the years 1967 through 1985, inclusive; and

\$15,000 in the year 1986.

All bonds maturing after December 1, 1971, shall be subject to redemption and prior payment, at the option of the District, in inverse order of serial numbers, on December 1, 1971, or any interest payment date thereafter, at a price of par and accrued interest plus a premium of \$20 for each bond redeemed on or before December 1, 1978, and at a price of par and accrued interest plus a premium of \$10 for each bond redeemed thereafter. The District will furnish without cost to the purchaser and within 40 days after award of sale the printed and executed bonds and the unqualified approving legal opinion of Messrs. Dorsey, Owen, Scott, Barber & Marquart of Minneapolis, Minnesota. Said bonds will be delivered without cost to the purchaser anywhere in the State of Minnesota and elsewhere at the purchaser's expense.

Sealed bids marked "Bid for \$243,000 School Building Bonds" may be mailed or delivered to the undersigned School District Clerk or School District Fiscal Agent and must be received prior to the time of said meeting. Each bid must be unconditional except as to legality which may be conditioned upon the opinion of the above-named attorneys and must be accompanied by a cashier's or certified check or bank draft in the amount of \$4,860, payable to the School District Treasurer, to be forfeited as liquidated damages in the event the bid is accepted and the bidder fails to comply therewith. Bids will be preferred according to lowest net interest cost; i.e., total dollar amount of interest at the rate or rates offered to the respective stated maturity dates less the amount of premium offered. Bidders may specify split rates of interest from the date of the bonds to maturity for bonds having common maturity dates and may provide for additional interest to be represented by an extra set of interest coupons on any or all bonds for any interest period or periods of the terms of the bonds, provided, however, that no interest rate may exceed 6 per cent per annum for any period on any bond. No oral bid and no bid of less than par and accrued interest will be considered and the School Board reserves the right to reject any and all bids, to waive any informality in any bid and to adjourn the sale if deemed expedient.

Dated October 16, 1958.

BY ORDER OF THE SCHOOL BOARD
/s/ MAUDE E. MULLIN
School District Clerk

Further information may be obtained from and bids may be delivered to:

ROBERT L. EHLERS, FISCAL AGENT
255 Griggs-Midway Building
St. Paul 4, Minnesota
Telephone: MIDway 5-9251

Published in Commercial West November 1, 1958

Established 1885

H. C. SPEER & SONS CO.
Municipal, County and School Bonds

135 S. LaSalle St.

Chicago

On Safe Deposit Panel

Chosen to comprise the panel which will discuss the questions-of-the-month at the monthly dinner meeting of the Minnesota Safe Deposit Association, November 6, at Commodore Hotel in St. Paul, are four St. Paul members: Margaret R. Everson, First State Bank; M. V. Choban, Drivers Exchange State Bank; L. A. Larson, American National Bank, and Edward S. Rehnberg, First National Bank.

As usual, there will be no meeting in December. The group will

meet January 8 and March 12 at the Normandy Hotel in Minneapolis, and February 12 at the Commodore. Tentative plans are in progress for a Duluth meeting in April.

Officers are Clarence H. Gieske, First Security State Bank, St. Paul, president; Paul W. Noreen, Fourth Northwestern National Bank, Minneapolis, vice president, and Marcella A. Moye, First National Bank of St. Paul, secretary-treasurer. Members of the executive committee are Clarence W. Kunnick, Camden Northwestern State Bank,

Minneapolis; William Sirbasku, Stock Yards National Bank, South St. Paul; Margaret R. Everson, First State Bank, St. Paul, and John A. Larson, North American office of Northwestern National Bank of Minneapolis.

LEGAL NOTICE

NOTICE OF BOND SALE
\$40,000
SCHOOL BUILDING BONDS OF 1958,
2nd SERIES
INDEPENDENT SCHOOL DISTRICT NO. 4
STATE OF MINNESOTA
(MCGREGOR SCHOOL DISTRICT)

NOTICE IS HEREBY GIVEN That the School Board of Independent School District No. 4, State of Minnesota, will meet at the High School located at McGregor, Minnesota on the

25th day of November, 1958

at 8:00 o'clock P.M. for the purpose of receiving, opening, and considering sealed bids for and awarding the sale of \$40,000.00 negotiable coupon general obligation bonds, 2nd Series, of said district to be issued for school building purposes. Said bonds will be dated December 1, 1958, will be in the denomination of \$1,000.00, will bear interest at the rate or rates to be designated by the successful bidder in an integral multiple of 1/4 or 1/10 of 1%, payable December 1, 1959 and semi-annually thereafter on December 1 and June 1 of each year and shall mature serially on December 1 in the years and amounts as follows:

\$2,000.00 each year 1960 to 1979 inclusive all without option of prior payment, except bonds maturing 1972 through 1979 shall be callable and subject to prepayment on December 1, 1969 or any interest payment date thereafter up to and including December 1, 1976 at 101% and if called on June 1, 1977, or any interest payment date thereafter, at par.

Principal and interest will be made payable to any suitable bank or trust company in the United States designated by the successful bidder. The School District will furnish the printed and executed bonds and the approving legal opinion of Messrs. Dorsey, Owen, Scott, Barber and Marquart of Minneapolis, Minnesota, without cost to the purchaser within forty (40) days after award of sale, accompanied by the customary final papers of delivery, including a certificate showing absence of litigation.

