

MID-CONTINENT BANKER

The Financial Magazine of the Mississippi Valley & Southwest

YEAR-END STATEMENT ISSUE

FEBRUARY, 1970

Worthen Bank's New Home (see page 46)



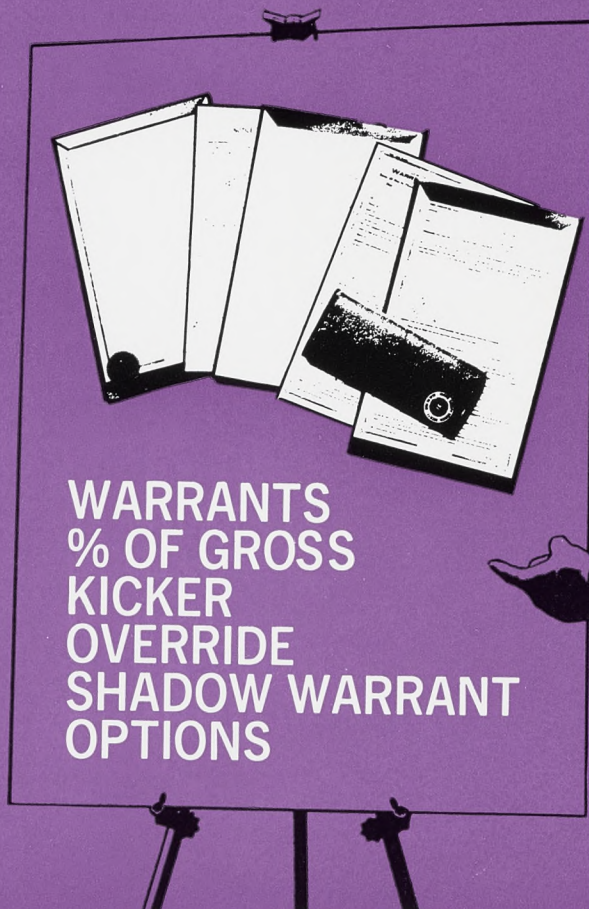
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Q
A

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Tower Power is Money Power at **TGB**

Consolidated Statement of Condition December 31, 1969

Resources

Cash and Due From Banks	\$ 17,260,800.37
Securities:	
U. S. Government Securities	\$13,663,152.48
U. S. Agencies & Other Securities	23,451.00
Public Housing Authority Bonds Guaranteed by U. S. Government	8,510,882.89
State & Municipal Bonds	13,996,383.04
Total Securities	36,193,869.41
Loans wholly or partially guaranteed directly or indirectly by the U. S. Government	7,141,528.95
Loans (less reserve of \$1,705,522.25)	73,081,146.22
Stock in Federal Reserve Bank	300,000.00
Accrued Income Receivable	727,217.75
Other Real Estate	414,018.91
Banking House, Safe Deposit Vault, Furniture & Fixtures	877,936.56
Overdrafts	38,378.21
Customers Liabilities a/c Letters of Credit	242,341.46
Other Resources	168,749.27
Total Resources	\$136,445,987.11

Liabilities

Deposits:	
Demand	\$49,989,993.66
Time	69,658,321.81
Total Deposits	\$119,648,315.47
Mortgages Payable	191,731.18
Accrued for Interest, Taxes, Expenses	1,119,441.60
Income Collected—Unearned	964,755.78
Liabilities a/c Letters of Credit	242,341.46
Other Liabilities	76,618.59
Total	2,403,157.43
Total Liabilities	\$122,243,204.08
Capital:	
Capital Stock	4,000,000.00
Surplus	6,000,000.00
Undivided Profits	3,636,645.65
Reserve for Contingencies	566,137.38
Total Capital	14,202,783.03
Total Liabilities & Capital	\$136,445,987.11

United States Government obligations and other securities carried at \$5,464,695.00 in the above statement are deposited to secure public and trust deposits and for other purposes required by law.

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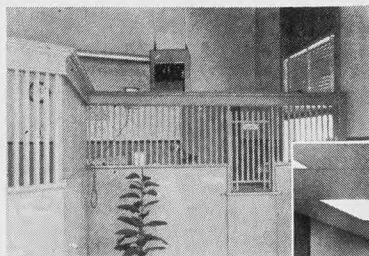
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Before

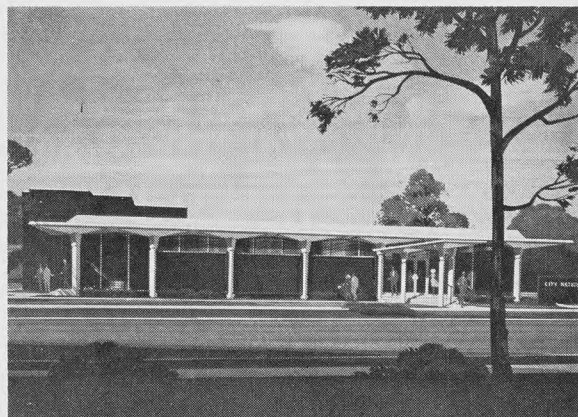


After

These before and after photographs attest to what a transformation your bank could make. Pictured is First National Bank of Cunningham, Kansas.

Below is the distinctive new City National Bank of Pittsburg, Kansas.

Shown below is the attractive and functional interior of Humboldt National Bank, Humboldt, Kansas.



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- Planning new building.
- Planning new fixtures or remodel existing.
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se- curity

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Merchants Bank

Statement of Condition

December 31, 1969

ASSETS

Cash and Due from Banks	\$148,933,326
Securities:	
U.S. Treasury	49,791,564
U.S. Government Agencies	1,280,027
States and Political Subdivisions	26,843,177
Other Securities	815,100
Total Securities	78,729,868
Federal Funds Sold	22,000,000
Loans	270,063,376
Bank Premises and Equipment	8,398,384
Other Assets	5,996,400
	<u>\$534,121,354</u>

LIABILITIES

Deposits:	
Demand Deposits	\$286,914,174
Time Deposits	171,496,511
Total Deposits	458,410,685
Federal Funds Purchased	18,175,000
Other Liabilities	11,651,005
Total Liabilities	488,236,690
Reserve for Loan Losses	5,098,974

CAPITAL ACCOUNTS

Common Stock	10,403,040
Surplus	15,600,000
Undivided Profits	13,662,262
Reserve for Security Losses	1,120,388
Total Capital Accounts	40,785,690
	<u>\$534,121,354</u>

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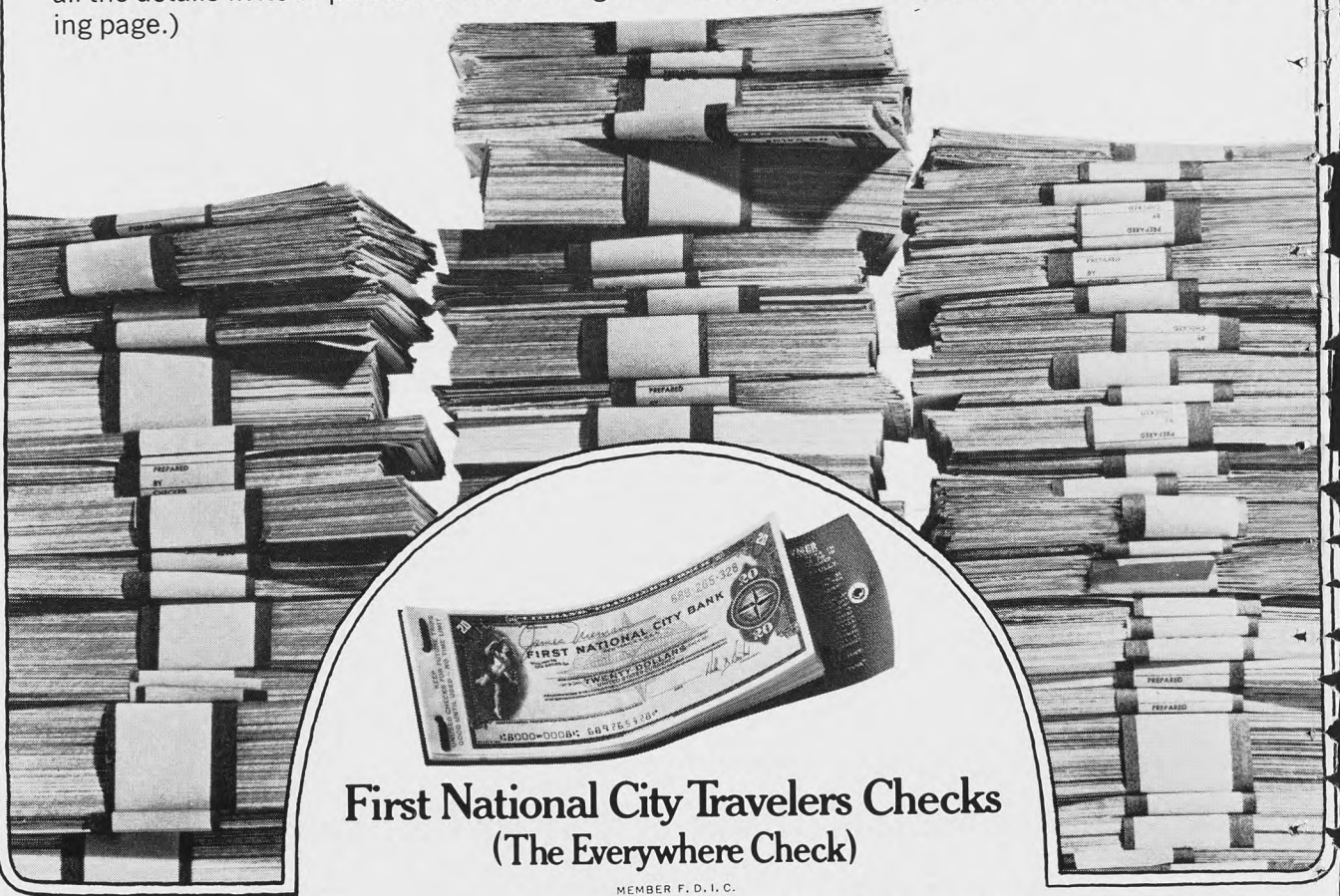
PRESENTS



\$20,000,000

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We're awarding 93 prizes... a total of \$20,000,000 in interest-free deposits for a year to the Banks and "S & L's" who sell the most Everywhere Checks in their own prize category. Seven categories for all sizes of institutions (including 2 new ones for unit Banks and "S & L's"). To get all the details write or phone collect to Irving A. Johnson. (See address and phone number on facing page.)



First National City Travelers Checks
(The Everywhere Check)

MEMBER F. D. I. C.

MID-CONTINENT BANKER for February, 1970

SELL THE EVERYWHERE CHECK...

TRAVELERS CHECKS



PRESENTS

& A CIRCUS

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RIB-TICKLING
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BY BOB & RAY!**

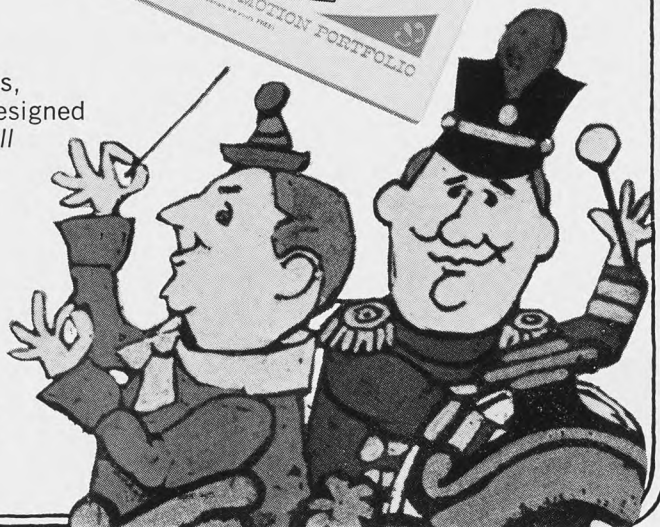


Order these commercials by the funniest men of radio and see what a strong selling job they'll do for all your services. There are ten 50-second commercials for Banks and five for Savings and Loan Associations, with room for the local announcer to give your name and address.

