

# CENTRAL WESTERN BANKER

*Omaha*

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*June*

*1935*

# Miles from New York City

Yet Broadway's  
**BIG NAMES**

Entertain You  
Every Day



... if you were to spend a week  
in New York City ...

... and if it were possible for  
you to see, at the New  
York theaters, **ALL** the  
stars you can hear over  
**WHO** in one week, tickets  
to these stage perform-  
ances would cost you ap-  
proximately \$50 for the  
week ...

... take Fred Allen, for ex-  
ample. To see him on a New  
York stage would cost you  
from \$3.50 to \$5. Yet by  
listening to **WHO** on  
Wednesday nights you can  
enjoy a full hour with Fred  
Allen, without spending one  
penny for tickets ...

... here are typical examples  
of Big Names you can hear  
over **WHO** nightly.

## SUNDAY EVENING

- 5:45—Wendell Hall.
- 5:00—Major Bowes and one full  
hour of the best Amateurs  
on the air.
- 7:00—Andy Sannella's Orchestra.
- 7:30—Haenschen Concert Orches-  
tra with Frank Munn.
- 8:00—The Gibson Family with  
Conrad Thibault, Jack and  
Loretta Clemens, and Don  
Voorhees Orchestra.

## MONDAY EVENING

- 6:00—Richard Humber's Orchestra.
- 6:30—Gladys Swarthout with Wil-  
liam Daly's Symphonic Or-  
chestra.
- 7:00—Harry Horlick's Orchestra  
with Guest Artist.
- 7:30—Otto Harbach's "Music at  
the Haydns."
- 8:00—Lullaby Lady with Morgan  
L. Eastman's Orchestra.
- 8:30—Max Baer as Lucky Smith.

## TUESDAY EVENING

- 6:00—Leo Reisman's Orchestra  
with Phil Duey, baritone.
- 6:30—Wayne King and Orchestra.
- 7:00—Ben Bernie and the Lads.
- 7:30—Ed Wynn with Eddie  
Duchin.
- 8:00—Beauty Box Theater of the  
Air—a one hour show of  
Musical Comedies and Light  
Operas.

## WEDNESDAY EVENING

- 6:00—One Man's Family—popular  
dramatic sketch.
- 6:30—Wayne King and Orchestra.
- 7:00—Fred Allen's Town Hall  
Tonight.
- 8:00—Guy Lombardo Orchestra.

## THURSDAY EVENING

- 6:00—Rudy Vallee's famous Va-  
riety Hour.
- 7:00—Show Boat with Lanny  
Ross, Molasses 'n January  
and all-star cast.
- 8:00—Paul Whiteman, Lou Holtz  
and numerous other big  
names.

## FRIDAY EVENING

- 6:00—Jessica Dragonette.
- 7:30—Pic and Pat.
- 8:00—The First Nighters.
- 8:30—WHO Concert Orchestra.

## SATURDAY EVENING

- 6:30—Lennie Hayton with many  
famous singing stars.
- 7:00—John B. Kennedy and the  
Radio City Party.
- 7:30—Al Jolson with all-star cast.
- 8:30—Iowa Barn Dance Frolic.

★★★

... invite Radio's Stars to your  
home just by turning your  
dial to *WHO*, 1000 Kilocycles,  
and leaving it there.

## NOTE!

Here are the winners in the recent **WHO** letter-writing contest: First Prize, \$25.00, to J. M. Easton, Highland Park, Ill.; Second Prize, \$15.00, to Guy W. Cooke, Chicago, Ill.; Third Prize, \$5, to E. L. Grauel, Rochester, N. Y.; and Fifth through Eighth Prizes, Burton E. Vaughan, New York City; K. L. Stewart, Marquette, Nebr.; Harriet Bullock, Clear Lake, Iowa; George Brown, Detroit, Mich., and Fannie Jean Gray, New York City.

# CENTRAL WESTERN BANKER

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## Nebraska Bankers See Prosperous Year Ahead

### Optimism Prevails at Group Meetings of Nebraska Bankers Association

THE 1935 Annual Group Meetings of the Nebraska Bankers association, held the week of May 20th, were highly successful and well attended. In some cases the attendance was kept down to a certain extent by bad roads due to the heavy rains.

However, the heavy rainfall of the past months throughout the entire Cornhusker State was responsible for the great optimism expressed at every meeting. Never in the history of Nebraska has there been such promise of bountiful crops. Bankers who attended the May groups meetings were unanimous in their predictions that the entire state is facing a real year of prosperity.

#### The Alliance Meeting

The group itinerary opened at Alliance, Monday, May 20th, where rainy weather cut the attendance somewhat. The Group Six meeting was presided over by J. V. Webster, cashier of the First National bank of Chadron. Following the address of welcome by City Manager Earl Mallory and a response by J. A. Stockwell, cashier, First National bank, Bayard, Nebraska, addresses were made by President Otto Kotouc of the Nebraska association; J. F. McClain, Chief Examiner of the Nebraska Banking department; Cliff Rahel of Wachob-Bender company, Omaha; J. J. Durkin, of the Colorado National bank, Denver; and Clyde C. Neumann, cashier Farmers & Merchants National bank of Oakland, Nebraska. Mr. Kotouc spoke on "Recent Banking Activities," dwelling particularly on

By RALPH W. MOORHEAD

*Associate Publisher  
The Central Western Banker*

bank legislation. Mr. McClain emphasized the desire of the State department to cooperate with all state banks. Mr. Rahel spoke on "What Shall We Do With Our Surplus Funds?" giving banks the long range view of the investment

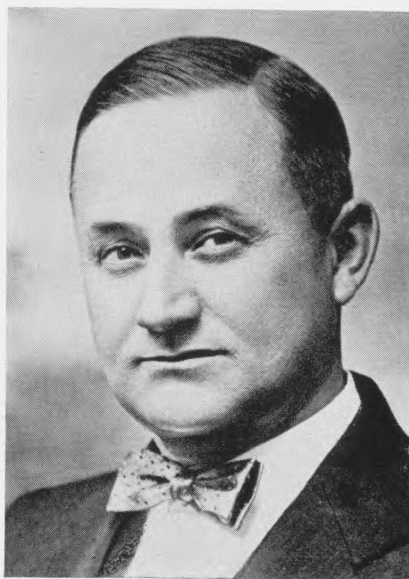
personally prepared charts for illustrative purposes. The meeting concluded with a banquet at the Elks club at which Perry B. Hendricks, vice president of the United States National bank of Omaha, was toastmaster and E. N. Van Horne, president of the Continental National bank of Lincoln, was the principal speaker on "The Merry Whirl of Banking."

In the resolutions adopted at Alliance, this group went on record as favoring the elimination of direct competition of postal savings with banking. The resolutions also urged immediate adoption of a uniform schedule of service charges by all banks in the group and favored postponement of the passage of Title No. 2 of the 1935 Banking Act.

New Group Officers of Group 6 are: President, H. H. Ostenberg, president of the Scottsbluff National bank; Vice President, James Stockwell, cashier, First National bank of Bayard, and Secretary, T. E. Neeley, cashier of the Gering National bank, Gering, Nebraska. The 1936 Group meeting of Group 6 will be held at Scottsbluff.

#### The Ogallala Meeting

The Ogallala meeting of Group Seven was well attended and presided over by C. L. Countryman, president of the Citizens bank of Ogallala, with G. D. Adams, president of the Bank of Brule as acting secretary. A. C. Peterson, cashier of the First State bank of Lodge Pole, Nebraska, was unable to be present. Speakers at Ogallala included Roland V. Rodman, vice president of the



Otto Kotouc  
*President,  
Nebraska Bankers Association*

problems. Mr. Durkin discussed "Correspondent Bank Relations," and Mr. Neumann gave a most illuminating talk on "Economic Changes and Country Banking," using a splendid collection of

American National bank of Kimball, Nebraska; M. Weil, president of the National Bank of Commerce, Lincoln, Nebraska, who talked on banking conditions, and Messrs. Kotouc, McClain, Rahel and Neumann. At the evening banquet, M. M. Maupin, attorney in Ogallala, and vice president of the Citizens bank of Ogallala, presided as toastmaster, with the principal speaker for the evening, Fred Wright, assistant general counsel for the Federal Land bank of Omaha. Group Seven decided to merge with Group Six. In the resolutions at Ogallala, opposition was registered to Title No. 2 of the 1935 Banking Act and the Group went on record favoring withdrawal of the United States from the Postal Savings Banking business.

#### The Ord Meeting

The Group Five meeting at Ord had a most auspicious beginning with a complimentary breakfast served to all members of the special group train. It was presided over by C. J. Mortensen, president of the Group, who announced that since Ord had received more rainfall so far this year than during all of 1934, everyone was in the best of spirits. Ray E. Ridge, vice president of the Omaha National bank, responded to the address of welcome, and Stanley Maly, vice president, First National bank, Lincoln, was one of the principal speakers on "Pending Federal Bank Legislation and Government Financing," discussing in particular the Frazier-Lemke bill.

Other speakers included much the same group as at Alliance and Ogallala.

The evening banquet at the high school auditorium was most enjoyable with a very large crowd in attendance. A special musical program was presented by the Ord Civic Orchestra and American Legion Chorus. Perry B. Hendricks presided as toastmaster, with E. N. Van Horne as the principal speaker.

New officers elected by Group Five include C. E. Clark, cashier, the Ravenna Bank of Ravenna; vice president, H. S. Kinsey, vice president, Arcadia State bank of Arcadia; and secretary, W. S. Paul, vice president of the St. Paul National bank, St. Paul, Nebraska. The Ord resolutions opposed compulsory membership in the Federal Reserve system and expressed opposition on the whole Title No. 2 of the 1935 Banking Act. The group endorsed the immediate approval of the application of the North and Middle Loup River projects, now pending at Washington, D. C.

These projects involve both irrigation and rural electrification.

The next Group Five meeting will probably be held at Broken Bow.