Sealed bids marked "Bid for \$40,000 School Building Bonds" may be mailed or delivered to the undersigned and must be received prior to the time of said meeting and must be unconditional. Oral auction bids will not be considered. Each bid must be accompanied by a cashier's check or a certified check in the amount of at least \$800.00, payable to the School District Treasurer, to be forfeited as liquidated damages in case the bid be accepted and the bidder shall fail to comply therewith. Bids will be preferred according to the lowest dollar amount of net interest cost and which is deemed most favorable. No bid of less than par and accrued interest will be considered, and the Board reserves the right to reject any and all bids, to waive any informality in any bid, and to adjourn the sale if deemed necessary.

Dated: October 13, 1958.

BY ORDER OF THE
SCHOOL BOARD
MRS. V. R. PETERSON,
Clerk

Independent School District No. 4
State of Minnesota

Further information may be obtained from
PETERSON & POPOVICH
314 Minnesota Building
St. Paul 1, Minnesota
Capital 2-5515

Published in Commercial West
November 1, 1958



LIND SAYS:

*Dealers grow more
dollars with
better implements.*

**HOUSE OF
DEPENDABLE LINES**

LINDSAY BROS. CO.

400 North First Street, Minneapolis, Minnesota

Sioux Falls, S. D. — Fargo, N. D. — Omaha, Neb. — Des Moines, Iowa — Mason City, Iowa



A PROBLEM RISK?

We Can Help On . . .

- Gas Transports
- LPG Risks
- Building Wreckers & Movers
- Motorcycles and Scooters
- Amusement Devices
- Pony Rides
- Rest & Nursing Homes
- Special Events

(No. Dakota, Minn. & Wisconsin)

NORTHERN STATES AGENCY INC.

2292 University Ave., St. Paul, Minn.
MI. 6-2651

NORTH DAKOTA

State and Municipal Bonds

H. E. MUELLER

Hazen

North Dakota

IOWA BANKERS

(Continued from Page 12)

more interested in what happens to their products after they leave the farm. A knowledge of marketing set-ups today is just as important to farmers as any other phase of production.

"Farmers are going to have to decide just what kind of an agriculture they want — and they will need your help. You, as bankers, are the leaders in your communities, and people always look to leaders for the drive and courage to start them in the right direction when they are confronted with a problem."

* * *

The cattle industry, said another headliner at the breakfast conference on agriculture, soon will be characterized by an over-supply of available feed and an abundance of money.

Walter Stevens, a partner in the National Livestock Commission, Chicago, took a look at the industry's future:

"The Department of Agriculture estimates that there are approximately 17 per cent more hogs to be produced in the Corn Belt area than there were produced last year. These added meat products could very well affect the beef trade, an aspect which commanded only small consideration last year.

"Corn prices such as they are have proved an incentive to put more and more acres of this grain into silos, thus increasing the amount of cattle feed at hand. This, in turn, results in greater numbers of cattle going through the Corn Belt feed lots for periods of 120 to 160 days.

"This, naturally, could readily result in an over-abundant supply of marketable cattle for the late winter and early spring marketing period.

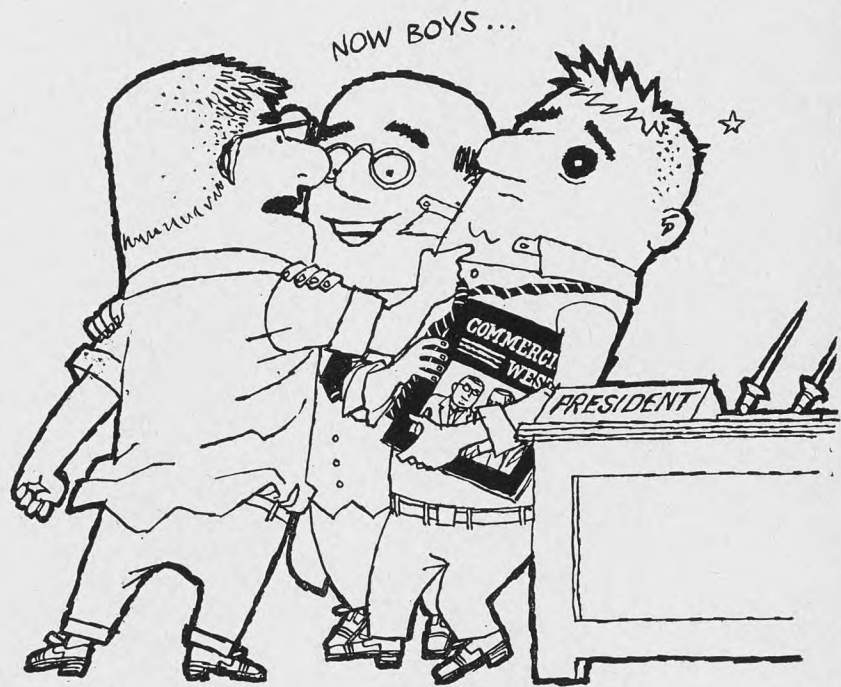
"The summer months should see a more moderate supply of cattle moving to market, while the last quarter of the year could show no more than normal and very possibly light receipts available. This latter conjecture may be grounded by the fact that at present there is a smaller supply of calves moving from the range country to the Corn Belt, due to the availability of large quantities of winter feeds in the West, where an excellent growing year was experienced.

"A summary of the entire picture would make it appear that it is not a shortage of cattle from which we will suffer, but rather an over-supply of available feeds,

plus an abundant supply of money — money which is seeking a place to earn interest."