But that's only part of the sales kit. You can order eye-catching, colorful posters, newspaper mats, car cards (new this year), counter displays, calendar cards, decals . . . the whole range of sales aids attractively designed in a razzle-dazzle, three-ring circus theme. They sell *all* your important customer services in addition to The Everywhere Check.

Everything's free!—in any quantity you need, imprinted with your name!

If you're not already selling First National City Travelers Checks, write or phone collect to:
Irving A. Johnson, First National City Travelers Checks, 399 Park Ave., N. Y. (Tel: 212-559-4961).
It's not too late to get the 1970 Sales-Promotion Kit. And to get in on the \$20,000,000 Bank Bonus Plan.





AN INVITATION

We often say, "If we could get every check-buying banker in the country to visit one of our plants, what a wonderful thing that would be. Perhaps then we could sell everyone."

Of course we just say that. We know it isn't possible, but to the extent that it is, it does the banker, and us, a lot of good. For example, the banker is undoubtedly spending a lot of money for checks and relying on us or someone else for dependable service on a day-to-day basis. He should know his supplier—not just the sales representative, but

the operating people in the plant. He should know how checks are made and who makes them. He should see the equipment that is utilized and observe it in operation. He should brief himself on the business philosophy and financial standing of the company that is getting his money. And the only way to do this is through a plant visit.

So please visit us. We'll enjoy showing you around. Spend a morning, an afternoon or a whole day with us. You don't even need the ticket. Phone us or just walk in. Our doors are open.



DELUXE CHECK PRINTERS INC. SALES HDQTRS. • 3440 N. KEDZIE, CHICAGO, ILL. 60618
STRATEGICALLY LOCATED PLANTS FROM COAST TO COAST

New Heights in Casper



Towering 177 feet above the downtown business area of Casper, Wyo., is the new pylon and time-and-temperature display of Wyoming National. The display contains more than 610,000 pounds of specially tempered structural steel and over 70,000 feet of electrical wire. About 240 tons of concrete were used in the base, which extends more than 35 feet to reach into bedrock. Each of the three lampbanks is 33 feet long and 12 feet high with letters and numerals eight feet high that can be read for more than a mile in every direction. The display was built by the American Sign & Indicator Corp., Spokane, Wash.

Mo. Bancshares, Now City Nat'l Parent, Scans Multi-Bank Bid

KANSAS CITY—Missouri Bancshares, Inc., one-bank holding company into which City National was merged December 19, has started discussions with several Missouri banks directed toward their inclusion in a multi-bank holding company. If advantageous terms can be negotiated, the Missouri Bancshares will apply for federal approval to become a multi-bank holding company.

Missouri Bancshares directors have authorized management, at its discretion, to purchase shares of the company's stock for use in future acquisitions. The number of shares to be bought will depend upon market conditions and availability of corporate funds.

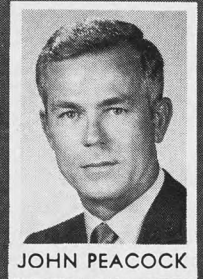
ABA Automation Conference

The ABA has chosen the theme "Communicate for Results" for its national automation conference April 26-29 in the Masonic Temple in San Francisco. This will be the eighth ABA conference devoted to data processing. Serving as conference co-chairmen will be Vice Presidents William P. Stritzler, Wells Fargo Bank, San Francisco, and Thomas E. Mead, United California Bank, Los Angeles.

YOUR BANK—

MOBILE HOMES—

NEW INCREASED PROFITS—



JOHN PEACOCK

■ ANOTHER "MESSAGE TO BANKS" FROM J. H. PEACOCK, PRESIDENT INVESTMENT INSURANCE CORPORATION

Despite current and recent monetary and fiscal tightness, the mobile home industry is still one of the outstanding growth areas in the economy. Some 1.3 million new housing units—conventional plus mobiles—were produced in 1960. Mobiles, amounting to slightly more than 100,000 units, accounted for about 8% of the total. The general uptrend in mobile shipments began the following year; and by 1968, mobile shipments accounted for 317,000 units or nearly 18% of all new housing units. The figures represent an increase of more than 200% in mobiles during the 1960-68 period compared to a gain of only 21% for conventional units. Perhaps even more important is that currently mobile homes account for about 90% of the new housing units valued at less than \$15,000 each.

The ratio of price of the mobiles to cost of conventionals proved to be an even better measure of buyer's response to changes in costs that influence the choice between conventional and mobile homes. Despite the trend toward larger, more luxurious units, the average price of mobile homes remained essentially stable during the period of 1960-68; the average price increased by only 14%—from \$5,000 in 1960 to about \$5,700 in 1968. In contrast, the average cost of constructing a conventional single-family unit soared some 40% during this period—from a much higher base of \$13,300 in 1960 to \$18,700 in 1968—and undoubtedly played a significant role in the growth and sales of mobile homes for this period.

However, as the mobile home industry continues to grow and expand, there is a great need for more financing. Many banks have avoided long term house financing, but with the average mobile home financing range between \$5,000 and \$10,000, it is easy to see why more and more banks are joining the ranks of mobile home financing. With Investment Insurance Corporation's *high-profit* and *guaranteed loss-free* program, the outlook for banks is even more appealing.

We at Investment Insurance Corporation assist you in setting up your program, and then, by placing our highly experienced men at your disposal, continue to work with your bank to see that your operation runs *smoothly* and *successfully*.

By celebrating our tenth anniversary last year, we at Investment Insurance feel that we have passed the trial stages of our business and are more than capable of helping your bank get in on the *success*. We have proven that our *high-profit* and *guaranteed loss free* program *really works*.

Isn't it time your bank was a part of Investment Insurance Corporation's success? **FOR FURTHER INFORMATION**, please write to J. H. Peacock, Investment Insurance Corporation, P. O. Box 16627, Jacksonville, Florida 32216.

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TRUST
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Morey Named Chairman of Boatmen's National

ST. LOUIS—David H. Morey was elected chairman and president of Boatmen's National January 27. He has been president and chief executive officer since 1964. As chairman, he succeeded Harry F. Harrington, who has retired.

Boatmen's National also promoted several others, including E. J. Her-



MOREY



McNORTON



HERMAN

man and Lee W. McNorton from assistant vice presidents to vice presidents and George B. Turner from assistant cashier to assistant vice president. Two other new assistant vice presidents are Paul C. Hooker and Ernest D. Willer.

McNair, Schmidt Are Sr. VPs at Chase Manhattan Bank

NEW YORK—Malcolm McNair and William J. Schmidt have been appointed senior vice presidents at Chase Manhattan Bank. Both were formerly vice presidents.

Mr. McNair's duties are as group executive in charge of districts three, four and 10 in the bank's United States department, including the states of Kentucky, Tennessee, Alabama and Mississippi. Mr. Schmidt continues as executive in charge of loan review.

Mr. McNair joined the bank in 1951; Mr. Schmidt joined Seaboard National in 1925 and became a member of the Chase staff when the two institutions merged.



McNAIR



SCHMIDT

MID-CONTINENT BANKER

The Financial Magazine of the Mississippi Valley & Southwest

Volume 66, No. 2

February, 1970

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THE BANKING SCENE



By Dr. Lewis E. Davids
Hill Professor of Bank Management
University of Missouri

Sunday Banking and the 'Marketing Concept'

ONE of the "late bloomer" subjects in banking is the *marketing concept*. This ubiquitous term has many meanings to people who identify themselves as being interested in "marketing." I have discussed the "concept" with some of the top authorities in bank marketing and the American Marketing Association, and definitions tend to be long and complex. But at the risk of oversimplification, it seems that the main thrust of most definitions seems to involve servicing the wishes, desires, or needs of customers. This includes not only what banks can do or provide, but also what services the bank's customers want—be the services rational or not. But the marketing concept should, in a long-run sense, be profitable.

At several bank marketing conferences during the last year or so, it became quite evident that the typical "bank marketeers" consider themselves more advanced than the "less-than-enlightened marketing thinking" of their own banks' top administrations. Many of today's "bank marketeers" have of necessity obtained their basic training in fields other than banking. They look upon current bank marketing as being "in its swaddling clothes" and needing a substantial transfusion of outside marketing savvy.

Let us, for argument's sake, concede that if the "marketing concept" is correct, then banks should make a concerted effort to find out just what additional services their customers want and provide them at a reasonable profit.

Let's look at *Saturday* closing of banks. Last fall, after several years of study, a great deal of soul-searching and evaluation of labor turnover, etc., most of the banks in a large midwestern (or we should say southwestern) city finally arrived at the general conclusion to close on Saturdays. Bank management and (especially) their six-day-a-week employees were most

pleased. Now those banks could retain and compete for the large number of employees who, under today's "full employment," simply would not work Saturdays.

Just when almost everybody in that banking scene was sitting back and congratulating themselves on their good fortune at being able to enjoy those nice Saturdays off, a fairly good-sized city correspondent bank changed ownership and management philosophy. It also changed its "marketing" thrust.

In a truly simplistic managerial decision, top management of that bank decided it could apply the "marketing concept" by opening on Saturday. It was a bomb in more ways than one, and not necessarily because many of the bank's customers did not find Saturday banking to their liking. They did. The catch was that the bank's management did not consider that many of its country correspondent banks were rightly concerned about their own long, hard-fought battle to get Saturdays off for their employees and themselves. This factor was placed in jeopardy. The reaction was that some \$10 million or more of correspondent balances were shortly drawn down. The press took umbrage at a number of the innovative marketing and public relations policies of the bank—and this increased customer withdrawals and uncertainty.

The next step was predictable. The bank's stock, reflecting the losses of deposits and adverse press, started a sharp downward drift in price. Since today most new control of larger banks must be accomplished by borrowing on the "control" stock, it was not long before the lead lending banks had inquiries and instructions from participating lending banks to be "let off the hook." In fact, there was a scurry for other banks to disassociate themselves from the heretofore highly regarded institution. The nadir was

reached when the bank's board removed the chief executive officer—who still retained his directorship under the cumulative voting clause, however.

Bank supervisory agencies, while probably quite aware of the possibly debatable practices involved, including linked correspondent balances, dragged their feet (in the opinion of outside, disinterested, neutral bankers). In one marketing sense (and ignoring some other major factors) the subject bank was better serving the *public* by its decision to open on Saturday while the competitor banks were closing. In another sense labor and correspondent relations appeared to be legitimate questions as to the prudence of management in not adequately evaluating all possible reactions.

Furthermore the stock-loan linked-deposits were and are not unusual, but they are rarely publicly discussed.

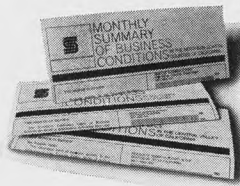
For the record, let me say that I worked for over a decade in banks which were open on Saturdays—and hardly a Saturday went by that I did not envy the fortunate majority of non-bank employees who worked a five-day week. My heart and sympathy are with the personnel, both officers and staff, who find and regret "bankers' hours," which paradoxically may include working six days a week. At the same time, while I no longer work in a bank I can identify with the problem of many non-bank employees and businesses whose normal work week spans from Monday through Friday—and who wish to bank on Saturday.