#### The Holdrege Meeting

A large attendance was registered at Holdrege on Thursday, May 23rd, with A. Thuman presiding over the Group Four meeting. The principal speakers included Messrs. Kotouc, McClain, Neumann and others who appeared on previous group programs and the evening banquet at the Hotel Vale was well attended. Perry B. Hendricks presided as toastmaster with E. N. Van Horne the speaker of the evening.

Group Four bankers in their resolutions opposed compulsory membership of state banks in the Federal Reserve system, recommended the efforts of the A.B.A. to lower postal savings interest rates and the withdrawal of the United States from the banking business. They opposed the entire Title No. 2 of the new Banking Act and recommended the adoption of a uniform schedule of service charges.

The group chose McCook as their 1936 meeting place. New Group Four officers include: President, Arthur Jensen, president, Nebraska National bank of Minden; vice president, I. G. Danly, president of the Funk State bank of Funk, Nebraska; secretary, A. C. Eishart, president, the Culbertson bank of Culbertson.

#### The Lincoln Meeting

The meeting of Group One at Lincoln was naturally the largest meeting of the week. It was held at the Cornhusker Hotel and a most enjoyable buffet luncheon took place at noon with members of the group as guests of the Lincoln bankers.

Group One bankers also approved the efforts of the A.B.A. to force withdrawal of the United States Government from the Postal Savings Banking business. Their resolutions opposed any change in the manner of appointment of members to the Federal Reserve Board, opposing in particular any domination or control of the board by political powers. They went on record against forcing state banks to become members of the Federal Reserve system.

New officers elected at Lincoln include: president, Elmer Bradley, cashier, the Shickley State bank of Shickley; vice president, Julian Severson, cashier, the Farmers bank of Nebraska City; secretary, R. W. Hein, assistant cashier of the Dawson bank at Dawson.

No meeting place for next year was decided upon.

A feature of this year's Nebraska group meetings was the large delegation on the splendidly equipped special group meeting train. The equipment included two fine pullmans and club car. James Sharpe, Omaha, representing the C.B. & Q. made the entire trip, and Louis Meder of Omaha, representing the Union Pacific was with the special train for two days. Arrangements were perfect, assisted by the guiding hand of both Perry Hendricks and Secretary Billy Hughes.

The group meeting passenger list was as follows:

Otto Kotouc, president Nebraska Bankers association and president Home State bank, Humboldt, Nebraska; J. M. Sorensen, vice president, Stephens National bank, Fremont; C. C. Neumann, cashier Farmers and Merchants National bank, Oakland; Ralph Moorhead, associate publisher, Northwestern Banker, Des Moines; Geo. W. Woods, vice president, First National bank, Council Bluffs; J. F. McLain, chief examiner, Department of Banking; Geo. W. Holmes, president, First National bank, Lincoln; Stanley Maly, vice president, First National bank, Lincoln; M. Weil, president, National Bank of Commerce, Lincoln; E. N. Van Horne, president, Continental National bank, Lincoln; Wm. B. Hughes, secretary, Nebraska Bankers association, Omaha; Geo. A. Gregory, cashier, Federal Reserve bank, Omaha; Harold James, Federal Land bank, Omaha; J. A. Changstrom, vice president, Omaha National bank, Omaha; C. D. Saunders, vice president, First National bank, Omaha; P. B. Hendricks, vice president, United States National bank, Omaha; E. Moser, vice president, United States National bank, Omaha; M. F. Barlow, assistant cashier, United States National bank, Omaha; R. H. Kroeger, cashier, Live Stock National bank, Omaha; Jas. B. Owen, president, Stock Yards National bank; J. F. Coad, president, Packers National bank, Omaha; Cedric Potter, Burns Potter company, Omaha; Carl M. Cunningham of the Burns Potter company; Arthur Loomis, secretary, Kirkpatrick, Pettis and Loomis; L. M. McCague, The National Company, Omaha; Cliff Rahel, Wachob-Bender & Co., Omaha; Louis Meder, Union Pacific System, Omaha; James Sharpe, Chicago, Burlington & Quincy Railroad, Omaha; Homer H. Peterson, sales manager, United States Check Book Co., Omaha;

(Continued on Page 13)

# At the Nebraska Group Meetings



Snapped at the Nebraska Group Meetings. Above, left to right: (1) George W. Holmes, president, First National Bank, Lincoln; C. D. Saunders, vice president, First National Bank, Omaha; M. F. Barlow, assistant cashier, U. S. National Bank, Omaha. (2) Fred Wright, assistant general counsel, Federal Land Bank of Omaha; Harold James, Federal Land Bank of Omaha. (3) A. Thuman, president, State Bank of Trenton, Nebr.; C. A. Phillips, cashier, Cambridge State Bank, Cambridge, Nebr.; J. F. McClain, chief examiner, Nebraska Department of Banking. (4) A. L'Heureux, president, Farmers State Bank, Campbell, Nebr.; P. B. Hendricks, vice president, U. S. National Bank, Omaha. (5) E. Moser, vice president, U. S. National Bank, Omaha; R. H. Kroeger, cashier, Live Stock National Bank, Omaha; and H. H. Byers, vice president, Charles E. Walters Co., Omaha. (6) L. M. McCague, The National Co., Omaha; J. F. Coad, president, Packers National Bank, Omaha; Cliff Rahel, Wachob-Bender & Co., Omaha. (7) Stanley Maly, vice president, The First National Bank, Lincoln; C. J. Mortensen, vice president, the Nebraska State Bank, Ord; W. T. Thompson, cashier, First National Bank, Cozad, Nebr., and his son, Paul Thompson. (8) J. A. Changstrom, vice president, Omaha National Bank, Omaha; Chester Dudley, Blythe & Co., Chicago; Cedric Potter, and Carl M. Cunningham, both of Burns, Potter & Co. (9) James Sharpe, C. B. & Q. R. R. Co.; L. M. McCague, National Co. of Omaha; C. D. Saunders, vice president, First National Bank, Omaha. (10) J. M. Sorensen, vice president, Stephens National Bank, Fremont; C. C. Neumann, cashier, Farmers & Merchants National Bank, Oakland, Nebr.

# Our Service Charge Schedule

ONE OF THE accomplishments during the past year has been the adoption of a uniform schedule of service charges by fourteen of the banks in the northern part of the territory, including our bank at Chadron and the Blackpipe State bank at Martin, South Dakota. I believe the schedule adopted is fair—fair to our banks and fair to our patrons. No bank can be unfair to either its patrons or itself without being unfair to both, and country bankers in particular should keep this in mind. Our schedule may not be perfect, and it may not meet with the exact desires of each and every interested bank, but it is a step in the right direction. It may be improved upon, and altered as time and experience demand, so that we shall always have a fair and uniform schedule in effect.

It is not the easiest thing in the world to put a uniform schedule of service charges together, because no two banks will have the same idea as to what the charges for all of the items shall be. But, if the proposition is approached in an attitude of liberal cooperation, a spirit of give and take, it can be done—it has been done. Although it may be difficult to put a uniform schedule of charges together, experience has proven that it is more difficult to maintain a schedule in effect after it has been adopted. The underlying trouble has been due, principally, to three things:

First, exceptions and exemptions, which if applied to the major items of charge, proceed immediately to tear a schedule to pieces.

Second, lack of uniform interpretation and application of the different charges by the interested banks. I believe that 99 per cent of the initial violations of a service charge agreement has been due, not to deliberate intent on the part of the bank, but through interpreting and applying the charges in a manner different to what the other banks were doing.

Third, our readiness to accept as true, without being proven, "reports" of how our competitors were violating their agreements.

We believe that we have safeguarded our schedule against the above sources of trouble in the following manner,

First, by practically eliminating ex-

By J. V. WEBSTER  
*President of Group Six  
Nebraska Bankers Association*

## Address before the meeting of Group Six on May 20, at Alliance

ceptions and exemptions from the schedule.

Second, by pretty thoroughly agreeing in advance as to interpretation and application of the different charges.

Third, by following the suggestion of membership in the Nebraska Clearing House association, which Mr. Hughes has been so patiently recommending during the past year. In so doing we believe we will take away the direct contact of competing banks in discussions which may occur relative to violations of our agreements.

If the banks will only conscientiously live up to their agreements, we shall avoid the pitfalls that have destroyed so many other service charge agreements, and our schedule will stand the test that is being put upon it.

I realize that any bank which adopts new service charges, does so with a certain uneasiness as to how the charge will be accepted by their patrons. I can sympathize with these banks because I know just how they feel. To these banks I say—if the schedule of charges is fair, they need have no fear but that it will be accepted by their patrons with a greater respect for the value of the service rendered, and without justified complaint. One of the things which must be avoided by the banks in discussing these charges with their patrons, is an attitude that tends in any way to be apologetic, because no bank need apologize to a customer for making a reasonable charge for rendering a valuable service. It is a business proposition, and bank patrons will have a greater respect for the value of services rendered by banks if they pay for this service than if they received the service without charge—that is human nature.

Banks might just as well realize now, as later, that changing conditions, which

are becoming more and more apparent, are going to drop the yield level of bank investments. The yield level has already dropped, and it is going to drop still further, so that banks in order to offset the reduction in income from bank investments will be obliged to supplement this loss of income through direct charges for services rendered. Our merchandise, intangible though it is, must be sold along sound merchandising lines. The result will be adequate earning accounts that will insure a comfortable business position for banks, which will enable them to conveniently meet all other expenses, with a reasonable margin of profit for their stockholders. In the near future I hope to see a uniform schedule of service charges in effect throughout Group Six, because I believe this is one thing that should be accomplished by the banks at the earliest possible date.

Another matter I would like to call to your attention is the apparent and ever-increasing competition by the different government agencies for business which in the past has belonged to our banks. I refer to the Postal Savings System which competes for our deposits and to the several governmental agencies which compete for our loans. So long as this competition is fair, gentlemen, we can "take it," and we can meet it with sound merchandising methods. But, if this competition is unfair—if it has not already become unfair through the efforts of overly ambitious directors of some of these governmental agencies—that is entirely different, and the most vigorous protest by the banks will be justified and should be recognized by government officials in the highest administrative positions.

## Family Party

Concerning activities relative to the convention of the American Institute of Banking on June 10-14, in Omaha, the United States National bank is holding a "family party" on Monday, June 10th.