* * *

Other speakers at the agricultural breakfast conference included **Dr. Hobart Beresford**, head of the department of agricultural engineering at Iowa State College; **Dr. Kenneth K. Barnes**, a professor in that department; **Jack J. Ewing**, president Iowa Retail Farm Equipment Association, Des Moines; **Charles R. Frederick**, managing director National Retail Farm Equipment Association, St. Louis, and **Maurice Johnson**, executive vice president Staley Milling Co., Kansas City.



"The only copy of Commercial West in the place and he grabs it right off my desk!"

Holm & Olson
HOME OF FLOWERS
ST. Paul
CApitol 2-7335
Rochester
ATlas 9-3953

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

- Send Commercial West for the next year (52 issues) for which you may bill us \$6.00. Check attached.
- Make it a group of 4 (for the names and addresses attached) at special rate of 4 for only \$15.00.

Name

Address

City Zone State

- Mortgage Cancellation
- Chattel Redemption
- Partnership Insurance
- Credit Life

A Policy for Every Need



3801 West 50th Street
MINNEAPOLIS 10, MINN.

ARROW INSURANCE COMPANY

324 DAYTON AVENUE
ST. PAUL, MINNESOTA

"A Capital Stock Company writing substandard auto risks with a positive program to reduce losses and improve driving."

STAR AGENCY

324 DAYTON AVENUE
ST. PAUL, MINNESOTA

Managing Agency

Write for complete information and supplies.

HOTEL
FRANCIS DRAKE
MINNEAPOLIS
has planned an
EXCITING WEEK-END FOR YOU
FRI., SAT. OR SUN.
Only \$12.50 for 2 PERSONS
(3.50 each additional person in same room)
OFFER
by Reservation only
WRITE TODAY
HOTEL
FRANCIS DRAKE
Minneapolis, Minn.

HERE'S WHAT YOU GET

- Choice of Double or Twin Bedroom
- Reserved Seats to See "South Pacific" with MITZI GAYNOR and JOHN KERR
- BREAKFAST in Air-Conditioned "Drake Cupboard"
- FREE Overnite Parking FREE TV and Radio

BANKS BOUGHT AND SOLD

CONFIDENTIAL SERVICE SINCE 1905

The Old Reliable

CHARLES E. WALTERS CO.

1313 FIRST NATIONAL BANK BUILDING OMAHA NEB.

M & I Organizes Holding Co. In Lieu of Branch Banking



PUELICHER

Directors of the Marshall & Ilsley Bank, Milwaukee, this week authorized their chairman, Albert S. Puelicher, to immediately take the necessary steps to organize a bank holding company and to make application to the Federal Reserve Board for permission to operate under a holding company set-up.

Puelicher indicated officials of the bank have had discussions with officers of other banks in Milwaukee county relative to their participating in a holding company but no specific contracts have been made. He emphasized that only preliminary studies have been made to date and no corporate structure has been formed. It is contemplated that Marshall & Ilsley Bank stock would be exchanged for that of the new holding company on an equitable basis.

Puelicher mentioned the proposed change in the operating policy of the 111-year-old bank is necessary to follow and adequately serve its customers located throughout the county.

"I do not feel a holding company is as successful as a branch banking operation," the chairman stated. "Branch banking will better serve the public, is economically sounder, and is a more flexible type of banking under which to operate. If the state Legislature had given us limited branch banking in the past, we would not have taken this step, but the public has to be served and under the present system we have no way of conveniently serving customers who have banked with us for many years and moved to outlying areas. With the present parking and traffic situations existing in the Loop area of Milwaukee, we owe it to our stockholders and customers to provide additional bank services away from the congested area. Because of the over-all competitive situations existing today, we believe the holding company is the answer to providing the services which our customers are entitled to receive."

Puelicher had previously noted in his branch banking discussions that M & I has no plans for state-wide branch banking but is in favor of a limited type of branch operations not extending beyond county limits, and that five or six offices in Milwaukee county would satisfactorily serve its customers.

M & I, according to the board chairman, will continue every effort to obtain a revision in the state branch banking law. He stated, "Wisconsin, in its desirability for industrial growth, will, I believe, recognize the need for limited branch banking, in which case it is probable we would convert our holding company into a branch system. However, that would be decided by our stockholders when the time comes."

M & I's deposits at the time of the last bank call on September 23 were \$232,978,005, with total resources of \$255,500,228.

RECENT DEATH

GUY S. EVARTS, 73, retired St. Louis Park (Minn.) banker, died October 2. He had been in failing health a year.

Born near Portage, Wis., Mr. Evarts started in banking at North Prairie, Wis., at the age of 20. After four years he supervised the building of another bank which he owned in Ruthton, Minn., then went to Pipestone, where a real estate business was added to his banking interests. He remodeled a building in Marshall and owned a bank there several years. Later he moved to Minneapolis as credit manager of Deere & Webber Co., which position he held 18 years. He organized the Citizens State Bank of St. Louis Park in 1950, and retired in 1953.

Survivors include the widow, Gertrude; daughter, Mrs. C. E. Humboldt, Minneapolis; son, Woodrow, and three grandchildren.

First National City Bank of New York has assigned Vice President William I. Spencer to general supervision of its petroleum department, succeeding J. Ed. Warren, formerly senior vice president, who recently joined Cities Service Co. as director and chairman of its executive committee.

... BUSINESS In The WEALTH BELT ...

A Quick Run-Down on Reports, Expansions, Progress

A NEW local industry with nationwide market has been "born" at Moorhead, Minn., and, with some 4-million babies being born annually in the U. S., it looks like it's a going thing.