A large proportion of banks in other states today have found that in applying the "marketing concept" they can meet the bulk of their "Saturday" customers' needs by using a limited staff and service opening on Saturdays—and keep bank employees hap-

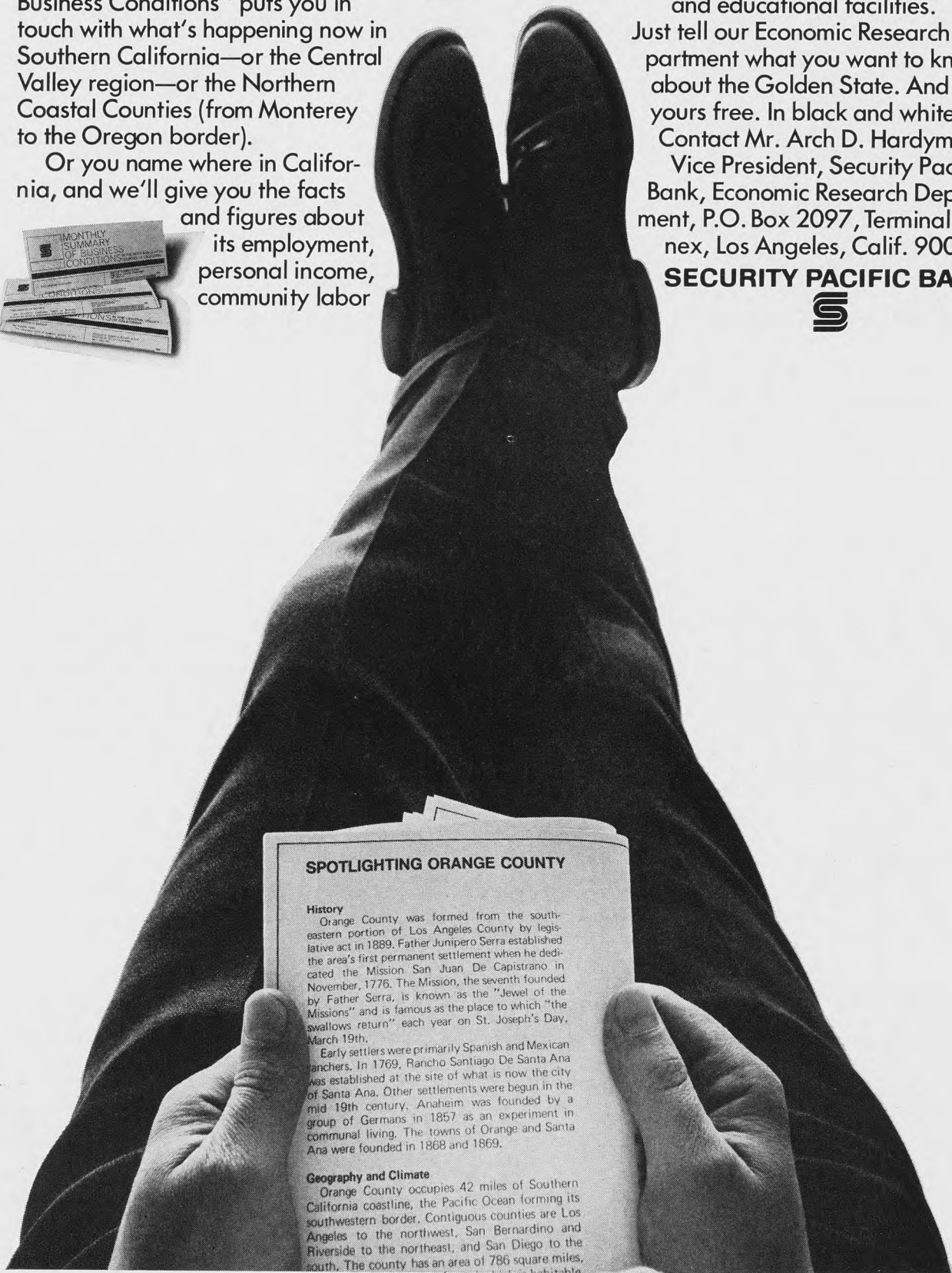
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SPOTLIGHTING ORANGE COUNTY

History

Orange County was formed from the southeastern portion of Los Angeles County by legislative act in 1889. Father Junipero Serra established the area's first permanent settlement when he dedicated the Mission San Juan De Capistrano in November, 1776. The Mission, the seventh founded by Father Serra, is known as the "Jewel of the Missions" and is famous as the place to which "the swallows return" each year on St. Joseph's Day, March 19th.

Early settlers were primarily Spanish and Mexican ranchers. In 1769, Rancho Santiago De Santa Ana was established at the site of what is now the city of Santa Ana. Other settlements were begun in the mid 19th century. Anaheim was founded by a group of Germans in 1857 as an experiment in communal living. The towns of Orange and Santa Ana were founded in 1868 and 1869.

Geography and Climate

Orange County occupies 42 miles of Southern California coastline, the Pacific Ocean forming its southwestern border. Contiguous counties are Los Angeles to the northwest, San Bernardino and Riverside to the northeast, and San Diego to the south. The county has an area of 786 square miles.

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MID-CONTINENT BANKER for February, 1970

py by a rotation and remuneration system so as to avoid making Saturday work a source of labor difficulty.

It might have been possible for a very sticky local banking problem to have been avoided and the public's wishes equally well serviced if the bank's ownership-management had understood that a brash approach, which apparently worked well in another city, was not appropriate for the previously described situation.

A new and quixotic point now is that while Saturday bank openings are still a source of great controversy in

some states, a number of bankers, specifically in California, Michigan and Illinois, are frankly interested in and closely studying the trend of their retail customers in staying open on Sundays. Such customers report their Sunday volume exceeds their "regular" business days. If their volume on Sunday stays higher, it will put great pressure on banks to accommodate their customers for currency, clearings, credit information and related services. Let's hope that perceptive bankers will give thought to such trends, learn from the past and avoid pitfalls in applying the "marketing concept."

The "marketing concept" is important, but before bank management jumps into radically different services, policies and practices, it is prudent to evaluate the "trade-off" against the full spectrum of countervailing considerations.

The chief executive officer and the bank's policy-determining board of directors require that both have sensitivity and judgment to correctly resolve admittedly difficult problems. This can be a boon to their community, stockholders, customers and labor force. Those that make major miscalculations, however, may find their roles assumed by others. It does not happen very often in banks but it did in the case just discussed.

As one views some of the new trends in automation, fund remission, international branches on different time schedules, data banks, giro systems, credit information systems, lock boxes and especially the competitive thrust of nonbank financial intermediaries, it may well be that soon the conventional 9-to-3 bank openings of

five, six or even seven days a week may seem an anachronism. Many bank services, at least in larger banks, will be available 24 hours a day, seven days a week. However, the work week per bank employee will be closer to 35 hours or less and profits will be at a reasonable level. For such is the basic direction of our society—a shorter work week, but greater service to the public. And service to the public is in the tradition of the "marketing concept." • •

Co-Op Plan With College Begun by Franklin Nat'l

MINEOLA, N. Y.—Franklin National has begun a cooperative program with Nassau Community College to provide students with on-the-job exposure to a bank's marketing department. For eight weeks, two senior students majoring in marketing will be assigned to the consumer banking department and will be paid by the bank.

The program is a requirement for marketing majors. Students will be exchanged every eight weeks. They will evaluate research and view various operations and sales programs at Franklin's 83 offices in Manhattan and Long Island.

Satellite System Installed by Bankers Trust Co.

NEW YORK—A satellite communications system linking corporate headquarters in New York with European headquarters in London has been installed by Bankers Trust Co. The system, which uses the satellite Intelsat III as the transmission medium, permits direct voice communication simultaneous with three 100-words-per-minute teletype links. The voice portion of the facility provides a direct private telephone line between New York and London.

The three 100-words-per-minute teletype links replace 16½- and 66-words-per-minute channels previously used. Future plans include the extension of one or more of the new teletype links from London to the continent.

California Woman Chosen 'Miss Drive-In Teller'

Bankers have chosen Miss Christie Anne Haddow of Surety National, Encino, Calif., as "Miss Drive-In Teller of 1970." An all-expense-paid, seven-day cruise for two to the Bahamas is Miss Haddow's prize in the 12th annual contest, sponsored by Mosler, Hamilton, O.



HADDOW

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National American Bank Of New Orleans

Statement of Condition As of December 31, 1969

RESOURCES		DECEMBER 31, 1969
Cash and Due from Banks.....		\$ 63,419,853.37
United States Government Securities.....		38,047,951.26
Municipal Bonds.....		30,906,106.95
Stock in Federal Reserve Bank.....		600,000.00
Bank Buildings and Equipment.....		2,815,607.98
Loans and Discounts.....		89,577,916.03
Federal Funds Sold.....		400,000.00
Equity: American St. Charles Co., Inc.....		3,750,000.00
Customers Liability Account Acceptances.....		65,756.99
Other Assets.....		6,938,315.61
Total.....		<u>\$236,521,508.19</u>

LIABILITIES		
Common Capital Stock.....	\$ 3,000,000.00	
Preferred Capital Stock.....	3,000,000.00	
Surplus.....	14,000,000.00	
Undivided Profits.....	1,246,130.44	21,246,130.44
Reserve for Taxes, Interest, etc.....		995,388.95
Federal Funds Purchased.....		8,850,000.00
Dividends Payable.....		36,375.00
Liabilities Account Acceptances.....		65,756.99
Deposits.....		<u>205,327,856.81</u>
Total.....		<u>\$236,521,508.19</u>

Contingent Liability on Letters of Credit issued but not Drawn Against \$2,734,775.51

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Credit Cards

Bank Policies Will Determine Whether Credit Card Fears, Criticisms Are Valid

by CYRIL J. JEDLICKA

Banking Counsel
Associated Credit Bureaus, Inc.
Houston

IS YOUR BANK one of the many that have joined the plastic card numbers game? This little authorization card, sometimes called a plastic bomb, is actually a key to your vaults. Banks pay out money to co-operating merchants for a scrap of paper signed by the consumer. In most cases you have never seen him and possibly do not even have his signature in your files. Yet you readily advance him credit with only partial control over the amount he uses. What do you know about him and his ability to meet these obligations?



JEDLICKA

Is this a new giveaway program? A new utopia for the already hard-pressed debtor?

Bank policy will determine whether or not such fears and criticisms are valid and justified. Each individual bank has policies for card issuance, servicing, controls and collections. Actually credit card plans are natural extensions of the traditional credit-granting functions of commercial banks. The cardholders are the same individuals that your bank either wants to serve or is already serving with other banking services. In many ways these plans complement the present installment lending functions. Banks generally are happy with their credit card plans and the potentials for service—even though profits, at this time, seem far away.

Banks are learning merchandising and marketing and many are beginning to think like retailers. The number of cards outstanding continues its rapid growth, but the emphasis now has changed from one of numbers to one of quality of operation. More thought is being given to profits and

how to attain more favorable results. Already the industry is showing signs of maturity in place of the mad scramble for position regardless of cost.

Considerable criticism has been leveled at the banking industry because of some abuses caused by the mass mailing of unsolicited credit cards. In a few cities, this was further aggravated by fraud and lack of security control. Mistakes were made in some cases because of competitive pressures and a desire for expedience. The news media did not make clear that selective mass mailing was different from random and indiscriminate mass mailing.

As a result of these experiences and of studies made, banking has concluded that the selective mailing of charge cards, without the customer's written request for a card, represents the only feasible and economical method for promoting and operating this type of business. This view is shared by the Federal Reserve banks, following their survey of the credit card field.

What is meant by the term "selective mailing"? Doesn't this include a selection of those to whom the card is sent as well as some pre-checking and pre-qualifying of the individual's credit profile and credit habits? Even if complete credit reports are not obtained, should not the individual meet certain specified credit standards?

The great majority of banks issuing cards credit-qualify the individuals to one degree or another. A few issued cards to large lists and groups of people with little or no attempt to establish their credit-worthiness. These banks rationalized that credit checking was more expensive than the losses they would sustain and hoped to be able to refine and upgrade their card customers later. It would be interesting to have exact comparative figures on the results.

Some banks issued cards to their checking-account customers without any credit checking and ended with excessive delinquencies and losses. An-

Owe Uncle Sam? Charge It!

If you find yourself owing Uncle Sam come April 15, you may be able to charge it. In nine states, participating banks are announcing plans whereby taxpayers can put their income tax on their bank credit cards. Obviously, the banks cannot discount these receivables, but they can realize interest income on outstanding balances after 25 days, plus they can create card activity.

Those two reasons were enough for City National of Columbus, O., to be the first bank in the country to announce a tax-charge program. The bank is making the plan available through more than 200 banks in Ohio and West Virginia and one in Ashland, Ky. The group represents about 1,300,000 BankAmericard holders.

Several Master Charge banks have announced similar plans. Nearly 250 agent banks in the Rocky Mountain area—Colorado, Wyoming, Montana, North Dakota and New Mexico—will offer tax credit to 514,000 Master Charge cardholders in the region. A Seattle, Wash., bank also has a variation of the tax program.