Convention visitors who are identified with Bancorporation banks are invited and the dinner will be held at Hotel Paxton. There are to be no speakers or other formalities in connection with the entertainment.

# At the Nebraska Group Meetings



Snapped at the Nebraska Group Meetings. Above, left to right: (1) James B. Owen, president, Stock Yards National Bank, Omaha; Ray R. Ridge, vice president, Omaha National Bank, Omaha. (2) C. L. Countryman, president, Citizens Bank, Ogallala, Nebr.; G. D. Adams, president, Bank of Brule, Nebr. (3) K. G. Yeutter, vice president, Pioneer Bank, Eustis, Nebr.; R. C. Johnson, assistant vice president, Continental National Bank, Lincoln. (4) H. B. Olson, cashier, Lisco State Bank, Lisco, Nebr.; M. Weil, president, National Bank of Commerce, Lincoln; F. L. Ferrell, cashier, Nebraska State Bank of Oshkosh; and C. L. Countryman, president, Citizens Bank of Ogallala, Nebr. (5) Earl Bauer, assistant cashier, Commerce Trust Co., Kansas City, Mo.; A. J. Koelling, president, City National Bank, Hastings, Nebr. (6) Arthur Loomis, secretary, Kirkpatrick, Pettis and Loomis, Omaha; Otto Kotouc, president, Home State Bank, Humboldt, Nebr., and president the Nebraska Bankers Association; George A. Gregory, cashier, Federal Reserve Bank, Omaha. (7) "The Three Musketeers"—Group train porters: George Althouse, Bud Ray, and Ed Holder. (8) Louis Meder, Union Pacific R. R. Co.; William B. Hughes, secretary, Nebraska Bankers Association; P. B. Hendricks, vice president, U. S. National Bank, Omaha. (9) C. L. Cooper, president, Farmers State Bank, Wallace, Nebr.; M. Weil, president, National Bank of Commerce, Lincoln; M. D. Keller, Farmers National Bank, Grant, Nebr. (10) W. S. Paul, vice president, St. Paul National Bank, St. Paul, Nebr.; A. E. Dwehus, president, Bank of Dannebrog, Nebr.; J. F. McLain, chief examiner, Nebraska Department of Banking; Homer H. Peterson, sales manager, the U. S. Check Book Co. of Omaha. (11) George W. Woods, vice president, First National Bank, Council Bluffs; Hugo Eymann, Ogallala; E. N. Van Horne, president, Continental National Bank, Lincoln; M. D. Keller, president, Farmers National Bank, Grant, Nebr.

# About Men You Know in Omaha

**J**OHAN A. CHANGSTROM, vice president of the Omaha National bank, is chairman of the Omaha Chamber of Commerce good will committee, which sponsored a five-day trip by Omaha business men to central and western Nebraska, eastern Colorado, the Casper district of Wyoming, and the Black Hills territory, May 13-17. The trip, longest undertaken in four years, was made by special train. R. H. Kroeger of the Live Stock National bank of South Omaha, J. F. McDermott of the First National bank of Omaha, and Perry B. Hendricks of the United States National bank of Omaha are others who serve permanently on the good will committee, which fosters a better relationship with Omaha's territory.

Omaha bankers who made the tour included Fred W. Thomas of the First National, Howard O. Wilson of the Live Stock National, Mr. Changstrom, and Cleo J. Flowers of the Omaha National, and Harry Rogers of the U. S. National. F. M. Lepinski of the General Securities company, also, was aboard the train.

**T**HE UNITED STATES NATIONAL bank building in Omaha was a buffer the other day for a runaway car which jarred loose from its parking place near Omaha's busiest intersection, Sixteenth and Farnam. The car came to a stop at the corner of the bank after narrowly missing 25 persons, mostly women shoppers. A policeman had slowed down the car by grabbing a fender as it neared the crowd. The women screamed and dashed to safety. A newsstand on the corner was wrecked. R. J. Gaupel of St. Louis, owner of the runaway car, was on the fourth floor of the First National bank building, across the street, when the car broke from its moorings.

**A.** J. "JACK" RHODES of the Omaha National bank has served as vice president and chairman of the board of directors of the Omaha Junior Chamber of Commerce during the past year.

**J**AMES T. WACHOB of the Omaha investment firm of Wachob & Bender has returned from an extended vacation

trip to Pago-Pago, New Zealand, and Australia.

Australian newspapers devoted whole pages to news of hockey and horse races, but he looked in vain, he said, for any news from the United States. The people of Australia, he added, seem to have forgotten there was a depression.

**T**HE LIVE STOCK NATIONAL bank of South Omaha has had an unbroken dividend record during the entire depression period, according to Alvin E. Johnson, president. Statement of the bank show it has more than doubled its deposits during the past year.

**R**OBERT "BOB" HALL of the Bank of Florence, one of Nebraska's oldest banking institutions located in one of Omaha's northern subdivisions, was feted recently by the Douglas-Sarpy-Washington County Bankers association because of his recent marriage to Miss Charlotte Smith, comely Omaha junior leaguer. The Halls took a honeymoon trip to the South, played golf at Hot Springs and New Orleans.

**T**HOMAS N. RUTTER, Omaha manager of the securities and brokerage firm of Winthrop, Mitchell & Co., has returned to his office after an illness of ten weeks, "feeling fine and batting .102 per cent," he said. He spent a week of his convalescence at Excelsior Springs, Missouri.

**S.** R. KIRKPATRICK, president of the Omaha investment firm of Kirkpatrick-Pettis-Loomis, is reported convalescing, following an illness which confined him to an Omaha hospital early in May.

**G**WYER H. YATES, president of the United States National bank of Omaha, is thinking of opening a matrimonial agency on the side.

Four young women employes of the bank, all of whom have been in the service of the institution five years, will become June brides. They are: Evelyn Texley, private secretary to Perry Hendricks of the bank, who will wed Cedric

Hornby, a fellow employe; Alice Sowell of the analytical department, who will marry E. G. Wilmoth; Viola Knudsen, secretary to Ernest E. Landstrom of the bank, who, loyal to her profession, will become the bride of J. P. Meany, a banker of Albany, N. Y., and Evelyn Fuxa, who leaves the bank's statements department to wed Emil Rokusek.

All four girls are busy training four other girls who will fill their places in the "lucky" jobs.

**A**LVIN E. JOHNSON, president of the Live Stock National bank of South Omaha, is slated to be the next president of the Omaha Chamber of Commerce. During the past year, he has served the Omaha chamber as vice president and chairman of the executive committee, and as councillor of the chamber women's division.

He will be the second Alvin Johnson to head the Omaha chamber in recent years, although there was no relationship between the two. The other was the late Alvin F. Johnson, Omaha attorney.

**W.** B. "BOB" MILLARD, JR., vice-president of the Omaha National bank, and Gwyer H. Yates, president of the United States National bank of Omaha, are both leading Ak-Sar-Ben membership teams in the drive to enroll five thousand Ak-Sar-Ben members for 1935. Both are members of the Ak-Sar-Ben board of governors.

**O**MAHA BANK CLEARINGS on May 15 totaled \$7,151,147 to set a new high daily total for the year. Clearings on the corresponding day last year were \$4,321,218. Omaha clearings for the week ending May 15 were \$31,020,280, the highest for any week since March 7, 1934, according to W. B. Hughes, secretary of the Omaha Clearing House association. For the same week of last year, clearings were \$27,412,127.

**T**HE NEBRASKA SUPREME COURT has overturned a judgment of the Douglas county district court at Omaha that





*Designed and Operated for the Service  
of a Fundamental and Essential Industry.*

*A Banking Service*

*Complete for Your Needs.*



**Stock Yards National Bank of South Omaha**

**OMAHA, NEBRASKA**



John C. Barrett was entitled to preference over depositors of the defunct South Omaha State for \$2,352.

The high court held that the claim has the legal status of a deposit. Barrett was guardian for an incompetent person, and had directed his wife to see that the money in question was not deposited in their personal account. It was so credited, however, because Barrett was about to draw some money to take care of his ward's expenses. The court held that the bank was not trustee for the guardian and that the latter is liable for funds lost when deposited in a bank, where negligence is shown.

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A. C. "CUB" POTTER, president of the Omaha investment firm of Burns-Potter & Co., has purchased the

home of Mrs. Theresa Roeder, one of the showplaces of Fairacres, Omaha's swankiest western suburb. The new owners expect to occupy the property June 1, after extensive improvements. The house, of English influence, occupies a tract of nearly two acres. Evergreens were brought from the Maine woods as part of the landscaping project.

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W. DALE CLARK, president of the Omaha National bank, unanimously was elected a director of the United States Chamber of Commerce, representing the Eighth district, at the annual meeting in Washington early in May. Mr. Clark is a past president of the Omaha Chamber of Commerce. Mr. Clark succeeds C. D. Sturtevant, Chicago grain man, former Omahan.



W. Dale Clark

Unopposed for the office, Mr. Clark had the indorsement of leading civic organizations throughout the district. Forty-two years old, the Omahan is one of the youngest of the new directors.

# An Open Letter to Wheat and Corn Producers of the United States

By C. R. ANDERSON

*Cashier  
Farmers State Bank  
Saronville, Nebraska*

I HEREBY PROPOSE that the AAA Crop Control plan as pertaining to Corn and Wheat be abandoned, and the following permanent plan for the Corn and Wheat producers be adopted.

"That any producer of corn and wheat in the United States, may at harvest time place up to 20 per cent of his wheat or corn crop in an approved warehouse on his farm, and after securing a warehouse receipt under the laws of his state or United States, the Government shall make him a loan of 40 cents per bushel on his corn and 60 cents per bushel on his wheat so stored. This loan to be made without interest and financed through the issue of new money, which shall be retired when the loan is paid.

"The farmer when applying for this loan, must sign an agreement to take out of cultivation the number of acres required to produce the grain so stored, and that this land would not be put back into cultivation as long as this grain is carried in storage. This land taken out of cultivation must be converted into permanent grazing or hay land by sowing suitable grasses or legumes. Any of this land that is converted into permanent grazing land shall be exempt from all taxes for a period of not over five years, but only while so used.