Dr. Jerrold A. Munro, who has been practicing medicine at Rolla, N. D., a little more than a year, had planned to become a mechanical engineer when he entered the University of Minnesota, then decided to switch to medicine. It is obvious that he hasn't lost the original touch. When the Munros' first baby arrived, he designed and made his own stroller. It was such a success, and made such a hit with the Munros' friends, he's now gone into the manufacturing business in earnest.

According to the Fargo Forum, Dr. Munro subsequently made three other improved models of his stroller, and now a corporation is being formed to manufacture and distribute the Jery-Cart, named after its inventor. Twenty businessmen of Moorhead and Rolla already have signed as incorporators, and they've set a goal of 40 firm members. Wayne Peterson, former Moorhead newspaper publisher, now a business broker, is handling the organizational details and promotion.

Carl Schmidt of Schmidt & Associates, Moorhead manufacturing firm, is making an initial order of 1,000 Jery-Carts which will be sold to the Infanseat Co., Eldora, Iowa, a firm which manufactures a different type of baby seat. The Iowa firm, says the Forum, will distribute the stroller to markets throughout the country, and if it meets with public approval, as its backers are sure it will, manufacturing on a large scale will begin at Moorhead.

The many required dies for the Jery-Cart's manufacture are produced by another local Upper Midwest industry, the Lakes Tool & Manufacturing Co., Detroit Lakes, Minn.

A sturdy stroller, the Jery-Cart

folds up into a compact package weighing 15 pounds. By means of buttons, springs, and other gadgets, it becomes a highchair. Or, by using an attachment, it may be used as a car seat. And by folding the back down, it becomes a baby's bed.

It is equipped with cloth upholstery which may easily be slipped off for washing or replacement, and a cloth canopy that fits to the handle. The handle, too, is adjustable to various heights so that the stroller may be pushed by either children or adults. A foot-operated brake holds the stroller firmly.

Now, says the Forum, if the 1,000 Jery-Carts now being manufactured pass the test in the national markets of the Iowa firm which is pushing them, the new Moorhead corporation will be in business.

Chemical Executives Plan St. Paul Meet

List of speakers for the national meeting of the Chemical Market Research Association to be held at Hotel St. Paul in St. Paul, November 12-13, has been completed, reports D. A. Beadell of Archer-Daniels-Midland, program chairman. Advance inquiries indicate that some 250 chemical industry executives and market researchers will attend this first CMRA meeting ever to be held in the Upper Midwest.

Speakers on the subject of "Adhesives" will include D. W. Maher,

merchandising manager, adhesives, coatings and sealers division, Minnesota Mining & Manufacturing Co.; R. E. Smith, vice president for research and development, H. B. Fuller Co., and R. F. Blomquist, Forest Products Laboratory, U. S. Department of Agriculture.

A second half-day session, known as the Market Shop, will discuss case histories of the role of market research in the development of new chemical products. Presentations will include papers on polyvinyl alcohol by W. H. Bromley, Jr., director of marketing, Shawinigan Resins Corp.; polyethylene by J. L. Craig, manager of plastics market research, Spencer Chemical Co.; fluorochemicals by J. C. Hoopes, manager of field distribution, Freon Products division, E. I. duPont de Nemours & Co., and epoxy resins by A. Jonnard, manager of trade analysis, Shell Chemical Corp.

Luncheon and banquet sessions November 13 will be devoted to topics outside of the chemical industry. Harry A. Stuhldreher, assistant to vice president, U. S. Steel Corp., one of Notre Dame's famed "Four Horsemen" and later football coach and athletic director at Wisconsin, will be the luncheon attraction.

Dr. Laurence M. Gould, president Carleton College and noted Antarctic explorer, widely recognized for his leadership in the International Geophysical Year program, will be banquet speaker. Among honored guests will be the presidents of several leading Twin Cities companies.

Rounding out the program will be plant tours November 12 to Minnesota Mining & Manufacturing, St. Paul Ammonia Products, and Remington Rand Univac.

Further information about the meeting may be obtained by contacting the general chairman, Donald H. Thomas of the industrial development department of the First National Bank of St. Paul.



GOULD



THOMAS

NP Declares 20% Stock Dividend



MACFARLANE

Northern Pacific railway directors, meeting in Chicago October 23, declared a 20 per cent stock dividend on outstanding shares of the company.

The dividend, which is in addition to the regular quarterly

cash dividend voted September 25 for payment October 30, is subject to Interstate Commerce Commission approval, NP President Robert S. Macfarlane announced. He said application will be made to the commission immediately. If the commission approves, record date for the dividend payment will be the eighth day following date of approval, and payment will be made 21 days after the record date. It is hoped that approval will be obtained so that distribution of the certificates can be made before the end of the year.

The 20 per cent stock dividend declaration, if approved, means a stockholder will receive one additional share of stock for every five shares owned on the date of record, Macfarlane said. The dividend shares will be made available from unissued shares previously authorized by the stockholders and no further stockholder action is required, he said, adding that the company expects to maintain the current \$2 annual dividend rate on the increased number of shares, which is equal to a 20 per cent increase in the dividend rate on the 4,976,160 shares presently outstanding.

"Board action taken Thursday gives recognition to the fact that Northern Pacific stockholders for a number of years during the depression of the 1930s received no return on their investment and only a nominal return during the succeeding period when heavy expenditures were required to finance an extensive rehabilitation and capital improvement program," said Macfarlane. "Such a program was made necessary because of curtailed expenditures during the depression years.

"The stock dividend voted Thursday will give the owners of the Northern Pacific tangible evidence of their equity in the retained earnings which were used

to finance the capital improvements to restore their property to a highly favorable position in the transportation field."