The Columbus plan works simply. Each cardholder is sent a special bank draft made out to the Internal Revenue Service. The cardholder fills in the amount he owes (up to \$500) and sends the draft to the IRS. When the bank pays the IRS, the sum is charged to the cardholder's account. The monthly interest rate of 1½% is also charged. The Colorado plan involves a cash advance and a 1½% monthly rate. In Seattle, a 1% rate is in effect. Under the Columbus plan, credit-card payment is limited to taxpayers using Form 1040.

The IRS has not specifically approved any of the plans, but has not disapproved them, either. "Anything is acceptable," said a spokesman, "as long as it amounts to money."

other bank issued cards, without checking credits, to all members of service clubs in the community, with very sub-standard results. Additional costs involved in servicing and collecting delinquent accounts are loss items just as much as accounts actually charged to profit and loss. Public relations and the community credit policy are both damaged by giving credit to those unqualified for it.

Credit should not be regarded as a gift, but rather as something that the individual has earned. Loss experience is generally high when credit is issued on the premise that a man who has

(Continued on page 102)



Condensed Statement of Condition

December 31, 1969

RESOURCES

Cash and Due from Banks		\$162,843,783
U. S. Treasury Securities		63,537,359
Securities of Federal Agencies		11,450,262
State and Municipal Securities		68,846,497
Stock in Federal Reserve Bank		1,425,000
Other Securities		540,461
Federal Funds Sold		31,100,000
Loans and Discounts		377,493,420
Banking Houses and Fixtures		10,052,970
Customers' Liability A/C Acceptances		257,386
Accrued Interest Receivable		2,234,980
Other Resources		220,082
Total Resources		<u>\$730,002,200</u>

LIABILITIES

Demand Deposits	\$374,079,620	
Time Deposits and Short Term Notes	<u>264,096,592</u>	
Total Deposits and Short Term Notes		\$638,176,212
Federal Funds Purchased and Securities Subject to Repurchase		13,112,647
Acceptances Outstanding		257,386
Other Liabilities		11,365,704
Total Liabilities		<u>\$662,911,949</u>
<i>RESERVE FOR LOAN LOSSES</i>		5,219,897
Capital Stock		15,000,000
Surplus		32,500,000
Undivided Profits		12,311,444
Unallocated Reserve		2,058,910
Total Capital Accounts		<u>\$ 61,870,354</u>
Total Liabilities and Capital		<u>\$730,002,200</u>



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Selling Bank Services

'Student Staff,' College Loan Offer Used by Bank to Seek Youth Business

USING a "student staff" and the offer of educational loans to college students as its two-ply keystone, Twin City Bank, North Little Rock, Ark., is building an intensive program directed toward bringing the accounts of more young people into the bank.

Springboard of the campaign was formation of the "student staff" and then its announcement in page-dominating advertisements in Little Rock newspapers.

Ten days later the bank tied in this "student staff" promotion with another program directed at young people. In large space advertisements in Little Rock newspapers, college loans were offered to qualified students residing in the Little Rock-North Little Rock area.

Ad copy emphasized that few banks offer college students educational loans and as a result thousands of young people are faced with the possibility of not going to college.

"TCB cares about the future of our young people," the ad copy continued. "The Bank figures that today's investment in our youth will pay everyone dividends tomorrow. If you're a college prospect and need financial assistance, get with the group that's getting ahead. Get with the TCB Student Staff."

Thus the newly formed student staff immediately was given a concrete task—to interview and counsel those prospective college students who came to the bank seeking financial loans.

But there was more to it than that.

"The TCB student staff program was initiated to keep our bank informed on what banking services appeal to the young people of today," Edward M. Penick Jr., vice president, explained. "The staff functions basically as a board of directors, advising the bank on marketing, services and advertising. Members of the staff work in the bank in various capacities as the need arises."

The program was announced at a prime time for the bank to make educational loans—August 7, 1969. Since the announcement that the bank was ready and willing to make college loans, Twin City has made approxi-

get with the group

The TCB STUDENT STAFF

If you're a college student or high school senior here's how the student staff can help you

- free checking accounts
- savings plans
- college loans
- money management

Get With The Group That's Getting Ahead. Call Perry Carr or Ed Penick, Jr. at The Bank.

The Bank TCB TWIN CITY BANK

This is one of the newspaper ads Twin City Bank ran to publicize its "student staff" and various services bank offers to young people.

mately 90 loans to students who, in Mr. Penick's words, "might not have had the opportunity to attend college if it were not for this program."

Other services also were offered as part of the bank's youth program. For instance, free checking accounts were offered to high school seniors and college students. These are "no-service-charge" accounts as long as the student remains in school and does not abuse the privilege.

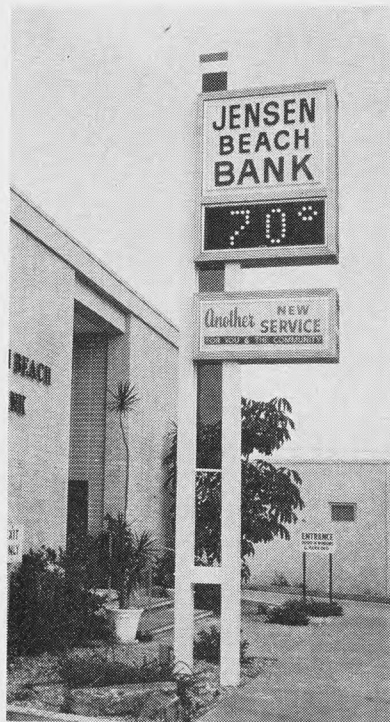
"You can say many things with averages of checking-account balances," Mr. Penick commented. "However, we were amazed that the average balance of these student accounts was around \$250."

The bank also has established in its lobby a library of college catalogs that prospective students may consult at will. In addition, it has free hand-out literature on money management, the importance of savings and opportunities in the banking profession.

"All of our advertising directed at

(Continued on page 138)

MID-CONTINENT BANKER for February, 1970



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 R. E. Sutherland, Asst. Vice Pres.

Liberty National Bank And Trust Company of Louisville, Kentucky

Condensed Statement of Condition
 at the close of business December 31, 1969

ASSETS

Cash and Due from Banks	\$ 54,518,898
U. S. Government Obligations	29,156,510
Obligations of State and Political Subdivisions	32,209,175
Other Investment Securities	1,844,363
Loans	158,829,379
Federal Funds Sold	5,500,000
Bank Premises and Equipment	5,856,157
Other Assets	2,447,795
TOTAL	\$290,362,277

LIABILITIES

Deposits (net)	\$261,013,308
Mortgages Payable	1,673,871
Other Liabilities	4,986,028
Total Liabilities	267,673,207
RESERVE FOR LOANS & SECURITIES	
Reserve for Possible Loan Losses	3,392,379
EQUITY CAPITAL	
Common Stock	4,250,000
Surplus	10,750,000
Undivided Profits	4,296,691
Total Capital Accounts	19,296,691
TOTAL	\$290,362,277

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Industrial Development

Memphis Named New-Housing Key City as Norfleet Turner Leads Campaign

DESIGNATION recently of Memphis as a prototype city for Operation Breakthrough by George Romney, Secretary of Health, Education and Welfare, was the culmination of a four-month campaign by a committee of civic leaders led by Norfleet Turner as chairman. Mr. Turner is vice chairman, First National, Memphis.

Operation Breakthrough is a program of the Department of Housing and Urban Development, a HEW bureau, directed toward obtaining an upsurge in the building of low-cost homes. To obtain this result, HUD is endeavoring to obtain large-scale erection of basic dwelling units through mass production of modular and prefabricated sections. In essence, its purpose is the elimination of substandard housing by making it possible

for low-income families to buy their own homes.

To determine if mass production of low-cost homes is feasible, HUD last month selected 20 major contractors who are to inject the most advanced techniques into the factory-type assembly-line production of dwellings. One of these was the Alodex Corp. of Memphis, whose president, Lloyd E. Clarke, served as vice chairman of the committee Mr. Turner headed.

At a press conference held the day of the announcement by Representative Dan Kuykendall (R., Tenn.) of Memphis, Mr. Turner commented:

"I am deeply grateful to the other eight members of our committee who worked so hard and diligently to bring about favorable results. I am extremely happy to have served as

chairman of the Operation Breakthrough Policy Committee."

He also paid tribute to the University of Tennessee, which cooperated with Mr. Turner in obtaining a site on which the proposed dwelling factory will be constructed. He emphasized that without this cooperation it would not have been possible to obtain the necessary land.

The policy committee's task was to prepare a joint city-county application in competition with 141 other cities. This application was taken to HUD in Washington late in September. It was intended to obtain the designation of Memphis as one of the 20 cities in which a prototype home-fabrication program would be instituted.

Mr. Turner pointed out that the problem facing the nine Memphis civic leaders on the committee was to unsnarl the red tape and other bureaucratic obstructions that obstructed completion of the application. Obviously, this meant that many man-hours had to be devoted to emphasizing the advantages and needs of Memphis, to answering the objections of Washington officials and to convincing them that Memphis was a most desirable site for a prototype operation.

Mr. Turner's efforts obtained city-wide recognition when the *Press-Scimitar* in an editorial lauded his hard work in steering the committee to successful completion of its objective.

Mr. Turner became associated with First National in 1933 when the First Securities Corp. was dissolved. At that time he was made vice president in charge of the bond department. He became executive vice president and a director in 1937 and was elected president in 1943. In 1960 he was advanced to chairman and in 1969 became vice chairman. During his tenure with First National, he has seen the bank's resources grow from \$24 million to \$750 million. • •

■ PARK RIDGE, ILL.—William J. Vandeven has joined the BAI as a principal research associate.

Places Limited for New Classes

The Southwestern Graduate School of Banking at Southern Methodist University in Dallas is accepting reservations for its new class of credit and trust majors. The session, however, is limited to 190 "freshmen" and 157 names had been received as of press time. The class will be held July 26 through August 7. The school will forward an application on request.

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By assuming major loans on an interim basis. Heller will take over certain large loans until your bank is comfortable in reassuming the loan. Other relationships with your customers are unchanged, even though Heller services the loan.

By working with correspondents, whose substantial loan requests come at a time when you're hard pressed to serve your own customers. Heller will often arrange a participation loan in which both you and your correspondent share.

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the question: who helps banks relieve the pressure
of heavy loan demand in 3 constructive ways?

International Yule Tree Exhibit

In an expression of the hope for peace on earth that is basic to the observance of Christmas, an exhibit of Christmas trees of many lands was featured in the lobby of First-Wichita National, Wichita Falls, Tex.

Seven trees were included, authentically decorated in the style and tradition of Lithuania, Victorian England, Japan, czarist Russia, Germany, the Scandinavian countries and the United Nations. Up to 200 ornaments decorated each tree, some of which were obtained from foreign embassies.

The bank prepared a free in-



International yule tree exhibit in lobby at First-Wichita National.

formation folder about the trees and art and school groups were extended special invitations to view the exhibit.

How to Cook . . . Bank-style

What woman who works isn't looking for recipes she can prepare quickly and easily? Well, the women who work at Southern Commercial & Savings, St. Louis, had that problem and devoted much of their lunch-time chit-chat to how they as individuals solved it.

Then Mrs. Jean Richardson, utility window teller, suggested that each woman bring her favorite recipe so that an exchange might be made. Then up came the idea: "Why not combine these favorite recipes into a cookbook as a different way of marking the bank's 78th anniversary?"

Bank officers approved the suggestion and the result was a booklet, 6 x 4½ inches, which contains 40 recipes, every one intended for use by the woman who works and has to prepare dinner in a hurry. The booklet has a plastic spiral binding so that it can be set up and the recipe read without touching the book with food-soiled hands.



And how did other women who work like the cookbook? Well, the bank gave away approximately 2,000 and is still receiving requests.

Ex-Stockholder Query

Banks can take a tip from manufacturers when they hear of a stockholder relinquishing his bank stock. Some firms send letters to ex-stockholders, inquiring if their decision to sell was motivated by dissatisfaction with company policies. If it was, the firm requests details.

The firm then expresses its regret at losing a valued stockholder and offers to keep the person's name on a special mailing list so that contact is not completely broken.

There's always the possibility that a tactful letter of this sort could result in the return of an ex-stockholder to the fold.

Promotion by Reprint

What would be an effective way to promote industrial development in your area? Perhaps by obtaining reprints of an article that contained valuable information or advice on the subject, published in a magazine or other periodical.