"This plan would restore independence to the farmer and eliminate long distance bureaucratic control as it would be left to each individual farmer to run his own business according to his circumstances.

"It would give us a sound commodity dollar without inflation features. It would eliminate from cultivation millions of acres of land that never should have been cultivated. It would go a long way toward preventing dust storms, and it would restore the depleted soil by giving the farmer an inducement to rotate his crops."

## Prosperity at the Grass Roots

It has often been said that "real prosperity must begin at the grass roots"—that is, on the farm.

Statistics support that belief. The great bulk of our population depends for its living on agriculture—and depression has tended to send more people back to the farm, because of the impossibility of finding jobs in industry. The American farmer still provides the greatest single market for consuming the products that our factories produce.

As a result, no citizen can afford to think that he has no personal interest in the ups and downs of agriculture. Good times for agriculture help make good times for all businesses, all workers—precisely as depressed agriculture hits us all.

Foresighted citizens, as a result, are throwing their weight strongly behind any movement whose purpose is to advance the farmer's social and economic status. The farm cooperative movement, among others, has been given the genuine support of industrialists, economists and others who have no connection with farming, but who know that prosperity at the grass roots is essential to national well-being.



# BONDS AND INVESTMENTS

## THE BUSINESS OUTLOOK

**M**OST of the business recovery that we have had in this country in the past two years has been contributed by three industrial corporations. They are the three leading producers of automobiles who manufacture most of the cars and trucks that are made in this country. All the net gain in the volume of industrial production from 1933 to 1934 was equal to that made by the automotive industries, and the suppliers of its materials, and the gains so far in the production of 1935 over 1934 have been mostly due to the same factors.

These astonishing results are a striking tribute to the ability of those producers to improve the quality of their goods, and to decrease their prices, in spite of higher wage rates and shorter hours. They also constitute vivid testimony of the insistent desire of the American people for new and better individual and family transportation. Nevertheless the sustained vigor of automobile manufacturing does not furnish an adequate basis for general business recovery. We need an expanding recovery spreading from one industry to another and another like a beneficent contagion that will effectively absorb unemployment.

The latest Federal Reserve Board figures are for March. They show factory production at higher levels than one year earlier, and the same is true for factory employment and payrolls. They show that mineral output was lower than in March of last year, and construction less, and freight-car loading smaller, and the value of department store sales less. Apparently as a nation we are far more willing to spend our money for new automobiles than we are to make any other important kinds of purchases, either of goods or investments.

By COL. LEONARD P. AYRES  
Vice President  
The Cleveland Trust Company

**T**HE RICHEST 20 per cent of the farmers receive almost 50 per cent of all the farm income, while the richest 20 per cent of the non-farmers receive over 58 per cent of the non-farm income. On this basis it appears that the concentration of wealth among the more wealthy farmers is almost as excessive as it is among the more wealthy people in the industrial and commercial groups of our population. Moreover the concentration of poverty shows a somewhat similar condition at the other end of the economic scale. Among farmers, the poorest 20 per cent of the families receive less than four per cent of the farm income, while among non-farming families the poorest 20 per cent receive just over four per cent of the income.

**T**HE VOLUME of industrial production has been declining since January, and apparently the record for May will show another small decrease, which will be the fourth in succession. The production index of this bank was 17.2 per cent below the computed normal level in January, 19.0 below in February, 19.9 below in March, and the estimated figure for April is 21.7 below. This is the same as the level of last May and last December.

**T**HE OLD LAW that supply will respond to demand has been suspended so far as new capital issues are concerned. The evidence that this is so is to be found in the fact that abnormally high prices for existing bonds do not succeed in calling forth an increased supply of new bonds. The demand for investment bonds of good quality is so great that price quotations for them have

advanced to new high levels, and for some classes of bonds the prices have risen to levels higher than any ever reached previously. Meanwhile the supply of new issues does not increase in response to this unusual demand. There is no precedent for this anomalous condition.



**I**N PART OF 1933 and during March of 1934 it was clear that the new Securities Act had made new financing almost impossible. That condition no longer maintains in a determining degree, for through revision and by means of new interpretations the act has been rendered partly workable. A considerable amount of refinancing of old issues has been done under it, and there is reason to believe that it no longer constitutes an insuperable barrier to new issues by established companies. Nevertheless the supply of new issues remains a mere trickle. Two possible explanations deserve consideration. The first is that perhaps business enterprises will not borrow funds to improve equipment and expand operations while federal borrowing continues on a vast scale. The second is that perhaps business will continue to refrain from seeking new capital as long as the codes maintain regulation over the details of their operations.

### The Silver Lining

Those who predicted a few months ago that the United States would shortly be flooded with silver, due to the treasury's purchasing program, will have to revise their views, according to Rene Leon, the well-known monetary expert. According to Mr. Leon, little silver is available anywhere on earth today. The result is that demand must soon exceed supply—with rising silver prices following.

# We Must Help the Public To Understand Banking

By J. F. McLAIN

*Chief Examiner, Nebraska Department  
of Banking*

**I**N THIS DAY when most men think in world terms concerning national and international affairs, I wonder if we as bankers do not sometimes lose sight of the "near at home," the elementary, the workaday things that vitally affect our own communities and likewise our own banks.

May I ask this question then, "What is the responsibility of the banker in educating his own constituency?"

The officers of a bank are the responsible representatives for a very large number of investors and deposits.

The impression has arisen that banks during this time of stress do not wish to lend money.

Some of these criticisms suggest such a lack of knowledge regarding the real ownership, responsibilities and operation of a bank that it may be proper to deal with them for a moment, even at the risk of repeating what, to most persons, are elementary facts.

Reduced to simple language, it is the function and duties of the officers to endeavor to lend the funds of their depositors in such a way as to safeguard their money and at the same time earn a return on the investment of the shareholders.

None of the money belongs to the bankers as the officers are commonly termed; it is the depositors' and shareholders' money.

Shareholders employ the officers to lend that money for a profit; these shareholders and depositors demand that it shall be loaned with safety.

All this is extremely elementary and would have no place here except that it seems to be so generally misunderstood by the average depositor.

We have reached a place in our banking where a better public understanding is to be desired and is fully deserved.

You as bankers thoroughly understand that you have everything to gain by employing your large volume of surplus funds, which under the present circumstances earn nothing, in sound local enterprises.

The difficulty arises not from the unwillingness of banks to lend but from

the unwillingness of sound business to borrow.

That gives rise immediately to the question, what is "sound" business?

Succinctly we would answer it is that business which will guarantee to a reasonable degree the return of the capital invested together with a fair income.

We realize your position is a difficult one.

In the making of a loan both the creditor and debtor assume a certain portion of the risk involved and it is inferred that each will do everything possible to meet the expressed or implied obligation in the agreement.

The creditor must not unwisely over-loan and the debt must not fail to use judgment in making his purchases.

Because of failure of both creditor and debtor to respect his part in the transaction there may be occasions in which debtor relief is justifiable, along the lines of social and sound business.

The danger is, however, that we may over-emphasize the creditor's part of the responsibility and under-emphasize that of the man who borrows the money.

During the past few years there has been a growing tendency towards this wrong emphasis.

We have been going far afield in encouraging a belief that the major portion of the risk and obligation should be assumed by the creditor.

We have been building a debtor psychology which is likely to place in the mind of the borrower the feeling of self-pity and martyrdom rather than one of determination to meet obligations, and deep regret if he is utterly unable to do so.

If the thought continues to grow that a debt is something to be paid only if it is convenient to pay it, such a psychology will be a more disastrous heritage from our depression period than with all the loss of money and wealth occasioned by these difficult times.

It will undermine the foundation upon which our credit structure and progress in business have been built.

The most important service that you as bankers can offer in your community is to help your constituency to realize the necessity for preserving and fostering a respect for obligations, and to sacrifice to the extreme end, if necessary, to preserve their integrity and self-respect.

The department's position at times, necessarily, is one of criticism. I assure you we try not to be captious, we welcome most sincerely constructive suggestions and it is our desire to cooperate with you and we want you to feel free to call at the office of the department.

## Farm Income Gains

Farmers in thirty-two states received more income from sales of principal farm products and government rental and benefit payments in the first quarter of 1935 than in the same period of 1934; farmers in fifteen states received less, and income of farmers in Texas was about unchanged, according to the Bureau of Agricultural Economics. A gain of 12 per cent is reported for all states combined.

Largest increases this year over last were in Indiana and surrounding states where feeding conditions have been relatively more favorable this year, and where the increase in rental and benefit payments was largest. Heaviest decreases in income were in North Dakota where wheat marketings were greatly reduced, and in Maine where potato prices were less than one-third those of a year ago.

The bureau says that in all regions except the South Atlantic and South Central States income in the first quarter of 1935 was higher than for any similar period in the last four years. In the South Atlantic states receipts were below either the first quarter of 1934 or the first quarter of 1932. In the South Central states receipts were below 1934 and above 1932.

West North Central states show a marked variation in percentage change

in income. North Dakota farmers had less income despite higher wheat prices; Nebraska had less income from wheat and corn, about the same income from livestock as a year ago, and larger rental and benefit payments. Other states in this area had somewhat larger incomes despite the sharply reduced crop production. Higher prices of hogs and dairy products more than offset smaller marketings, and rental and benefit payments were larger.

## NEBRASKA BANKERS SEE PROSPEROUS YEAR

(Continued from Page 4)

Ray Ridge, vice president, Omaha National bank; Fred Wright, Federal Land Bank of Omaha; H. H. Byers of Chas. R. Walters Co., Omaha.

At Holdrege, the list of passengers was increased by the addition of Norris Broaddus, president of the Stock Yards National bank of Kansas City, Mo.; R. R. Calkins, vice president of the American National bank, St. Joseph, Mo.; J. M. Hellings, vice president, the Inter-State National bank, Kansas City, Mo.; and Albert A. Held, vice president, the National Bank of Commerce, Lincoln.