Lake Ore Ships Will Continue Awhile

The 1958 shipping season soon will come to a close for some vessels of Pittsburgh Steamship's ore-carrying fleet, but other ships will continue to operate for some time yet, it was disclosed last week by the U. S. Steel division.

Some 26 of Pittsburgh Steamship's silver stackers were to make their final hauls of the year to Lake Erie ports this week, and then proceed to winter lay-up berths at Conneaut, Cleveland, Lorain, Toledo, Duluth, Superior, and Milwaukee.

The remaining vessels of the Pittsburgh fleet will continue to operate through the week of November 16, largely to fulfill tonnage commitments to the Lake Michigan ports of Gary and South Chicago.

Timber Market Down



ANDERSON

Minnesota timber producers may have a poorer market year ahead than normal, according to Parker Anderson, extension forester at the University of Minnesota. He says reports from industries indicate that high inventories and the recent business slow-down mean smaller quantities of wood products will be bought during the coming months than were purchased during the similar period of the past two years.

However, he adds, the lumber market is on the "up again." Increased construction in recent months is one reason.

Spruce and balsam pulp will be in smaller demand than last year, but the outlook is about the same for jack pine pulpwood. Aspen, Anderson says, may actually have a better market than that of the past two years.

There seems to be a good market for high-quality cedar posts, but the market is poor for cedar ties. The piling market is holding up and veneer bolts seem to be in fair-

ly good demand, Anderson says.

He emphasizes that with market conditions as they are or at any other time, it's important to get a contract for sale before cutting any timber. This contract should specify sale price, type of product, size classes, and amount of product being purchased.

Fire-Safe Resin

Appropriate to Fire Prevention Week, Archer-Daniels-Midland announced a new material at the Paint Industries Show in Cleveland recently. Named Arolon 1000, the product is a water-soluble resin, for use as a solvent in paint manufacture. The new product is so fire-safe that its spray will extinguish the flame of a blow torch, says ADM.

"Paint solvents and their fumes have been major causes of disastrous industrial fires," said W. G. Andrews, ADM vice president and manager of the resin and plastic division. "With Arolon 1000, this danger is removed."

The new ADM resin, developed in the company's research center, is the first versatile top coat resin of the water-soluble type introduced generally to the industrial finishing industry.

WILCOX

(Continued from Page 13)

eral Reserve in 1955 may justifiably be said to have encouraged subsequent inflationary developments, the miscalculations in the summer and fall of 1957 may be said to have contributed to the sharpest decline in the postwar period.

"The misunderstanding with respect to the unusually sharp rise in the discount rate in August, and the fact that the meetings of the Open Market Committee are publicly reported as late as a year after they have taken place, call for exploration of improved methods for providing the public with a clearer understanding of Federal Reserve policy changes through prompt publication of explanatory statements."

Irving Trust Co., New York, announces election of Wilbur G. Malcolm to its board of directors. He is president of American Cyanamid Co.

CALENDAR OF COMING EVENTS

1958

S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S							
JANUARY							FEBRUARY							MARCH							APRIL							MAY							JUNE													
1	2	3	4				1	2	3	4	5	6	7	8	1	2	3	4	5	6	7	8	1	2	3	4	5	6	7	8	1	2	3	4	5	6	7	8	1	2	3	4	5	6	7	8		
9	10	11	12	13	14	15	9	10	11	12	13	14	15	16	9	10	11	12	13	14	15	16	9	10	11	12	13	14	15	16	9	10	11	12	13	14	15	16	9	10	11	12	13	14	15	16		
16	17	18	19	20	21	22	16	17	18	19	20	21	22	23	16	17	18	19	20	21	22	23	16	17	18	19	20	21	22	23	16	17	18	19	20	21	22	23	16	17	18	19	20	21	22	23		
23	24	25	26	27	28	29	23	24	25	26	27	28	29	30	23	24	25	26	27	28	29	30	23	24	25	26	27	28	29	30	23	24	25	26	27	28	29	30	23	24	25	26	27	28	29	30		
30	31						30	31						30	31						30	31							30	31							30	31										
JULY							AUGUST							SEPTEMBER							OCTOBER							NOVEMBER							DECEMBER													
1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7
8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	14	8	9	10	11	12	13	14
15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	21	15	16	17	18	19	20	21
22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	28	22	23	24	25	26	27	28
29	30	31					29	30	31					29	30						29	30						29	30						29	30						29	30					

Next Week

- MINNEAPOLIS INSURANCE WOMEN'S ASSOCIATION annual Bosses Night party, at Hotel Normandy, 5 p.m. November 3
- HEARING by Minnesota Commerce Commission on application of Grove Industrial Credit Co., New York Life Bldg., St. Paul — 9 a. m. November 3
- NATIONAL ASSOCIATION OF BANK AUDITORS AND COMPTROLLERS, 34th annual convention, Statler-Hilton hotel, Dallas November 3-5
- MORTGAGE BANKERS ASSOCIATION OF AMERICA, 45th annual convention; Conrad Hilton hotel, Chicago November 3-6
- MINNESOTA CAPITAL STOCK INSURANCE ASSOCIATION seminar, at Hunt Hotel, Montevideo November 4
- MINNESOTA CAPITAL STOCK INSURANCE ASSOCIATION seminar, at Club Royal, Slayton November 5
- MICHIGAN BANKERS ASSOCIATION annual consumer credit clinic, at Pantlind Hotel, Grand Rapids, November 5-6
- HEARING on application of Suburban Loan Thrift Co., Larpenteur and Snelling, St. Paul by Minnesota Commerce Commission — 9 a. m. November 6
- MINNESOTA CAPITAL STOCK INSURANCE ASSOCIATION seminar, at Owatonna Hotel, Owatonna November 6
- MINNESOTA SAFE DEPOSIT ASSOCIATION, at Commodore Hotel, St. Paul November 6
- AMERICAN BANKERS ASSOCIATION 27th mid-continent trust conference, Statler hotel, St. Louis November 6-7
- MINNESOTA CAPITAL STOCK INSURANCE ASSOCIATION seminar, at Kahler Hotel, Rochester November 7