Banks can write to the publication carrying such an article for permission to quote from or reprint the article for distribution purposes. Depending on the magazine's policy, reprints may be purchased or permission may be obtained for local reproduction, provided full credit is given to the source of the article.

Reprints of articles in MID-CONTINENT BANKER have been used effectively by banks, businesses, chambers of commerce.

Spooks, Adults Not Invited

The only companies not invited to participate in the pumpkin-decorating contest at the Bank of Heflin, Ala., were spooks, witches, black cats and teen-agers and adults. That left children 12 years old and younger.

Boys and girls were challenged to make imaginative Halloween items. The bank's prize?—the winner was given \$20. And top entries were shown on a local television show.

Hunting for Gold

What better way to attract savings deposits than by sending a team of 70 "golden girls" out to your bank's branches to mingle with customers? That's what First National City Bank, New York City, did recently, in a promotion that a bank official stated would never have been attempted by the "staid" institutions of a few years back.

The attractive college girls and former air line stewardesses visited the bank's 175 metropolitan-area branches to call attention to the bank's golden passbook and deferred income golden passbook accounts. The latter allows depositors to defer income tax payments on interest income for two to 10 years from date of initial deposit.

They distributed applications for new accounts and were prepared to answer questions about them. They also passed out entry blanks for a drawing for five \$500 golden passbook or deferred income golden passbook accounts, 20 men's or women's gold watches and 100 gold pen and pencil sets.



Golden girls receive instruction from Citibank A.V.P. Miss Marion Schappel before going to work in bank's branches to promote savings plans.



THE NATIONAL BANK OF COMMERCE IN NEW ORLEANS

CONSOLIDATED STATEMENT OF CONDITION As of December 31, 1969

JOHN A. OULLIBER Chairman of the Board	JAMES H. JONES President	EUGENE M. McCARROLL Vice Chairman of the Board
FRANCIS C. DOYLE Executive Vice President	WALTER B. STUART, III Executive Vice President	

ASSETS

Cash and Due from Banks.....		\$ 69,635,872
U.S. Treasury Securities.....		28,939,055
Stock in Federal Reserve Bank.....		825,000
Municipal Bonds.....		55,887,530
Funds Sold.....		11,400,000
Loans.....		231,320,711
Buildings, Furniture and Equipment.....	\$13,130,222	
Less: Reserve for Depreciation.....	4,901,888	
Net Buildings, Furniture and Equipment.....		8,228,334
Customers' Liability on Acceptances.....		332,092
Accrued Interest on Bonds and Loans and Other Assets.....		6,282,930
		<u>\$412,851,524</u>

LIABILITIES AND STOCKHOLDERS' EQUITY

Deposits.....		\$338,032,334
Funds Purchased.....		20,100,000
Mortgages Payable.....		3,025,000
Liability on Acceptances.....		332,092
Dividend Payable January 2, 1970.....		499,125
Other Liabilities.....		5,487,215
		<u>\$367,475,766</u>
Loan Valuation Reserve.....		3,976,981
4% Convertible Subordinated Notes Due 1991.....		7,170,900
Total Liabilities, Including Subordinated Notes.....		<u>\$378,623,647</u>
Capital Stock.....	\$ 9,075,000	
Surplus.....	18,425,000	
Undivided Profits.....	6,727,877	
Total Equity Capital.....		<u>34,227,877</u>
		<u>\$412,851,524</u>

Member Federal Deposit Insurance Corporation



IS YOUR BANK'S INVESTMENT PORTFOLIO FULLY EFFECTIVE

In addition to providing maximum earnings (IF it is providing maximum earnings), is your investment portfolio fully meeting your bank's needs in respect to liquidity . . . to seasonality . . . to cyclical and secular trends . . . to your local economic conditions . . . to the type and composition of your accounts . . . to the influence of your dominant accounts . . . to the liquidity requirements of your loan portfolio?

Studley, Shupert & Co., Inc., of Philadelphia believes that each of these questions must be asked—and the answers to each thoroughly analyzed—in order to measure bank investment portfolio effectiveness. Moreover, these questions must be asked *continuously* . . . and efforts must be made to minimize all negative elements and to capitalize on all positive elements revealed by the answers.

In giving substance to our philosophy of bank portfolio effectiveness, we do not offer merely an "analysis service" or a "guidance service" or an "advisory service." Instead, ours is a *full-time management service*. It is designed to save you work . . . to improve your bank's earnings . . . and to maintain your portfolio so that it always meets your bank's varying needs.

Our explanatory brochure is available to interested bank officers. *Write.*



STUDLEY, SHUPERT & CO., INC.,
OF PHILADELPHIA

860 Suburban Station Bldg., Phila., Pa. 19103

New Services

Wells Fargo Introduces Form to Stimulate Trust Accounts

SAN FRANCISCO—Wells Fargo Bank recently introduced a newly created financial planning rating sheet, designed to enable individuals to estimate their potentiality as a user of bank trust services.

The form was carried in full-page newspaper ads and attracted attention with a large headline reading "Find out how much you're really worth."

The advertisement included a facsimile of the rating sheet and encouraged readers to take a minute to fill out the form. The rating sheet is similar to other fill-in forms used by banks to enable individuals to determine if they qualify for loans or credit cards. All the forms are franchised by Motivational Systems, Inc., New York City.

In filling out the form, readers were asked to circle the number on each line that most closely described their financial situation. The number was then entered in a code box along one side of the form. For instance: if the individual owned securities worth under \$10,000, he circled a large number 10 on the form. If his securities were worth over \$100,000, he circled a number 60. Twelve categories were considered.

After reviewing all categories, the reader was asked to total the points he had circled and advised to contact the bank's trust department if his score was 100 points or more.

The ad copy ended with the following: "We enjoy hearing from people who just found out they're worth more than they thought."

Supercheck Plan Begun at First of Arizona

PHOENIX—First National has begun a multi-payee check program called Supercheck. The plan allows checking-account customers to write one check to cover many regular bills.

Supercheck is an oversized check on which the customer will find a maximum listing of 48 companies and institutions. Beside each name is a space for listing the amount of the bill he wishes to pay. Charge for processing the check is 50¢ regardless of the number of payees. The customer has the option of charging his checking account or his BankAmericard account.

New Checking Service

CHICAGO—National Boulevard Bank has introduced Blue Chip checking accounts. The new service provides up to 50 free checks per month and no service charge for customers who have a minimum daily balance of \$200. The bank also has renovated its main floor, which has doubled the number of teller windows and has added more collection and special services windows.

'Quickie' Loans—by Machine

ST. LOUIS—Need money in a hurry? The ABC banks—American National, Brentwood Bank and City Bank—early this month introduced in Missouri the quickest loan procedure yet—the money machine.

The device is an electronic vending machine that is triggered by a specially designed plastic card instead of a coin. The banks describe it as an emergency cash dispenser and for them its purpose is that of a loan activator.

Approved customers in the banks' "Chek-Mate" reserve credit program will be able to obtain \$100 in a sealed envelope by inserting coded plastic cards in the machines, one of which is in operation at each of the three banks.

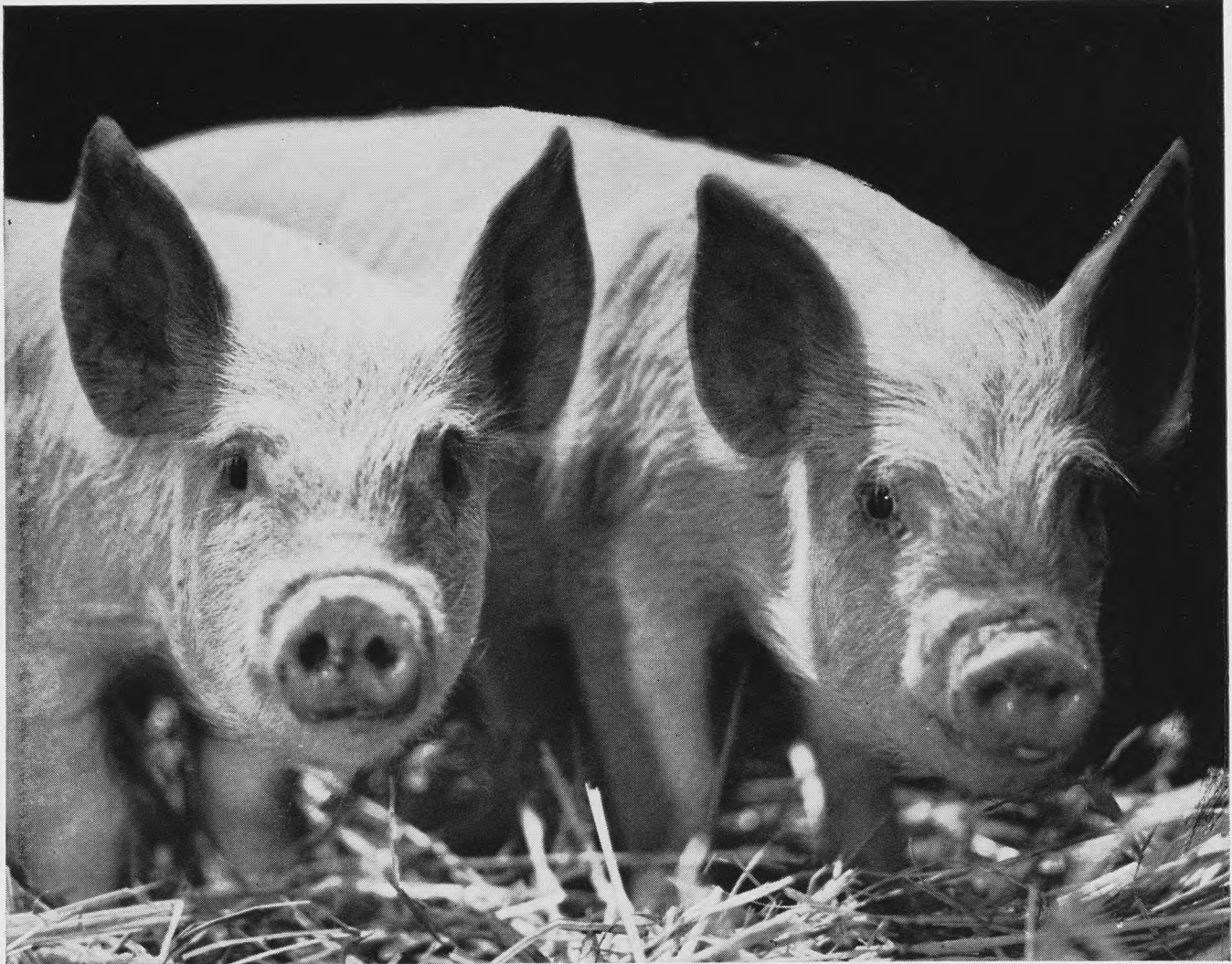
The program is geared to the overdraft feature of the "Chek-Mate" service so that the customer is not making a withdrawal from his account. He is obtaining a loan on which interest will be charged.

The machines are set in concrete beneath the banks' walk-up window shelters and are in operation at all times. It is assumed that most "loans" will be made over weekends and on holidays.

When the card is inserted, it is retained by the machine for accounting purposes and then returned by mail. If the machine is out of cash, a sign reading "empty" will become visible. If a card is lost or stolen, the machine can be "told" through use of the card's number not to dispense the cash, but retain the card.

The device is manufactured by Omron Tateisi Electronics Co., Tokyo, Japan, and distributed in the United States by Money Machine, Inc., 14482 Beach Blvd., Westminster, Calif. 92683.

It has only one drawback—to the customer, that is. The loan has to be repaid.



High risk pig.

The value of this pig varies every day, depending on the cash hog market. It would be dangerous to loan too much money on him because the hog market might go into a drastic slump. Such things happen frequently.

Low risk pig.

The value of this pig has been established through hedging on the Chicago Mercantile Exchange. His owner has a contract guaranteeing that he can sell the pig for a certain price. You may lend your customer as much as 90% of this pig's value with safety.

For your customer, hedging is a form of price insurance which can help him reduce his risk enormously. Sound banking practice recognizes this reduction of risk by granting larger loans to hedged commodities than to unhedged. Your customer profits—and you profit.