## Taxes Piled on Taxes

For a great many years a large part of the public has looked with dread to the appearance of Federal income tax day. Individuals and industries were forced to turn into the treasury vast sums that might otherwise have been used for investment, building, and the creation of employment.

Now the citizens of the country don't face merely one income tax day—millions of them face two and even three. In the city of New York, for example, residents must pay the federal income tax, a state income tax, and finally a municipal income tax. A similar situation is met by the citizens of New Castle county, Delaware, which is now levying a county income tax, in addition to the state and federal taxes, as a means of financing relief expenses.

The aim of legislatures in these days seems to be to pile as many taxes on top of taxes as a long-suffering public will stand. The upshot is that the tax-collector, in many cases, is receiving all the surplus a business or an individual earns. There is no money left for investment, for home construction, for industrial expansion. And the cause of recovery suffers accordingly.

One wonders how much longer the public's patience will last. America is becoming one of the most tax-ridden nations on earth—and only an aggressive, informed and active public movement against exorbitantly expensive government can save us from eventual tax bankruptcy.

## Work Hard---Think Hard

It is now feared that there will be another wheat shortage, due to the dust storms which have caused damage in the mid-west comparable to that done by last year's drought.

Farmers producing other products likewise face new and difficult problems, which have been caused largely by the failure of the government's farm relief program to produce the results that were anticipated by the overly optimistic.

All of this emphasizes the fact that the American farmer, if he is to work his way out of depression, is going to have to work hard—and think hard. He cannot depend on outside agency for his economic salvation. The whims of nature, and the ancient laws of supply and demand cannot be controlled by fiat.

The farmer's best weapon lies in the agricultural cooperative—cooperatives which are owned and controlled by their members, and which enlist the abilities and energies of thousands of producers in order to work toward a common goal. One farmer, faced with disorganized distributing machinery, profitless prices, and chaotic markets is powerless—ten

thousand farmers, joined together in one organization, can fight a winning battle.

The old saying that self-help is the only worth while kind of help was never truer than in the case of modern agriculture.

## Group Chairman

Frank K. Houston, president of the Chemical Bank & Trust company of New York has been elected chairman of Group VIII of the New York State Bankers association to serve for the year 1935-36.

## Two Sides to Silver

The Government's present silver program contains the seeds of great good—and at the same time it involves potentialities for great damage.

Wisely pursued, strengthening the value of silver can be of much aid in stabilizing world monetary systems. And it is likewise beneficial in that it stimulates the long-depressed mining industry, and opens up opportunities for investment, employment and general industrial development.

On the other hand, over-hasty action in forcing silver prices up inevitably brings with it the fear of inflation—which is in itself a great detriment to the course of recovery. The government experts have a vast responsibility in seeing to it that silver is given a fair and established value—and that the standing and worth of our currency is not imperiled in the process.

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# *With Jail Sentence and Death Eliminating Many Criminals . . .*

## **Bank Robberies Continue**

**D**ESPITE the imprisonment or death of so many desperate bank criminals during the past year there has been no appreciable reduction in attacks on banks, James E. Baum, deputy manager of the American Bankers Association in charge of the Protective Department, reported to the Executive Council of the Association at its annual spring meeting.

During the first half of the Association's fiscal year, there was a small decrease in the number of daylight holdups and forgeries, but a marked increase in night burglaries of banks, Mr. Baum stated. The report summarized bank crimes and activities of the Protective Department as follows:

"In the six months ended February 28, 1935, banks and trust companies in this country were the targets for 169 daylight holdups and 40 night burglaries, a total of 209 bank robberies compared with 217 similar attacks in the same period a year ago, when 188 holdups and 29 burglaries were reported. This year, association member banks were the victims in 85 daylight holdups, 6 night burglaries, 91 forgeries and 7 sneak thefts, a total of 189 crimes reported for investigation by the Protective Department. Although non-member banks aggregate about half the number of those enrolled in the association, they suffered a greater number of robberies, namely, 84 holdups, 34 burglaries and one sneak theft, or 51 per cent of all the bank robberies committed during the period.

"As in previous years, this comparative experience in crimes of violence is significant of the protective advantages enjoyed by member banks. These advantages are emphasized by the robbery experience of banks in Alabama, Georgia, Illinois, Indiana, Iowa, Maryland, Michigan, North Carolina, South Dakota and Virginia. In Alabama, one member bank was burglarized as compared with the non-members' record of

### **The report to the Executive Council of the American Bankers Association of James E. Baum, deputy manager of the Association, and in charge of the Protective Department**

one burglary and 4 daylight holdups. Georgia banks sustained 15 burglary and holdup attacks, only 3 of which were directed against association members. In Illinois, non-members accounted for 7 of the 9 bank robberies and in Indiana, non-members were the victims of the 10 robberies. In both Iowa and North Carolina, non-members accounted for 6 of the 7 robberies reported in each state. In South Dakota, only 3 of the 9 robberies were against members, and all of the bank burglaries and robberies reported in Maryland, Michigan and Virginia were perpetrated against non-members.

"During the period under report, bank burglars and bandits exacted tribute amounting to \$943,551 compared with losses totaling \$1,257,000 a year ago. This reduction in the amount of loss sustained through bank burglary and holdup is attributed to the time-locking restrictions and other limitations in the exposure of surplus cash imposed last year by underwriters and several bank supervisory authorities. But there has been no let down in the activity of frequency of attack by bank bandits. The ranks of the bank robber may have been reduced, but they do not lack replacements or persistence in their determination to exact tribute from banks even in small amounts, so long as there are plenty of banks vulnerable and helpless to resist their surprise attacks.

"The sharp reduction in the material loss of money and securities resulting from bank robbery this year is overshadowed by the killing of 2 bank employes, one bystander and 5 arresting officers. Since last August, bank robbery also cost the lives of 15 criminals and caused physical injuries to 10 bank employes, 12 bystanders, 9 arresting officers and 8 bandits, a total of 62 casualties.

"Investigations conducted by the association's detective agents resulted in the arrest of 36 forgers, 42 bandits and one burglar, or 79 of the 141 criminals reported as being apprehended during the period. Of these, 67 have already been convicted as were 61 other prisoners arrested in the previous year. In this roundup of bank crooks, a number of ingenious and desperate characters were caught whose cunning and daring demand a staff of trained investigators operating over the same nationwide areas as the crooks. In addition to satisfying the criminal charges for which they were arrested, their imprisonment assures relief from loss to all banks.

"In addition to the relentless pursuit and prosecution of bank criminals without compromise, crime prevention has been a cardinal principle of the association's warfare against criminality for more than 40 years. Upon the suggestion of Vice President Robert V. Fleming, however, the committee agreed that the services of our agents should be at the disposal of members for the inspection of bank premises to detect and eliminate hazards which may invite or facilitate burglary, robbery or sneak theft. Therefore, the Protective Committee has arranged to supplement the investigation services already available to members by personal inspections and counsel of our detective agents. As outlined on the front cover of the current issue of our Protective Bulletin, to inaugurate this service, our agents have prepared a form

(Continued on Page 16)

# INSURANCE

*Its Application to the Banking Fraternity*

## When the Prospect Says— “Write It Up”

By CARROLL THOMAS, *General Agent*

*General American Life Insurance Company  
Little Rock, Arkansas*

IT IS a privilege to be a life insurance salesman. I have been in the selling field for many years, and have yet to close a sale that gives one as great a thrill as hearing a prospect for life insurance say, “Write it up.”

Being successful in selling life insurance is being successful in the *best-paid HARD work* you may engage in. One of the pitfalls of the business is that too many fail through believing they are engaged in the *best-paid EASY work* of all.

The direct cause of failure in this business is failure to *prospect*. There have been volumes written on the subject of *prospecting* and very few have told how to do it. Who is a *prospect* for life insurance? One who has the need, can pass, and can pay. Where are you to find this person?

### Prospects

An old story that I have always remembered tells of a new agent who had been instructed in the rules of the company and the rate book, had been given supplies, a slap on the back, and called to the window of the General Agent's office and told to look down on the street. The General Agent said, “You see all those people down there—all of them are prospects for life insurance.”

This was *very wrong* for there were people in the group that were too young, too old, some uninsurable and some of sex or color that many companies would not have accepted. To find an acceptable applicant—one who has the need, can pass, and can pay—requires many calls, carefully planned interviews. This prospect may be next door or in the next town.

Make yourself so well known and liked by everyone in your community that it will be easy for you to meet people and get information about them. Living in a community gives one ample opportunities for making friends and acquaintances through different sources. Your civic club—your church—your hunting club—all provide prospects.

If you so live, then in addition to a few cut-and-dried methods of obtaining prospects you will have your friends and acquaintances helping you. They will tell you of the new baby, the promotion, the mortgage on the home, or that someone was heard talking about adding to his life insurance program, and many other leads that could only be gotten from friends or acquaintances.

Pick up the person waiting on the corner to go to town. He may be president of a local business some day, and help you in his organization. I remember very well an acquaintance who later became service manager of an automobile company. He was only a mechanic at the time I picked him up one morning, but in two years he became service manager. When I developed the thought and plan of selling the employes of this company group insurance, I had only to secure the employer's consent to present the plan—the one-time mechanic did the rest. He bought first and told forty-three others that they should buy, and I secured their applications without further opposition to the plan on the part of the employes.

Cause people to become obligated to you, then it is easy to ask favors of them. Prospects like these are valuable when you are participating in a contest.

### Policyholders

Policyholders are the greatest asset a life insurance salesman can have. Through them he gets his best prospects. It is said that when a life insurance agent has acquired 100 policyholders, his prospecting worries are over. *Remember*—an important part of prospecting is to let people know you are in the business and ask them to buy. Never write an application or deliver a policy without finding out all about the prospect's family, friends, and neighbors. The policyholder endless chain of prospecting will help you.

It should not be forgotten that *cold canvassing* will help any agent. It brings out initiative on his part.