Later

BANKING

- ROBERT MORRIS ASSOCIATES, 44th annual conference, at the Greenbrier, White Sulphur Springs, W. Va. November 9-12
- GROUP I, SOUTH DAKOTA BANKERS ASSOCIATION, at Sioux Falls November 11
- GROUP III, SOUTH DAKOTA BANKERS ASSOCIATION, at Mitchell November 12
- GROUP II, SOUTH DAKOTA BANKERS ASSOCIATION, at Watertown November 13
- GROUP IV, SOUTH DAKOTA BANKERS ASSOCIATION, at Mobridge November 14
- GROUP V, SOUTH DAKOTA BANKERS ASSOCIATION, at Rapid City November 15

NOVEMBER 1, 1958

- AMERICAN BANKERS ASSOCIATION agricultural credit conference, at Sheraton-Fontenelle Hotel, Omaha November 17-18
- NORTH DAKOTA BANKERS ASSOCIATION agricultural short course, at North Dakota Agricultural College, Fargo January 5-February 27
- MINNESOTA SAFE DEPOSIT ASSOCIATION, at Normandy Hotel, Minneapolis January 8
- AMERICAN BANKERS ASSOCIATION, 11th National Credit Conference, at LaSalle Hotel, Chicago January 22-23
- WISCONSIN BANKERS ASSOCIATION mid-winter conference, at Schroeder Hotel, Milwaukee January 26-27
- AMERICAN INSTITUTE OF BANKING executive council, annual mid-winter meeting, at Hollywood Beach Hotel, Hollywood, Fla. January 26-30
- AMERICAN BANKERS ASSOCIATION 40th mid-winter trust conference, at the Waldorf-Astoria, New York February 9-11
- NORTH DAKOTA BANKERS ASSOCIATION school for junior bankers, at University of North Dakota, Grand Forks February 9-13
- MINNESOTA SAFE DEPOSIT ASSOCIATION, at Commodore Hotel, St. Paul February 12
- NORTH DAKOTA BANKERS ASSOCIATION bank management and public relations clinic; at Grand Forks February 20-21
- GROUP 1, WISCONSIN BANKERS ASSOCIATION, at Hotel St. Paul, St. Paul February 22-23
- AMERICAN BANKERS ASSOCIATION, Installment Credit Conference, at Conrad Hilton Hotel, Chicago March 9-11
- MINNESOTA SAFE DEPOSIT ASSOCIATION, at Normandy Hotel, Minneapolis March 12
- PACIFIC NORTHWEST BANKING CONFERENCE, at State College of Washington, Pullman April 9-10
- ASSOCIATION OF RESERVE CITY BANKERS, 48th annual convention, at Boca Raton Club, Boca Raton, Fla. April 11-15
- INDEPENDENT BANKERS ASSOCIATION 25th annual convention, at Sheraton hotel, Philadelphia April 27-29
- NORTH DAKOTA BANKERS ASSOCIATION, 74th annual convention, at Clarence Parker Hotel, Minot May 8-9
- SOUTH DAKOTA BANKERS ASSOCIATION, 68th annual convention (place to be selected) May 15-16
- NATIONAL ASSOCIATION OF MUTUAL SAVINGS BANKS, 39th annual convention, at Chaifonte-Haddon Hall, Atlantic City May 18-20
- AMERICAN SAFE DEPOSIT ASSOCIATION, 28th annual convention, at Penn Sheraton Hotel, Pittsburgh May 21-23

NATIONAL ASSOCIATION OF BANK AUDITORS AND COMPTROLLERS, Northern regional conference, at Sioux City May 25-27

INSURANCE

NATIONAL ASSOCIATION OF LIFE UNDERWRITERS, mid-year meeting, Birmingham, Ala. March 23-27

OTHER

- UNITED STATES SAVINGS & LOAN LEAGUE 66th annual convention, at Mark Hopkins and Fairmont hotels, San Francisco November 17-21
- HEARING on application of Hennepin-Lake Industrial Finance Co. for authority to transact industrial loan and thrift business at 2933 Hennepin Avenue, Minneapolis; at Minnesota Commerce Commission, 9 a.m. November 19
- TWIN CITY INVESTMENT WOMEN'S CLUB, at Coleman's in Highland Park, St. Paul; speaker, Stanley E. Manske, municipal editor of Commercial West, on "Current Trends in Municipal Financing"; social hour at 5:30, dinner at 6:30 November 19
- INVESTMENT BANKERS ASSOCIATION OF AMERICA annual convention; the Americana, Bal Harbour, Fla. November 30-December 5

Letters to the Editor

IOWA TOUCHDOWNS

To Commercial West:

Thank you very much for the coverage of the Iowa Bankers Association convention. The write-up and pictures in the October 25 issue are excellent.

Yours very truly,
MERTEN J. KLAUS

President,

First Security Bank & Trust Co.
Charles City, Iowa

★

To Commercial West:

I want to congratulate you on the coverage of the Iowa Bankers convention in your October 25 issue. I thought your article was especially well written and covered the convention quite well.