On the CME, your customers can hedge hogs, live cattle, frozen pork bellies, Idaho potatoes, fresh and frozen eggs, butter, turkeys, hams, and beginning in October 1969, lumber.

Our new booklet, "Price Protection and Loan Protection Through Hedging" is a brief but valuable source of information on this subject. Every officer of your bank should have one. You may have as many free copies as you want by writing to us, at the address below.

CHICAGO MERCANTILE EXCHANGE 50th anniversary
110 North Franklin Street, Chicago, Illinois 60606





Where the Big Difference Is Friendly People

Statement of Condition

December 31, 1969

Assets		Liabilities	
Cash and Due From Banks	\$122,271,471.87	Deposits	\$462,704,053.09
Investment Securities		Time Notes Payable	<u>182,432.92</u>
U.S. Treasury Securities	\$43,219,161.07	Total Deposits and Time Notes Payable	\$462,886,486.01
Obligations of States and Political Subdivisions	55,217,303.20	Federal Funds Purchased and Securities Sold under Agreements to Repurchase	42,545,000.00
Other Securities	<u>1,992,826.15</u>	Funds Borrowed	3,000,000.00
Total Investment Securities	100,429,290.42	Acceptances Outstanding	387,111.43
Federal Funds Sold and Securities Purchased under Agreement to Resell	43,000,000.00	Income Collected—Not Earned	9,473,513.35
Loans	305,277,576.60	Reserve for Interest, Taxes, etc.	5,080,609.82
Bank Premises and Equipment	12,108,702.43	Other Liabilities	<u>145,000.00</u>
Income Earned—Not Collected	3,581,841.31	Total Liabilities	\$523,517,720.61
Other Assets	<u>719,322.18</u>	RESERVES ON LOANS	
Total Assets	\$587,388,204.81	Reserves for Bad Debt Losses	\$6,588,018.25
		CAPITAL ACCOUNTS	
		Capital Notes (4¼% due 1991)	\$7,500,000.00
		Equity Capital:	
		Capital Stock	\$10,000,000.00
		Surplus	20,240,000.00
		Undivided Profits	15,482,862.23
		Reserve for Contingencies	<u>4,059,603.72</u>
		Total Equity Capital	49,782,465.95
		Reserves and Capital Accounts	<u>\$63,870,484.20</u>
		Total Liabilities, Reserves and Capital Accounts	\$587,388,204.81

THIRD NATIONAL BANK IN NASHVILLE

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

MID-CONTINENT BANKER for February, 1970

PEOPLE

• ARTHUR F. BURNS took over the reins of the Fed from WILLIAM McCHESNEY MARTIN JR. the first of this month, ending an 18-year term during which Mr. Martin served under five U. S. presidents.

Mr. Burns was born in Austria 65 years ago, but received his education at Columbia University, earning a doctor of philosophy degree. He was an economics instructor at Rutgers University for a time, then joined the Columbia University faculty in 1944. His service to Columbia was interrupted from 1953 to 1956 when he served in the Eisenhower Administration as chairman of the Council of Economic Advisers. Dr. Burns's most recent position was as counselor to President Nixon.

Dr. Burns was appointed to a 14-year term with the Fed by Mr. Nixon last October. Mr. Martin is prohibited by law from continuing in office. He was appointed to the Fed board by President Truman in 1951.

President Nixon has praised Mr. Martin, saying, "It is difficult to think of any economic policymaker in the country since the time of Alexander Hamilton, whose influence has been as considerable as Chairman Martin's over such an extended period of time." Mr. Nixon said of Dr. Burns, "The Federal Reserve will have a strong and effective new leader in the campaign for a stable and prosperous economy."

Mr. Martin also praised Dr. Burns as "a man of great intellect and outstanding ability." He said Dr. Burns's "knowledge and understanding of economics, monetary and financial affairs . . . are profound, and will stand him in good stead in discharging his forthcoming responsibilities."

Mr. Martin first came into national prominence as the youngest president of the New York Stock Exchange. He has been credited with helping to restore confidence in the Exchange after the crash of 1929. He served in the Treasury and other government agencies before joining the Fed.

Mr. Nixon honored Mr. Martin at a farewell dinner, attended by Administration officials.

Congress Expected to Remain 'Anti-Bank'

Commercial banks appear to be facing another extension of government regulatory power this year. There is considerable sentiment to restrict the mailing of unsolicited credit cards. The Senate has passed a bill that would open the records of private credit-reporting agencies and the House appears to be in the mood to make the bill into law.

Legislation to allow banks to offer mutual fund-type accounts is stalled in the House Interstate Commerce Committee. The mutual fund industry is determined the legislation will remain stalled.

Congressman Wright Patman (D.,Tex.) has announced his intention to continue his investigation of secret foreign bank accounts and he has served notice on the Fed that he will closely watch any changes in Regulation Q, which regulates interest rates on savings deposits.

Although commercial banks seem to be out of favor with Congress this year (and last year), a favorable climate exists toward thrift institutions. Legislation that would improve the home mortgage situation will be extremely popular this year because many Congressmen will be facing reelection this fall.

The Administration is discussing a plan to provide a tax break on income from savings that are likely to be used to finance housing. Several other plans are reported in the works to assist mortgage-oriented institutions.

However, thrift institutions will not be permitted to assume consumer lending powers or be permitted to hold demand deposits. A federally chartered savings, bank system will probably not be established.

Bankers Support Ghetto Bank System

Legislation to create a system of urban development banks has received support by a group of commercial bankers and a prediction has been made that within a year the industry would declare its own national financing commitment for poverty areas.

The legislation, introduced by Senator William Proxmire (D.,Wis.) some time ago, contains 12 provisions for bringing more money into low income areas, offering banks the alternative of either funding a community development bank directly or creating one as a subsidiary. Using the bank as a vehicle, the parent corporation could then dispense loans through a committee of both ghetto and outside business leaders to members of the community needing credit.

Although there was little elaboration on the prediction that the banking industry would declare its own national financing commitment for poverty areas, the commitment would probably be similar to that made by the life insurance industry last year, which has been renewed this year.

Research Center Established

A banking research center has been established at Northwestern University, Evanston, Ill., in cooperation with 11 Chicago banks. The center, said to be the first of its kind in the Midwest, will function as a permanent part of the School of Management and will concentrate primarily on operational aspects of banking.

Initial staff will consist of eight or 10 part-time faculty members, representing bank management, economics, behavioral science, mathematics and other disciplines. Areas to be researched include interest rate structure, organizational structure of banks, flow of funds and corporate goals.

• CHARLES A. AGEMIAN, recently retired executive vice president at Chase Manhattan, New York, has been elected chairman of the board and executive committee of Hackensack (N. J.) Trust. Mr. Agemian has been a director of the New Jersey institution since 1956. He will continue to be associated with the Chase for at least a year.

• NICHOLAS J. VETERNIK has been promoted to fill the new post of controller of Bank Administration Institute. Mr. Veternik had been serving as director of office services, and will continue these duties as well as assuming other broader duties normally included in the functions of a controller.

• ARTHUR E. KONRAD has been appointed as an assistant regional director for the FDIC in the Chicago office. The region includes Illinois and Indiana. JOHN J. EARLY is regional director. Mr. Konrad has been with the FDIC's examination staff since 1948, working primarily in Illinois.

• REX J. MORTHLAND, president and trust officer, Peoples Bank, Selma, Ala., and former AlaBA president, has been appointed to the Special Committee on Restructuring the Bank Regulatory System of the National Association of Supervisors of State Banks. Mr. Morthland is the only commercial banker on the committee. Others from the Mid-Continent area on the committee are E. G. ADAMS, commissioner of banking for Kentucky, and ROLAND W. BLAHA, commissioner of banks and trust companies for Illinois.



MORTHLAND

The special committee is charged with developing recommendations for an NASSB position on the question of restructuring the Federal bank regulatory system.

• JAMES B. CASH JR. has joined the ABA as a legislative representative. Mr. Cash is a former legislative assistant to Senator J. W. Fulbright (D., Ark.) and has served with the FHA, the Senate Banking and Currency Committee and the Senate's Select Committee on Small Business.

Salvation for IBHCs?

A bill proposed by Senator William Proxmire (D., Wis.) to postpone final action on one-bank holding company regulations until a Presidential study is completed sometime in the next Congressional session, seems to be emerging as the banking industry's best bet for avoiding defeat in the current "anti-bank" Congress. Senator Proxmire's bill proposes that multi-bank holding company laws govern one-bank holding companies until the Presidential study is completed.

The Proxmire bill was not looked upon with favor by the banking industry until recent House action which threatened to put one-bank holding companies out of existence. Now the Proxmire bill is seen as a holding action that might give banking time to sway Congressional opinion into a more favorable orbit.

The tough House stance was attributed to high interest rates and lobbying by insurance agents, accountants and travel agents.

The Proxmire bill would postpone final Congressional action until 1971 or 1972. Hearings are scheduled to begin either this month or next. The bill's provisions include the following: one-bank holding companies would immediately be placed under the Bank Holding Company Act, which presently applies only to companies with two or more banks; President Nixon would be empowered to appoint a 15-member commission to make a broad survey of the role of banking in the economy, with a report due to Congress on June 30, 1971; one-bank holding companies now in existence could keep all subsidiaries acquired prior to January 1, 1969.

Fed Delays Commercial Paper Ruling

The Fed has granted a third extension to give banks more time to conform to a ruling that commercial paper issued by bank subsidiaries is subject to the board's interest rate ceilings and reserve requirements. Banks now have until February 26 to adhere to the ruling.

The ruling states that commercial paper obligations issued by bank subsidiaries are covered by the Fed's Regulation Q, governing allowable payments of interest, and Regulation D, covering reserve requirements.

The Fed has ruled that the amount of affected commercial paper outstanding can't exceed the total outstanding last October 29.

ABA Pushes Revenue Bond Amendment

The ABA is urging the Congressional Conference Committee on Public Works to approve a Senate-sponsored provision of H.R. 4148 authorizing commercial banks to underwrite and deal in revenue bonds for sewer and water facilities.

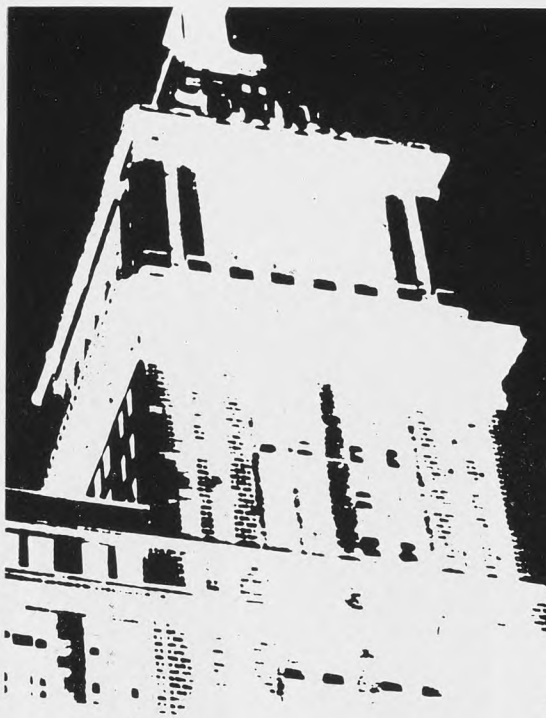
All members of the Congressional committee received letters from ABA President Nat S. Rogers, president, First City National, Houston, stating that it is entirely proper that commercial banks deal in revenue bonds. He pointed out that the amendment to H.R. 4148, introduced by Senator William Proxmire (D., Wis.), is not intended to benefit commercial banks but to assist small communities, enabling small local banks to participate in financing community projects.

Solons Hear Branch Arguments

Minnesota legislators have been listening to arguments and statistics regarding branch banking for the state. David A. Shern, president of Mid America Bancorp., Inc., St. Paul, has told the lawmakers that branch banking is necessary to the state's economy if the state is to grow at a pace equal to the economy of the U. S.

Mr. Shern stated that the change in the agricultural picture in the state has developed to the extent that there are fewer, but larger, farms now operating, and that these larger farms need more extensive credit than small rural banks can extend.

He argued that branch banking would consolidate many small banks into branch systems, enabling them to provide adequate financing to meet present and future needs of farmers and industry.