I experienced proof of a policyholder's help very recently. In 1932, one of my policyholders told me that a certain farmer was about to buy a \$10,000 policy. I knew the agent who had the most direct lead to this prospect and tried to study him and figure out how he would sell the farmer. I found that he was selling policies, only. It was my plan to sell this farmer on the idea of what life insurance would do for him and his family. He bought from me a monthly income contract, paying his wife and children a certain sum each month after his death, or to him, if he lived at age 60. This man doesn't know to this day how much life insurance he bought. He is interested only in what the contract will do for him and the savings he must set aside each year.

The same policyholder who gave me the above lead, in October of last year

told me of a man who was thinking of adding \$10,000 of insurance. The man was fifty-six years old and had three children, two boys and a girl, all nearly grown. I asked my friend about his financial condition and found that he had a large farm with good equipment, and that he owed some money. I showed this prospect how he could leave the farm to his family, clear of indebtedness. I sold him a contract on this basis, collected an annual premium of \$495.00, and sold his son-in-law a \$5,000 contract the same afternoon. There were four cars, containing eight men after this business—all at the prospect's house at the same time.

Your next door neighbor, your doctor, your preacher, your baker, your grocer, your friend, and your policyholders are all prospects if you find they have a need for life insurance. Learn their needs, then whether they can pass and can pay.

#### Sales Talks

While I believe in so-called "canned" sales talks, especially for new men, I think the greatest sales talk is to know your business and be *natural*. When you know your business you are watchful of every opportunity to find the need of the prospect and are capable of fitting a certain contract to this need. Avoid "high pressure" salesmanship. Believe in what you are telling the prospect, so that you show your sincerity, then watch your prospect begin to help you sell him.

Don't confuse "prospects" with "suspects." Knowing your business includes knowing the difference between the two.

In this, the greatest business of all, too many enter who fail. Improper prospecting is the reason. There are too many agents in the business. This is the fault of the life insurance companies. It is too bad to have to say that 10 per cent of the agents sell 90 per cent of the business, when you take into consideration the number of licensed life insurance agents under contract. Life insurance companies spend millions through different channels, putting men *in* and *out* of business. They are constantly seeking production, mostly on a contest basis, which causes general agents to pay too little attention to the right type of man they get into the business. If all companies would, along with their very good training given an agent, teach him to prospect and demand this of his general agent and manager, there would be fewer failures. This system should come from the home office of the life insurance companies. With the plan effective,

the new man would always know where he was going and why, and would likewise have many more thrills of hearing the prospect say—"write it up!"

### BANK ROBBERIES CONTINUE

(Continued from Page 14)

of 'Bank Inspection Report' which reflects the exposure hazards and weak spots uncovered in their nationwide experience investigating bank burglaries, holdups and sneak thefts. The report lists eighty leading questions and seventeen recommendations which are instructive in the prevention of night burglary, daylight holdup and sneak theft. Many of these questions relate to alarms and other protective equipment, also windows, doors, skylights and other entrances which have facilitated the early morning entry of bandits who kidnap bank employes from their homes during the night, or break into the bank premises and bind and gag employes until one comes alone who is capable of opening the combination locks on vaults or safes. These 'morning-glory' bandits have bloomed too frequently in recent years chiefly because the bank premises are easily entered or precautions are not taken to detect the entry of criminals before the arrival of bank officers. Where banks prefer making their own inspections, the report is sufficiently comprehensive and informative to assist them in conducting their own examinations."

### More Business . . . Less Profit

A summary of railroad operations during 1934 brings out some surprising facts.

Freight traffic increased 7.9 per cent over 1933, and passenger traffic increased 10.4 per cent.

Operating revenue increased 5.7 per cent.

Yet, net operating income for the lines was \$11,000,000 less than it was in 1933, which was in itself a very bad year. And where, in the preceding year, the lines had a net deficit of \$6,000,000, they sustained a net deficit of \$32,000,000 in 1934.

Here is one more industry which is doing more business, receiving a larger total income, and is still making less money—or more deficits. The reason for the unfortunate experience of the railroads is that operating expenses increased 8.5 per cent over 1933. Some of the increase may have been unavoidable

—but much of it was not. Unfriendly legislation had fastened new and increased charges on the lines. Taxes had risen. Government had, in brief, forced up the cost of operation—and done nothing to enable the lines to make the money with which to meet it.

The I. C. C. decision which empowered the rails to make slight increases in some freight charges, will help meet the problem. So will the proposed new law to effect equitable regulation of all carriers, which has been passed by the Senate and is now pending in the House. But these measures, forward-looking as they are, only scratch the surface of the issue—much more remains to be done if our most vital single industry is to be given a chance to prosper and progress.

Rastus was sent to the general store. "My boss," he said to the clerk, "wants a pane o' glass nine by 'leven."

"Haven't got none that size, Rastus," said the joking clerk, "but will a 'leven by nine pane do?"

"I'll try 'er," replied Rastus: "mabbe if we slip 'er in sideways nobody'll notice it."

"My goodness," exclaimed the stranger who had dropped into the police court, "they've caught a pretty tough lot this morning, haven't they?"

"You're looking at the wrong lot," said his neighbor. "Those aren't the prisoners. They're the lawyers."

Elderly Gentleman (to manicurist): "What's the idea of those marbles?" (as he noticed two agate balls on a tray on her table).

The Manicurist (as she pushed back the cuticle): "So my customers will have something to do with their free hands."

Plumber: "Is this where you wrote for a plumber to come, lady?"

Lady of the House: "Plumber, indeed! Why, I wrote last July."

To Mate: "Come on, Bert—wrong house. Party who wrote last April we're looking for!"

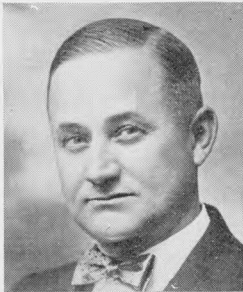
Two stuttering blacksmiths had finished heating a piece of pig iron, and one placed it upon the anvil with a pair of tongs.

"H-h-h-hit it," he stuttered to his helper.

"Wh-wh-wh-where?" asked the other.

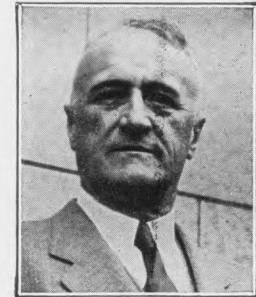
"Ah, h-h-h-h-hell, we'll have to h-h-heat it again now."





**OTTO KOTOUĆ, President**  
Nebraska Bankers Association

# Nebraska News



**WILLIAM B. HUGHES, Secretary**  
Nebraska Bankers Association

## Buy Bank Stock

Plans were consummated recently whereby Mrs. Emma L. Bath, Mrs. Adah Bath Wells and Frank E. Wells acquired the controlling interest in the Auburn State bank. Other stockholders in the bank are William Bohling, Sr., Herman Lunzmann, H. G. Harms, H. Fred Hector, Guy W. Rhodes and Roy W. Dirks.

After the transfer of stock the stockholders elected the following board of directors: Emma L. Bath, Adah Bath Wells, William Bohling, Sr., R. W. Dirks, and Frank E. Wells. The board organized and elected the following bank officers: Mrs. Adah Bath Wells, chairman; Frank E. Wells, president; Mrs. Emma L. Bath, vice president, and R. W. Dirks, cashier.

## Bank Measure

A bill to correlate state and national banking laws to permit Nebraska's financial institutions to take full advantage of the 1933 national banking act's provisions for deposit insurance and federal aid for weak banks was advanced to third reading by the house of representatives recently.

The bill, SF 123, has been passed by the upper branch of the state legislature. In addition, the measure also sets up the machinery for liquidation by the FDIC of insolvent state banks with membership in the federal corporation, as provided for in another measure already approved by the lawmakers.

## Dies in Lincoln

Homer K. Frantz, 63, a former president of the Nebraska State Bankers association and for many years a banker at Eagle, died in Lincoln recently of heart disease complications. He had been critically ill.

Mr. Frantz was state representative for two terms, 1919 and 1921, from the seventh district, while he resided at

Eagle, where he was a banker for fourteen years. He was a republican. Mr. Frantz was a graduate of Nebraska Wesleyan university in 1897. He came to Lincoln six years ago.

## For Small Banks

Governor Cochran has legalized the formation of small capital banks in Nebraska.

He signed and immediately placed into effect the Putney bill to permit the organization of banks of as little as \$10,000 capital in villages of less than 1,000 population. The present law requires a minimum of \$25,000 capital.

Bearing the approval of Ben N. Saunders, state banking superintendent, the measure was safeguarded by a provision requiring such small banks to increase their capital annually if their deposits exceed 10 times the capital.

## Lincoln A.I.B.

Paul G. Bogott was elected president of the Lincoln chapter of the American Institute of Banking at the annual meeting held at the First National bank. He succeeds Clifford G. Weston. A. W. Griffin was elected vice president, A. C. Glandt secretary, and Elmer DeKay treasurer. Four delegates were named to attend the national convention of the association, to be held in Omaha, June 10 to 15. They include: Don S. Cozad, C. I. Anderson, A. C. Glandt and Clifford G. Weston.

## Another Big Day

Nearly one thousand loans totaling approximately four million dollars were closed Saturday, May 11, at the federal land bank in Omaha, the biggest day in the institution since March 24, 1934, when a single day's loans hit the seven million dollar mark.

A staff of workers stayed on the job Sunday closing loans and dating the closings as of Saturday so the borrowers

would be entitled to the deferment concession which expired Saturday.

Under terms of the emergency farm mortgage act, farmers acquiring loans were permitted to postpone payments on principal until July, 1938, provided their were closed before Saturday.

## Co-op at Lewiston

The Lewiston Cooperative Credit association, which was organized recently by citizens of that community, is now doing business. New members are being added since opening for business.

The following members compose the board of directors: Dr. J. W. Douglas, William Ulrich, J. M. Frazer, C. R. Hutchison and W. W. Joekel. Mr. Joekel, who was formerly cashier of the Bank of Lewiston, is in active charge of the association.

## Bill Signed

Governor Cochran has signed one of his platform pledges into law, approving the Putney bill to permit local liquidation of failed state banks.

The measure, which will go into effect 90 days after the legislature adjourns, will permit a majority of depositors and creditors in a failed state bank to obtain court permission to appoint their own receiver.