You folks do an excellent job with your magazine, and we would not be without it here at the bank.

Kind personal regards.

Yours very truly,
CHAS. H. WALCOTT

Vice President,

Security National Bank
Sioux City, Iowa

★

To Commercial West

From Merten J. Klaus and Charles H. Walcott, retiring president and retiring vice president, respectively, and from all of the rest of the officers of our association, we send you herewith our many, many thanks for the magnificent report on our convention which appeared in your October 25 issue of your valued bank magazine. We all do appreciate it very much.

With my kindest regards to all of you, we are

Yours very cordially and sincerely,
FRANK WARNER

Secretary,

Iowa Bankers Association
Des Moines, Iowa

Want Ads

RATES IN THIS DEPARTMENT ARE ten (10) cents per word, fifteen (15) cents in capital letters or bold face type.

HELP WANTED

Executive Vice President Wanted
Northern Wisconsin bank — nine-million footings — wants executive vice president — good credit man — as much responsibility as executive cares to take — good beginning salary. Write File 869, c/o Commercial West.

BANK FOR SALE

Controlling interest in bank with total resources \$3-million. Requires investment of \$165,000. Location, Upper Midwest. Bona-fide purchaser only. Address File 870, c/o Commercial West.

WANTED TO BUY — BANK

Wanted to Buy: Controlling interest in bank in Upper Midwest — Footings 2-3 Million. Write File 865, c/o Commercial West.

BANKS BOUGHT AND SOLD
CONFIDENTIAL SERVICE SINCE 1905
The Old Reliable
CHARLES E. WALTERS CO.
1213 FIRST NATIONAL BANK BUILDING OMAHA NEB.

ATTENTION BANKERS

If you are interested in buying or selling a controlling or minority interest in a bank in Minnesota, North Dakota, South Dakota, Iowa, Wisconsin or Montana write to M. O. Grangaard. W. R. Olson Company. Strictly confidential service.

W. R. OLSON COMPANY

112 South Mill Street
Fergus Falls, Minnesota

LEGAL NOTICE

File No. 87159
PROBATE COURT

State of Minnesota
County of Hennepin
Re Estate of Mary Serena Balliet, Decedent.
Order for Hearing of Final Account
And Petition for Distribution

IT IS ORDERED that the final account and petition for examination thereof and for distribution, filed herein, be heard on Monday, November 10th, 1958, at 10 o'clock A.M. by this Court in the Court House in Minneapolis, Minnesota, and that all persons interested in this estate present objections, if any, why said petition should not be granted. This Order shall be published in the Commercial West and copies thereof mailed according to law.

(SEAL)
WITNESS, the HON. MELVIN J. PETERSON, Judge of Probate Court, this 13th day of October, 1958.

Rose Fosseen, Clerk of Probate Court.
Glen W. Swenson
Buffalo, Minn.
Attorney

Published in Commercial West
October 18, 25 & November 1, 1958

Northwest Banco Votes Dividends



LOWRY

The quarterly report of Northwest Bancorporation and affiliated banks and companies covering operations for the nine-month period of 1958 was released Tuesday by President Goodrich Lowry following the October board of directors' meeting held at Aberdeen, S. D.

Consolidated net operating earnings for the nine months ending September 30 amounted to \$9,166,881, or \$5.25 per share (after preferred dividends) on 1,702,875 shares of common stock outstanding September 30. This represents an increase of 6.4 per cent over the \$8,614,417, or \$5.06 per share, for the nine months ending September 30, 1957 on the same number of common shares.

Gross operating earnings for the nine months were up 7.5 per cent while operating expenses increased 8.8 per cent. Deposits and loans continued at record high levels.

Directors declared a preferred stock dividend of \$1.12½ per share and a common stock dividend of \$.75 per share payable December 1 to stockholders of record November 7.

Total dividends declared on the common stock in 1958 amounted to \$3.00 per share compared with \$2.90 for the year 1957, including \$.10 extra paid last November.

Capital Increases

Kanabec State Bank, Mora, Minn., has increased capital stock from \$120,000 to \$180,000 by stock dividend.

State Bank of New Prague (Minn.), from \$50,000 to \$75,000 by stock dividend.

Commercial State Bank, Two Harbors, Minn., \$50,000 to \$75,000 by stock dividend.

Martin County National Bank, Fairmont, Minn., \$95,000 to \$125,000 by stock dividend.

First National Bank, East Grand Forks, Minn., \$100,000 to \$250,000 by stock dividend.



TAX-DEDUCTION CHARTS

With new social security payroll rates that become effective Jan. 1st. Includes schedule showing tax deductions applicable to daily wages. Clear, easy-to-read type, bound in dark blue leatherette.

SPECIFY Weekly, Bi-weekly, Monthly or Semi-monthly.

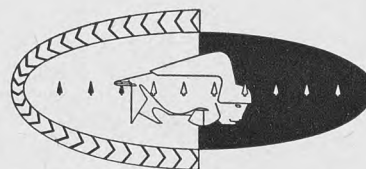
Each \$3.50

On mail orders, add 35¢ for postage.