The Central Trust Company: a tower of strength in the vigorous midwest.

CONDENSED STATEMENT OF CONDITION THE CENTRAL TRUST COMPANY

ASSETS

	Dec. 31, 1969
Cash and Due From Banks	\$104,848,356
U. S. Government Securities	64,992,870
State and Municipal Securities	53,143,354
Other Securities	2,020,289
Total Securities	120,156,513
Loans	311,048,094
Funds Loaned	14,900,000
Customers Acceptance Liability	4,737,727
Banking Premises and Equipment	6,577,607
Income Earned—Not Collected	4,242,164
Other Assets	2,086,940
	<u>\$568,597,401</u>

LIABILITIES

Deposits:	
Demand	\$287,256,280
Savings	96,587,632
Time	85,019,994
Total Deposits	468,863,906
Funds Borrowed	19,100,000
Securities Sold Under Agreement to Repurchase	10,700,000
Dividend Payable	668,396
Acceptances Outstanding	4,737,727
Unearned Income	7,441,856
Accrued Taxes, Interest and Expense	4,311,594
Total Liabilities	515,823,479
Reserve for Possible Loan Losses	6,862,191

CAPITAL ACCOUNTS

Capital Stock	12,152,650
Surplus	23,041,456
Undivided Profits	9,256,345
Contingency Reserves	1,461,280
Total Capital Accounts	45,911,731
Total Liabilities, Reserves & Capital Accounts	<u>\$568,597,401</u>



Welcome to
the bank
that helps
things happen!

CINCINNATI, OHIO
Member: Federal Deposit Insurance Corporation

AN AFFILIATE OF THE CENTRAL BANCORPORATION, INC.

MID-CONTINENT BANKER for February, 1970



Second to none in correspondent banking service.

Second to none . . . because the correspondent banker at The First is a thorough, systematic banker and businessman. His firsthand knowledge and insight in many business fields, augmented by his extensive banking experience, mean the kind of correspondent banking service that *is* second to none.

GREAT BANK
TO HAVE
WITH YOU



Main Bank — 10th & Baltimore
P.O. Box 38, Kansas City, Mo. 64141
816 221-2800

Despite "tight money" . . .

Many Banks Report Gains in Earnings for 1969

The following article is based on the December, 1969, edition of the *Bank Stock Quarterly*, published by M. A. Schapiro & Co., Inc., New York City, underwriters, brokers and dealers in bank securities. The excerpts are reprinted with the permission of M. A. Schapiro & Co.

BANK EARNINGS in 1969 exhibited a widely divergent pattern. Despite the increasingly restrictive measures of the Federal Reserve, many banks will report gains comparable to, if not greater than, those in 1968.

With federal funds commanding rates as high as 10% and Eurodollars often at 12%, earnings of borrowing banks have been hurt. Benefiting handsomely were those banks throughout the country with excess funds to sell. Regional banks, less subject to money center pressures, have shown much better results than those of their big-city correspondents that were forced to replace maturing CDs with federal funds and Eurodollars.

Combined operating earnings in 1969 of 25 major banks after applicable taxes—but before loan-loss deductions, losses realized on sales of securities and sundry debits and credits—are estimated at \$1,270 million. This would represent an increase of \$109 million or 9.4% from the reported earnings of \$1,161.1 million in 1968. It compares with gains of 12.4% and 7.8% in 1968 and 1967, respectively. The banks, which comprise the MAS Index of 25 major banks, include seven in New York City, six on the West Coast and 12 in other centers.

The seven New York City banks, which reported a modest 4.4% increase for nine months, are expected to show

full-year operating earnings of \$568 million, a gain of 6% above 1968. The 18 other-center banks will make a better showing—\$702 million in 1969, an increase of 12.3%.

By regulation, banks now are required to use the federal government's new official format in reporting their earnings. The rules become effective with the annual reports covering 1969 operations. The new format designates two items basic to investors in terms of per-share results. These are (1) "income before securities gains (losses)," which is the same as net operating earnings as formerly computed less provision for loan losses; and (2) "net income," which, after net security gains (losses) and extraordinary items, is the last or bottom line in the income statement.

Bank Stock Quarterly first recommended in its December, 1965, issue that banks report earnings on a *bottom-line* basis. The "net income" bottom-line figure that banks will publish corresponds to net operating earnings (as heretofore reported) less a loan-loss deduction, less or plus the net loss or net gain actually realized on securities and less or plus sundry debits or credits.

Banks choosing to determine their loan-loss provisions on the basis of experience may do so by using (1) the average ratio of loss over the past five years applied to average loans outstanding during 1969 or (2) the average ratio of loss on a forward-moving average beginning with the year 1969 applied to the average loans outstanding during 1969. Thus, in 1973 these banks will compute the minimum allocable loan-loss expense on the same basis as the banks that elect the historic five-year experience.

The new regulations have been amended to give banks the option of using the year's actual loan losses and recoveries. Thus, under this method of loan-loss treatment, "net income" and the *bottom line* as defined by *Bank Stock Quarterly* are synonymous.

In presenting the nine-year earnings history of the 25-bank group, *Bank Stock Quarterly* has redefined "net operating earnings" to reflect the actual net loan charge-offs in each of the years 1960-68. The record shows a fairly consistent upward trend for this basic index of bank performance, which in the government's new official format is identified as "income before securities gains (losses)."

A comprehensive account of how banks have performed in the decade

Bank Earnings Defined		
Previous Regulation	New Official Format	Bank Stock Quarterly
Net Operating Earnings ¹	↓	Operating Earnings
after Loan Loss Deduction	Income before Securities Gains (Losses)	Net Operating Earnings
after Net Gains or Losses Realized on Securities	Net Income before Extraordinary Items	↓
after Extraordinary Items	Net Income	Bottom Line

¹ Federal Reserve (Reg. F), Comptroller of the Currency (Regulations—Part 18), F.D.I.C. (Regulations—Part 335).

of the '60s must await the forthcoming annual reports for 1969, the milestone year for bank disclosure and reporting.

In line with lower prices for equities

generally, the MAS Bank Stock Index declined 13.9% in 1969. The variations among individual banks are considerable, as can be seen below. • •

Market Action of 25 Major Banks

	Bid Prices (a) Per Cent			Per Cent Change Since 12/31/68
	Dec. 31, 1967	Dec. 31, 1968	Dec. 18, 1969	
THE 25 BANKS				
7 Banks in New York City				
Bankers Trust New York Corp.	58	81½	62¼	(23.3)
Chase Manhattan Corp.	41%	54%	52	(4.8)
Chemical Bank N. Y. Corp.	50%	72¼	58	(19.7)
First National City Corp.	55%	74	63¼	(13.9)
Charter New York Corp.	34	53¼	45½	(15.3)
Manufacturers Hanover Corp.	45%	66	61¼	(6.4)
J. P. Morgan & Co. Inc.	46%	62%	56%	(10.7)
4 Banks in California				
BankAmerica Corp.	50½	73	63%	(13.2)
Crocker National Corp.	28%	42½	33	(22.4)
Security Pacific National Bank	29%	45%	38%	(15.5)
Wells Fargo & Co.	35½	59¼	49	(17.3)
14 Banks in Other Centers				
Cleveland Trust Co.	91¼	120	119	(0.8)
Conill Corp.	32	44%	32½	(27.0)
Detroit Bank & Trust Co.	44%	62¼	58	(6.8)
First National Bk. of Boston	55	81¼	65	(20.0)
First Chicago Corp.	47%	63%	50%	(20.4)
First Pennsylvania Corp.	36½	54½	53¼	(1.4)
Girard Co.	49½	71½	60	(16.1)
Mellon Nat'l Bk. & Tr. Co.	44	60%	49%	(17.3)
National Bank of Detroit	46%	64%	58%	(10.0)
PNB Corp.	25½	39%	34½	(12.1)
Pittsburgh National Corp.	51¼	66%	62	(7.1)
Republic National Bk. of Dallas	21	29%	28¼	(4.2)
Seattle-First National Bank	44%	55%	43%	(21.5)
U. S. Bancorp	27¼	40%	35	(13.8)
15 OTHER MAJOR BANKS				
Central Nat'l Bk. of Cleveland	42½	54	48½	(10.2)
Citizens & Southern Nat'l Bk., Atl. . . .	37	53%	57¼	7.3
First Bank System, Inc.	42%	57½	53½	(7.0)
First Nat'l Holding Corp., Atlanta	53½	71	60%	(14.8)
First National Bank in Dallas	29%	39	40%	3.8
Franklin New York Corp.	31%	46¼	35½	(23.2)
Harris Tr. & Savings Bk., Chicago	57	71	64½	(9.2)
Marine Midland Banks, Inc.	30%	40%	37%	(6.9)
Mercantile Tr. Co., N.A., St. Louis	26%	35¼	33¼	(5.7)
Nat'l City Bank of Cleveland	53½	68½	54¼	(20.8)
Northwest Bancorporation	25	34	33%	(2.6)
Southeast Bancorporation, Inc.	34	44½	55¼	24.2
Valley Nat'l Bank of Arizona	18½	24¼	26%	10.3
Wachovia Corp.	44½	54	53½	(0.9)

(a) adjusted for stock dividends and splits.

BANK STOCK QUARTERLY, DECEMBER, 1969

IBAA's 40th Annual Convention Slated for Hawaii in March; More Than 1,600 Expected

HONOLULU—The 40th annual convention of the Independent Bankers Association of America will convene here March 16-18, the first time the convention has been held outside the continental U. S. More than 1,600 registrants are expected at the Hilton Hawaiian Village Hotel.



MYERS



GOLEMBE

Among those who will address general sessions are Carter Golembe, economist and specialist in banking structure research, and Dr. Robert Myer, director of the IBAA seminar for junior bank officers held annually in Indiana. Presiding will be B. Meyer Harris, president, Yellowstone Bank, Laurel, Mont., who will also be keynote speaker.

At press time, the IBAA announced that Dr. Herbert Stein also will speak. He is a member of the President's Council of Economic Advisers in Washington, D. C.

Committees on agriculture-rural America, bank study, competing financial institutions, federal legislation and government fiscal policy and resolutions, as well as the association's executive council, will meet on the two days immediately preceding the convention.

The program includes sightseeing on a yacht cruise of Pearl Harbor, a luau and entertainment and a 40th anniversary banquet.

■ NEW YORK—First National City has elected William T. Maher and Charles W. Kelly vice presidents, corporate planning and management information division.

Directors' Assembly April 2-5

The Seventh Assembly for Bank Directors will be held April 2-5 in the Greenbrier Hotel, White Sulphur Springs, W. Va. Any bank director may attend. For registration forms, write Assemblies for Bank Directors, P. O. Box 1319 at S.M.U., Dallas, Tex. 75222.

Industry With Six-Figure Payroll Is Attracted to Village of 600

By **ARTHUR C. NORRIS**
Contributing Editor

AS THE SMALL FARM becomes a thing of the past as a result of the economic necessity of farming large acreages, many small towns are faced with the problem of a decrease in population as young people leave their farms and small-town homes to go to the large cities to find jobs.

What can the bank and the banker as a leader in the community do to reverse this trend? Obtain local industry that will provide well-paying jobs is the obvious answer. But how can industries be obtained for small towns?

D. C. Bowden, president of the Bank of Birch Tree, in south central Missouri, and a group of public-spirited residents found one way to attract a substantial industry to their small town.

The result: close to 100 new jobs and an increase in population from approximately 400 to 600 (only partly, of course, due to the factory).

Here's how it was done (as Mr. Bowden tells the story):

About 1961 Mr. Bowden and a friend were driving home from a meeting in West Plains. They began discussing what could be done to improve business in Birch Tree, which is

in Shannon County, one of Missouri's poorer counties.

They agreed that the only feasible method was to obtain some kind of factory that would provide jobs for local people and put money in their pockets. How do you obtain a factory? Well, first, you must have a labor pool and Birch Tree certainly had that. Second, you must have a site. Well, that could be found easily enough. In the Ozarks there is vacant land aplenty. Third, cash in the bank must be available to build a factory building.

Now there's the rub. How do you go about getting that cash in the bank?