## Co-op at Dunning

The business men of Dunning and community are organizing a cooperative banking institution. Practically everyone in and near Dunning are very desirous of seeing a bank in Dunning. J. G. Fountain will have charge.

## Ahead of Last Year

Bank clearings in Hastings, decidedly on the upgrade for each month of 1935, show the largest increase over a corresponding 1934 period in April, when clearings were 52 per cent higher than they were the same month a year ago,

That statement is based on a survey recently completed by the Hastings Chamber of Commerce. The same survey shows further analysis of figures: "Total clearings for April, 1935, were \$404,487.42 as compared to \$266,218.94 in April, 1934.

"As a result clearings for the first four months in 1935 were 35 per cent higher than the same four months in 1934, totals this year being \$1,544,095.48 and \$1,146,522.41 for the first four months in 1934.

"Records maintained in the office show constant increases each week this year. Every month in 1935 has been higher than the corresponding month a year ago, January showing a 14 per cent increase, February 38 per cent, March 35 per cent and April 52 per cent."

"These increases," the Chamber of Commerce announces, "plus the constant increases in bank deposits, are accepted to reflect better financial conditions in Hastings."

**Twenty-five Years**

The City National bank of Crete completed 25 years of useful service to the community recently, having been opened for business on April 28, 1910. Organizers of the bank were G. E. Leavitt, C. W. Weckbach, J. S. Brown, R. D. Brown, F. A. Novak, J. D. Wright and Horace Fuller, the latter being its first president. Mr. Weckbach was the first cashier. Both are deceased. Mr. Novak has been cashier since the passing of Mr. Fuller twenty years ago,

when Mr. Weckbach became the bank's president.

The present personnel of the bank is John Rothmuller, president; Mrs. E. C. Weckbach, vice president; F. A. Novak, cashier; E. C. Plouzek and Clark Weckbach, assistant cashiers; Carl Weckbach and Mrs. Ruth Richardson.

**Heads A.I.B.**

H. V. McLean of the United States National bank was elected president of the Omaha chapter of the American Institute of Banking at a meeting of the board of governors, to succeed Einer P. Juel.

Other officers are Ernest Tanner, First National bank, vice president; George E. Lockwood, Occidental Building and Loan association, secretary, and Louis Barta, Live Stock National bank, treasurer.

**Service Charge**

As a result of the recent meeting of the bankers of District 6 at Rushville, banks have adopted and put into effect on May 1st a schedule of service charges which are uniform all over the district. Some of the charges have been in effect for some time, such as the charge of 50 cents per month for accounts which do not run an average daily balance of \$50 during the month. For each \$10 average per month over the minimum of \$50, the depositor is allowed to issue one free check, and checks in excess will be charged for at 3 cents per check.

The new service charge, it is under-

stood, is that of 5 cents per \$100 or fractional part thereof on each out of town check cashed or deposited to the drawee's credit, which is the same thing. A charge of 25c on each check over-drawing an account will be collected.

**Co-op at Martinsburg**

The new Martinsburg Cooperative bank is now open for business. Headquarters are in Egan's store under the charge of Herbert Egan. The officers are president, Pat Burke; vice president, Fred Schlines; treasurer, Herbert Egan; directors, James McQuillen and Alden Lockwood.

**Plan for Ladies**

Plans for entertaining the women's section of the annual convention of the American Institute of Banking have been made by the women's convention committee in Omaha.

The convention will be held in Omaha June 10 to 14, and plans include a bridge tea, a women's conference, a formal tea for the national committee and a style show. Lucile Thornton is in charge.

**Colorado News**

**Promoted**

George Klein and George B. Berger, Jr., were promoted recently to vice presidents of the Colorado National bank, Denver, by the board of directors.

Harold Kountze, president, said the men were being rewarded for services rendered and that the bank needed additional officers because of prospects of improved business.

Klein is at present auditor and assistant cashier of the Colorado National and has been with the bank 20 years. Berger is in charge of the investment end of the trust department and has been with the institution since 1930.

**Clearings Up**

Clearings of the Pueblo banks for the first four months of this year soared to the high figure of \$9,196,679.36, it was announced recently by the First National.

The clearings for the corresponding period in 1934 amounted to \$7,527,922.68, the First National's comparative report shows.

Clearings in April were \$2,378,334 against only \$1,941,699.46 the corresponding period in 1934.

*For*

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EDWARD A. BECKER, *Cashier*  
W. S. BATTEY, *Asst. V. P.*



R. C. JOHNSON, *Asst. V. P.*  
C. W. BATTEY, *Asst. Cashier*  
ELMER DEKAY, *Asst. Cashier*  
FRED S. ALDRICH, *Asst. Cashier*

### Banker Dies

John M. Whitmore, Denver banker, formerly of Salida, died recently in Kansas City. His death was due to an illness contracted while traveling through a dust storm in Kansas. He was 62 years old.

Mr. Whitmore came to Salida in 1908 as manager of the Salida State bank. After operating six years, the bank was sold to a group, who organized the Commercial National bank. The State bank occupied the quarters now occupied by the First National bank.

### Anniversary

Sixty-one years in the history of Boulder, from the days of its beginning, the National State bank has been a factor. The anniversary of the establishment of the bank of Buckingham Brothers, Charles G. Buckingham and his brother W. A. Buckingham, with the former as president, in April, 1874. In 1877 the National State bank was chartered. During that period and all the years of varying fortunes, Mr. Buckingham has remained as president. The bank has an unbroken record of progress and development paralleling the growth and development of the city.

### Wife Injured

Mrs. Clyde L. Stout, wife of the Poudre Valley National bank, is in the Larimer county hospital with injuries incurred when the automobile driven by Stout left the highway after striking a dog.

The accident occurred southwest of Berthoud.

Mrs. Stout is suffering from a spinal fracture and partial paralysis of the right leg and thigh.

Mr. and Mrs. Stout were en route to Denver. The car struck the bank at the side of the road.

### A.I.B. Debate

A debate on "Resolved, That the United States should adopt a policy tending toward economic self-sufficiency" was held under sponsorship of the Denver chapter of the American Institute of Banking.

Teams of two men from the institute's chapters in Fresno, Calif., and St. Paul Minn., presented the arguments. The affair was part of a national tournament to pick the two teams which will debate at the institute's annual convention in Omaha, June 10 to 14.

### Three Banks

Three bankers in Boulder are well equipped to perform banking services for summer visitors. They are the National State bank, the First National bank, and the Mercantile State bank. Deposits in all of them are protected by the federal deposit insurance corporation.

### Teller Dies

Funeral services for Edwin G. Cook, 27, a bank teller were held recently.

Mr. Cook was employed in the Denver National bank and was to have become a teller in the savings department.

### Rate Limit

Industrial banks which lend money to small borrowers may not charge more than 10 per cent a year interest, according to an opinion handed down by District Judge Otto Bock of Denver.

The opinion applies to all money lenders operating under the legislative act of 1923, and is so far-reaching that industrial banks are expected to combine to appeal the decision to the State Supreme court.

### Opens in Craig

The Moffat County State bank was open for business in Craig, May 11.

A. H. Poppen, representative of

Routt, Moffat and Grand counties in the Thirtieth General Assembly, is a stockholder in the bank and comes to Craig to become cashier of the institution.

The Moffat County State bank has been organized by a group of the stockholders of the Simla State bank. The charter of the Simla bank is being revised for use by the Craig bank and the capital setup of the Simla bank will be used by the Moffat County State bank.

H. V. Downing, president of the Simla bank, will become the vice president of the Moffat County State bank and will make his home in Craig.

### Retires

William A. Hover, 79, widely known in western banking and business circles, retired as chairman of the board of the United States National bank, Denver, recently. He was one of the organizers of the bank in 1904 and was its first president.

The banker now is in Long Beach, Calif. A desire to be free of some of his business connections caused his retirement, bank officials said. Orville L. Dines of Denver was named to succeed him.

Hover continues as chairman of the board of W. A. Hover & Co., wholesale druggists, which he founded in 1882. He also continues as a director of the Mountain States Telephone & Telegraph company.



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Convention — American Institute of Banking, Omaha, June 10th to 14th

## Kansas News

### Annual Convention

Beginning with a pre-convention mixer at the Hotel Jayhawk, the annual Kansas Bankers association convention was held May 15-17.

An attendance of around 1,500 was registered.

C. B. Axford, of New York City, editor of the American Banker, daily banking trade publication, the principal speaker at the Missouri convention, was also on the Kansas program.

Other speakers were Maurice Briedenthal, Kansas City, Kan., president of the K.B.A.; J. F. T. O'Connor, Washington, comptroller of the currency; Rudolph S. Hecht, New Orleans, president of the American Bankers association.

### Time Lock

The Union State bank, Clay Center, is having work done on the bank vault, equipping it with a delayed time lock, making it more burglar proof. John Lindbergh, who installed the new vault in the Peoples National bank, is doing the work.

### Still Circulating

The first \$5 bill to be issued by the First National bank of Manhattan, forty-eight years ago, still is in circulation. W. D. Womer, president of the bank, received a letter from L. W. Wilson of

Seattle, asking him if he desired the bill for a keepsake.

### Consolidation

Plans have been completed whereby the Montezuma State bank took over the deposits and part of the notes of the Peoples State bank of Ensign. The Ensign bank was in good condition but the officials were of the opinion that, in view of the present conditions, it was advisable to liquidate that institution. The officials of the Ensign bank were: President, A. O. Hamilton; vice president, L. A. Nelson; W. A. Applegate and A. K. Reynolds, directors.

After the consolidation the Montezuma State bank is the largest bank in Gray county with \$175,000 in deposits, cash and sight exchange of \$82,000.

L. A. Nelson will become a director and an official of the Montezuma bank which will be the only change in this institution. The officials of the Montezuma bank are: President, M. L. Fry; vice president, Linn Frazier; vice president and cashier, E. E. McMcReynolds; assistant cashier, T. J. Glasgow; Mrs. M. L. Fry and Mrs. Zoa McReynolds are directors.