FARNHAM'S

301 South Fifth St.
Minneapolis, Minn.

FE. 2-4242



NORTH AMERICAN

Life and Casualty Company

SINCE 1896

Minneapolis, Minnesota H. P. Skoglund, President
LIFE • SICKNESS • ACCIDENT • CREDITOR

PHOTOSTATS BLUE PRINTS

H. A. ROGERS CO.

MINNEAPOLIS ST. PAUL
817 Marquette Ave. 48 East Fourth Street
FE. 8-7655 CA. 2-4476

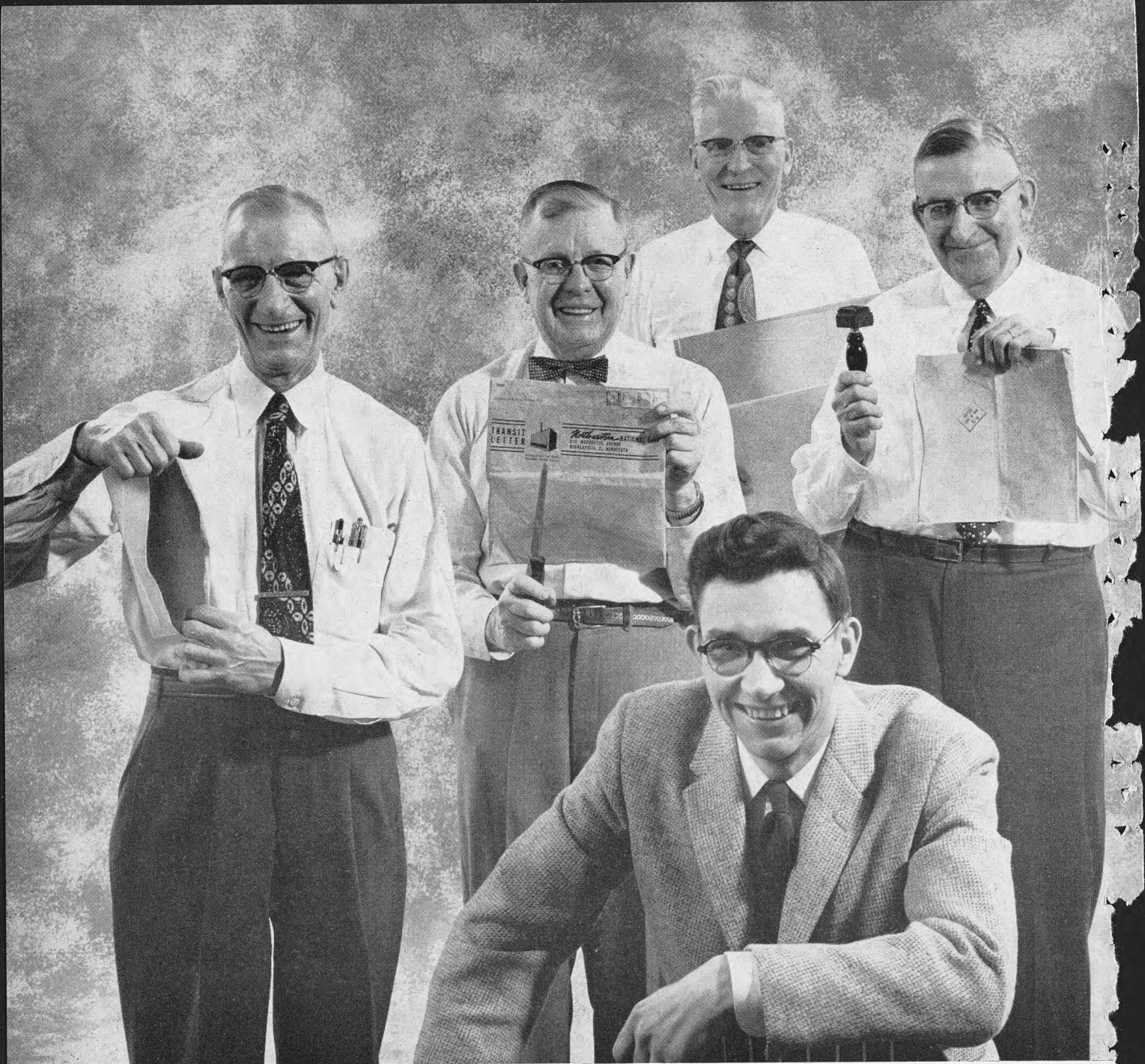
FAST PICK-UP AND DELIVERY



It's **TOUGH**
to be **LOW MAN**
on the
TOTEM POLE
in a bank that gets
only **ONE** copy
of
COMMERCIAL WEST



There's a Group subscription plan that will
take care of the Low Man in your bank!
It's economical and pays dividends.



SLICE, SPLIT, DOUBLE-CHECK, TOO

That's mailroom procedure for opening your cash letters here at Northwestern National Bank.

Each incoming letter is first slit at the top, then split at the sides so the entire envelope can be opened out flat. Less chance of missing an enclosure that way. But just to be extra sure, each flattened, empty envelope is checked again. Double-checked. And stamped with the date of inspection.

Mailroom supervisor Eldon Blomgren (seated) says you can't be too careful of customer's mail. And gets

full agreement from mailroom associates Carl, Harry, Clarence and Elmer. It's their way—and our way—of working for *you*. May we? We're as near as your telephone, telegraph, and yes—*mailbox*.

Department of Banks and Bankers

D. E. Crouley, *Vice President*

L. P. Gisvold, *Vice President* K. M. Barnett, *Vice President*

L. M. Broom, *Vice President* C. P. Lindholm, *Ass't Cashier*

R. G. Ziemer, *Ass't Cashier* P. B. Damkroger, *Representative*

D. M. Anderson, *Representative*

NORTHWESTERN NATIONAL BANK OF MINNEAPOLIS

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Federal 2-0123 • Serving Banks and Bankers since 1872