### County Meeting

The annual meeting of the Harper County Bankers association was held in Harper recently. The program of the meeting consisted of round-table discussions, led by the retiring president, L. D. Banta of the First National bank of that city.

Every bank in Harper county was represented at the meeting, in addition to the following out of the county guests: S. T. Baldwin, First National bank, Kingman; B. A. Welch and L. L. Bobler, Kingman State bank; Homer Hunt and K. L. Giger, State Bank of Conway Springs; L. W. Fullerton and C. B. Fullerton, First National bank, Medicine Lodge; L. E. McClure and R. L. Goforth, Bank of Kiowa, Kiowa; J. M. Molz and A. M. Webb, Farmers State bank of Hardtner and E. J. Grigsby and Frank McReynolds, Sharon Valley State bank of Sharon.

A. A. Hilliard of Attica was elected president of the Harper County Bankers association for the ensuing year, and H. H. Halbower of Anthony, vice president.

### To Oklahoma

Several Wichita bankers attended the annual meeting of the Oklahoma Bankers association.

The First National was represented by Frank L. Carson, president, and C. J. Chandler, vice president; the Fourth National by Drew McLean, vice president, and L. C. Kelly, cashier; the Union National by W. B. Harrison, president, and the Southwest National by Frank G. Huey, assistant cashier.

### Merger

A merger was completed recently of the Deerfield State bank with the Kearny County bank. All business of the Deerfield State bank was transferred to the Kearny County bank in Lolsin. The merger makes the Kearny County bank a quarter of a million dollar institution, and the patrons of the Deerfield bank are assured the same prompt and efficient service they received at Deerfield.

### Inter-County Meeting

A meeting of the inter-county banking group was held in Emporia with a dinner preceding the business session. Guest speakers for the evening were Harry A. Bryant, vice president of the Kansas Bankers association, and R. N. Miller, of the College of Emporia faculty. The inter-county banking group includes all banks in Wabaunsee, Morris, Osage, Lyon and Coffey counties and part of Shawnee county. Court Houseworth, president of the First National bank of Harveyville, is president of the inter-county group, and Wayne Randall, cashier of the Citizens State bank of Osage City, is secretary.

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**At Lyndon**

The Osage County Bankers association held their regular meeting in Lyndon recently. The meeting was preceded by a group supper served at the Storbeck cafe, and all very much enjoyed the splendid meal and fellowship. Routine business was transacted at the evening meeting at the court house.

**In Neodesha**

About forty were in attendance for the regular meeting of the Wilson County Bankers association, held in Neodesha. The usual dinner was served at 6:30 o'clock and Harry Bryant of Parsons was the principal speaker of the evening. The next meeting will be held in Fredonia on Friday, June 7th.

**Smith County**

The Smith County Bankers association held its annual meeting for election of officers in Smith Center. Special commendation was paid to the retiring officers, Roy Santner, president, Harlan; E. H. Womer, vice president, Kensington; R. W. McLeod, secretary-treasurer, Smith Center. These officers have served for the past three years, which have been the most difficult in banking history. The following men were named as the new officers: P. A. Derge, Lebanon, president; Harold Vandervort, Lebanon, vice president; C. W. Diehl, Smith Center, secretary-treasurer.

**Wyoming News**

**Resources Increase**

Resources of 26 national and state banks in Wyoming were \$57,851,235 as of last March 4, or an increase of \$6,917,569 over the same date in 1934, ac-

ording to a report issued from the state examiner's office.

During the same period, loans decreased \$2,472,149 to \$17,999,784, the examiner's figures showed, while deposits increased \$7,175,433 to \$49,462,409.

The average cash reserve in the banks was 41.50 per cent against 31.25 per cent a year ago.

**New Building**

The State bank of Wheatland has moved from its temporary quarters in the Masonic Temple building into its new home erected on the site where the old building was razed.

The new building is one of the finest of its kind in the state, modern in every respect and equipped with every banking facility. D. W. Brice is president of the bank.

Leon Goodrich of Casper was the architect and L. B. Adams of Wheatland, supervisor of construction.

The old building just replaced was built in 1905 and occupied by the First National bank of which Guy Dann, now deceased, was first president.

**Another Dividend**

Depositors of the Bank of Deaver, Wyoming, soon will receive checks totaling about \$4,000 and representing another 10 per cent dividend, according to announcement at the office of the state examiner.

Previously, depositors of the closed institution have received dividend payments amounting to 10 per cent, it was said.

**Leave It to Them**

"I can't marry him, mother. He's an atheist, and doesn't believe there is a hell."

"Marry him, my dear, and between us we'll convince him that he's wrong."

**New Mexico News**

**Bank Chartered**

The Bank of Monrovia, located in Santa Fe, was chartered recently by the state corporation commission to do a general banking business wholly outside the state.

The authorized capital stock is \$100,000 and the corporation begins business with \$75,000.

The incorporators are Francis C. Wilson, George E. Kessler and John T. Watson.

**Opens Office**

The Citizens bank of Clovis opened its Fort Sumner office recently with up-to-date furniture and fixtures.

The bank will be under the management of Clyde Ray, who has been in the employ of the parent institution for several years.

**Joins Walters Company**

H. H. Byers has purchased a half interest in the Charles E. Walters Company of Omaha, and has been elected vice president, according to an announcement made by Robert L. Goethe, president.

Mr. Byers was associated with the Charles E. Walters Company for a number of years, up to 1925, at which time he resigned to engage in business in Chicago. He now returns to Omaha, where he has become actively associated again in the buying and selling of banks, a business in which Charles E. Walters Company has specialized for thirty years.

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Aggregate Assets 30th September, 1934, £ 111,512,302.0.11.

AGENTS—FIRST NATIONAL BANK, OMAHA, NEBRASKA      GENERAL MANAGER, ALFRED CHARLES DAVIDSON

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Mr. Byers has a very large acquaintance among bankers throughout the middle west, who will be very much interested to know of his return to the business in which he was engaged for so many years.

### Mortgage

An old Negro had just paid the last installment on a small farm when the realtor who sold it to him said: "Well, Uncle Joe, I will make you a deed to the farm now since it has been paid for."

"Boss," the old darky replied, "if it am all de same to you I had much rather you would give me a mortgage to de place."

The realtor, somewhat surprised, said: "Uncle Joe, you don't seem to know the difference between a mortgage and a deed."

"Well, maybe not," said Uncle Joe reminiscently, "but I owned a farm once and I had a deed and de Fust National Bank had a mortgage, and de bank got de farm."

### Bankers Urge Changes

In a letter sent recently to all its 12,000 members by the American Bankers Association, criticizing several features in Titles I and II of the pending House Banking and Currency Committee's new draft of the Banking Act of 1935, it is declared that "we expect to oppose vigorously those sections which we do not consider to be in the interest of the public or of the banks."

The communication, signed by R. S. Hecht, president of the association, on behalf of its national officers, states that the bankers' representatives have "endeavored to take a constructive position in helping to enact effective and workable banking legislation." This position was presented in a detailed set of recommendations to the House committee in March, the letter says.

Commenting on the letter, Mr. Hecht said that, while there had been no change in the general policy of the association to cooperate wholeheartedly with the Administration in developing desirable banking legislation, "we find it our duty to disagree actively, and we hope effectively in respect to the points raised in our letter, and will try to get Congress to see them our way."

### Year Book

The third annual year book of the Trust Division, American Bankers Association, has been issued, containing the proceedings of the mid-winter trust conference held in New York in February, 1935, the proceedings of the Pacific Coast and Rocky Mountain States trust conference held in San Francisco in November, 1934, and the proceedings of the annual meeting of the Trust Division held in Washington, D. C., in October, 1934.

The book presents a composite picture of important trends and events affecting trust institutions during the association year 1934-35.

The specific subjects discussed in the book are: Trust Department Examinations, Trust Administrative Principles and Policies, Federal Legislation, Trust Investments and Trust Business - General.

Copies may be obtained at \$2.50 from the Trust Division, American Bankers Association, 22 East 40th Street, New York City.

### Twenty-five Years

The Chase Bank in Paris, as successor to The Equitable Trust Company, last month celebrated the twenty-fifth anniversary of the date in 1910 when its office was opened as the first branch of an American commercial bank in Paris.

In its early days the office functioned principally as an information and travel bureau for tourists from the United

States. Within a year or two, however, its activities were broadened to include a general banking business in order to meet the demands of American business concerns and travelers. Since that time the business has enjoyed a steady growth and the bank has two branches in Paris—one housed in its own six-story building at 41 Rue Cambon in the center of Paris and an uptown branch in the residential and hotel section at 29 Avenue George V. These branches are under the supervision of Joseph J. Larkin, executive vice president.

Winthrop W. Aldrich, chairman and president of the Chase Bank of New York, sent a congratulatory message to the staff in Paris on the anniversary occasion.

### Official Lists

Recent American Bankers Association appointments and elections are announced as follows:

President R. S. Hecht has named Dan V. Stephens, chairman of the board and president, Stephens National Bank, Fremont, Nebraska, a member-at-large of the Executive Council to succeed Eugene R. Black, deceased; Thomas D. Brabson, president, First National Bank, Greenville, Tennessee, state vice president to succeed Thomas P. Summers, resigned; E. E. Soulier, president, First National Bank of Lafayette, Louisiana, state vice president for Louisiana. Mr. Hecht has also appointed William C. Potter, chairman of the board, Guaranty Trust Company, New York, chairman of the Foundation Trustees.

Fred McCartney, vice president, First National Bank, Oakes, North Dakota, has been appointed member of the Executive Council to serve until the meeting of the American Bankers Association members at the next annual meeting of the state bankers association. This is due to the increased membership in North Dakota whereby it is again entitled to representation on the Executive Council.

W. R. McGaughey, member of the Executive Council from Illinois, member of the Committee on State Legislation and state chairman of the Federal and State Legislative Councils, has resigned and William G. Edens, vice president, Terminal National Bank, Chicago, has been appointed successor to Mr. McGaughey as Executive Council member. He served until the meeting of the American Bankers Association members at the convention of the Illinois Bankers Association at Decatur, May 20-21.

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