Chewing the problem over, the two men came up with an idea. First, they went out and obtained an option on two parcels of land, one right in town and the other on its edge. The options cost nothing; the owner was happy to have someone trying to sell the land for him. Next, they had the acreage subdivided into lots, each 75 by 100

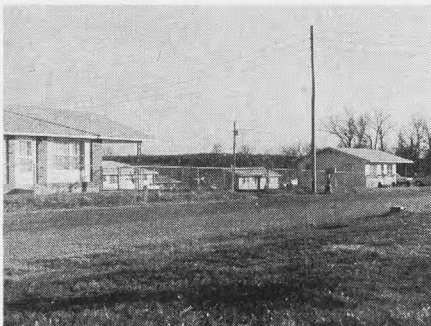
feet, adequate for a home site. Then they called a meeting of Birch Tree businessmen.

At the meeting, Birch Tree's problem was detailed even though all the men present were aware of it. It was pointed out that if an industry could be obtained for the town, the payroll would mean more business for stores and services. Then the Birch Tree Plan was explained.

This was simple enough. Each of the businessmen present was asked to subscribe for one lot in either of the two subdivisions at \$300 a lot. Mr. Bowden explained that the Bank of Birch Tree would advance the money for the purchases. The down payment would be only \$15 and the bank would hold an open note with interest payments only 3% or 4%. Small payments, as little as \$5, could be made monthly.

At the first meeting, approximately 30 lots were sold. At \$300 each this meant the newly formed Birch Tree Development Corp. had \$9,000 in the bank. That was enough to buy the two parcels of land and secure a clear title.

As the next step, a group of 10 men



LEFT: This is corner of one of two subdivisions in which lots were sold to raise capital to form Birch Tree Development Corp. This subdivision contains approximately 30 dwellings, which cost \$15,000 to \$17,000. CENTER: Factory of Jayson Shoe Mfg. Co., Inc., was built and is owned by Birch Tree Development Corp. Building is neither impressive nor beautiful, yet it houses an industry that brings six-

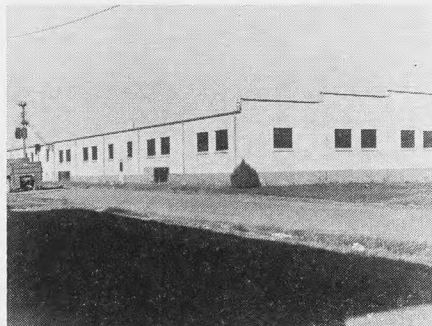
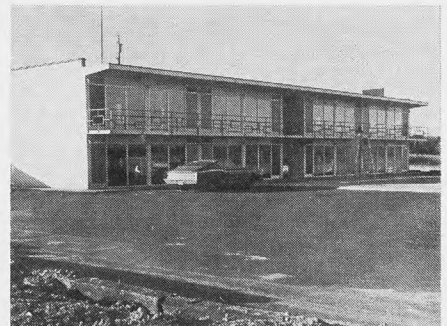


figure annual payroll into village of 600. RIGHT: Enterprise breeds enterprise. D. Doug Bowden, cash., Bank of Birch Tree, and another local businessman pooled capital to build this motel. To right out of picture are restaurant, whose menu expands to filet mignon, and automobile service station, all part of this tourist complex. It all helps to bring "new money" into Birch Tree.



who were most interested and enthusiastic about the Birch Tree Plan got together. The residents of the town were listed and each man was given a list of approximately 10 prospects upon whom he was to call in an effort to sell a lot. After this intensive campaign, approximately 70 more lots had been sold and the development corporation had more than \$20,000 in the bank. Of the approximately 100 lots sold, no more than a third were paid for in cash. But the development corporation retained title until the lots were paid for in full. The notes held by the bank were thus secured.

Then came another problem. Who gets which lot? If placed on a first-come, first-served basis, obviously the most desirable lots would be selected first and late comers would certainly be disappointed and might even become resentful.

To get over this hump, the town merchants organized a gala celebration, complete with a band, dancing in the street and free prizes to be drawn. As part of the celebration, the lots were designated by number on a plat and the numbers were placed in a goldfish bowl. Then the names of all purchasers were placed in another goldfish bowl. A lot number was drawn and then a purchaser's name, and thus lots and purchasers were matched.

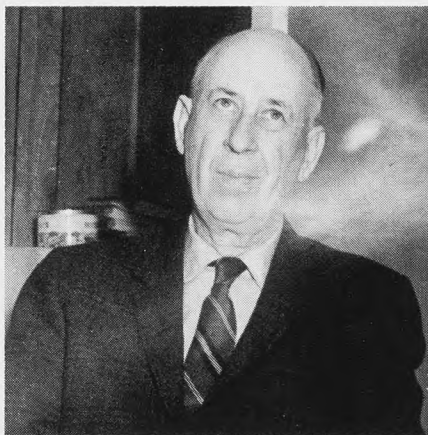
You can imagine that there was a miniature Cherokee Land Rush out to the subdivisions to determine just where each person's lot was situated and what it looked like. There followed some trading around as the new owners exchanged numbers in order to get lots that more suited their fancy.

During the next six months, approximately 30 more lots were sold to some of the first buyers who decided they wanted an adjoining lot so that they would have more space. And eventually the cash in the bank was built up to approximately \$30,000.

"It is interesting to note," Mr. Bowden comments, "that more than 95% of the lots were paid for in full. Incidentally, part of the deal was that there would be no refunds. Those who made only partial payments and then defaulted simply lost their money."

Application was then made to the Missouri Department of Resources and Development for prospects who might be interested in locating a factory in Birch Tree. The state officials supplied a dozen or more leads, most of which petered out for one reason or another. Then they came up with the name of Sidney Sigoloff.

Mr. Sigoloff theoretically was retired. He had owned and then sold a



D. C. Bowden is president, Bank of Birch Tree.

shoe factory at Advance, Mo., that produced 7,000 pairs a day. But then he had nothing to do. He was used to working hard all his life and did not enjoy leisure. So he decided to start in business again. But only in a small way.

He looked for sites, but found that while many towns wanted factories, none had the money immediately available to build a factory. Eventually, he came to Birch Tree.

"Now here is something I want to emphasize," Mr. Bowden said. "A town can have a labor pool that will work for wages that are not too high. It can have beautiful industrial sites. But in the final analysis the important question is: How soon can you have a factory building erected to the industry's specifications? We at Birch Tree had the answer to that question. We had the money in the bank. We could say: Tell us what you want and we'll break ground within days and have the building ready for occupancy in so many weeks or months."

So Mr. Sigoloff and the new Jayson Shoe Manufacturing Co., Inc., came to Birch Tree—but only because Birch Tree had the cash in the bank and could deliver the necessary building. Other towns had told Mr. Sigoloff: "We'll build you a factory; just give us time." Birch Tree said: "Tell us what you want; we're ready to go to work tomorrow if necessary."

Of course, officers of the development corporation had an investigation made of their prospect. They learned that Mr. Sigoloff had the necessary capital and all kinds of know-how. He already had built one successful business. In fact, he was the answer to the dream that originally was only the Birch Tree Plan.

What Mr. Sigoloff wanted was a building in which he could start operations with a force of 40 to 50 people, both men and women. The corporation erected a 12,000-square-foot

building, retained ownership and leased it for five years. This was in 1962. In 1965 Jayson Shoe needed more space. The development corporation was financially sound by this time and borrowed the money to provide 10,000 more square feet. In 1967 another 4,000 square feet were added. Jayson Shoe now employs well over 100 men and women. It is said that it wants to get bigger.

Birch Tree, of course, is not supplying all the labor needed for its shoe factory. Some people drive 30 miles to work every day; for instance, from Alton, which has no factory. The Jayson Shoe payroll has built up to well into six figures a year. The average wage scale is said to work out at \$2 an hour although all jobs are done on a piece-work basis. The average pay check amounts to close to \$70 after deductions, which is truly excellent pay in the Ozarks. Most of the workers own their own homes and many have small marginal farming operations in which they raise a few livestock and, of course, have a vegetable garden in the summer.

What has the factory done for the Bank of Birch Tree?

"Directly, I don't think it has helped us at all," Mr. Bowden explained. "Of course, our deposits have grown through the years, but I don't attribute this to the factory payroll. My observation is that when our people have a regular pay check coming in every week, they buy new automobiles, new appliances, improve their homes, drill wells, install a bathroom. In other words, they buy the things they have wanted all their lives, but haven't been able to afford before. The people who are really helped are our local merchants. They sell the merchandise the factory workers want and make the profit. Naturally, that helps the bank and we do make some home-improvement loans."

Birch Tree has one other industry, the Missouri Hardwood Flooring Co. This plant processes native oak to produce oak flooring which it wholesales through its own subsidiary in St. Louis. The factory was opened about 1926 by Edward F. Kercher Sr., a floor layer with his own floor contracting business who finally came to the Ozarks with its supplies of oak timber and opened a factory in a building available at Birch Tree. Edward F. Kercher Jr. now manages the business. The plant employs 50 to 60 men and of course furnishes work for men to work in the log woods as individual contractors.

A concomitant of the new factory was a minor building boom. Since it

(Continued on page 44)

A Patman Target for 1970— Major Changes in Operation of Federal Reserve System

SEVERAL MAJOR CHANGES in the operation of the Federal Reserve System are scheduled to be the target this year of Representative Wright Patman (D.,Tex.). Representative Patman, chairman of the House Banking and Currency Committee, has—from time to time in past years—indicated that he wanted to have these changes enacted, but has never pushed hard for them.

In December he announced that he would hold full-scale hearings on H.R. 11 early in the second session of the 91st Congress. The bill, as described by the Texas lawmaker, “would assure that the Federal Reserve coordinate its policies with those of Congress and the Executive Branch. It would assure that the Federal Reserve would be responsive to the wishes of the people and operate in the same manner and under the same rules as other government agencies.”

One of the issues the representative said would be explored is the \$55 billion worth of paid-up government securities being held in the portfolio of

the Fed’s Open Market Committee. According to Representative Patman, these securities have been paid for once and should be retired and subtracted from the national debt. He maintains that the bonds should not be paid for twice, but should be retired the same as any other obligation that has been paid for once. He promises to get some answers to this issue during the hearings.

The major provisions of H.R. 11, as listed by Representative Patman, are designed:

1. *To coordinate the country’s economic policy.* This would require that the Federal Reserve Board consult and work with other government agencies as provided for in the Full-Employment Act of 1946. In other words, the Fed no longer would be allowed, as Mr. Patman put it, “to ride off in one direction while the rest of the country was moving in the opposite direction.”

2. *To shorten the terms of Federal Reserve Board members from 14 to 5 years.* This would enable the President

to appoint a majority during his first term of office and would thereby make the board more responsive to the will of the people, according to Representative Patman. At present, the 14-year terms are staggered in such a manner as to prevent the President from appointing a majority until his very last year in office.

3. *To enable the President to appoint a chairman of his own choosing.* H.R. 11 would provide that the term of the chairman be co-terminous with that of the President of the United States. It also would allow the President to appoint any qualified person as chairman. Representative Patman said that the President now is required to pick the chairman from among existing members of the Federal Reserve Board, thus narrowing his choice drastically. However, on checking with the Federal Reserve Bank in St. Louis, MID-CONTINENT BANKER editors learned that the FRB chairman does not have to be chosen from among present board members. In
(Continued on page 138)

Patman to Seek Fed’s Support of Housing

The Federal Reserve seems to be a particular target this year of Representative Wright Patman (D.,Tex.), chairman, House Banking and Currency Committee. As indicated in the above article, he plans to hold full-scale hearings during this congressional session on H.R. 11, which, if passed, would result in sweeping changes in the Federal Reserve System. In addition, the Texas lawmaker recently announced that, at the earliest possible time, he plans to ask the House to vote again on having the Fed allocate some of the nation’s credit for housing.

Representative Patman said he was encouraged when, on December 17 in a record vote, 170 House members asked that the Fed support the housing market by buying \$6 billion worth of housing mortgages at no more than 6% interest. According to the Texan, this was a clear vote to support lower interest rates and more housing.

The effort to provide more housing failed, said Repre-

sentative Patman, because 233 congressmen voted against the proposal.

There actually were two key votes concerning the Fed on December 17. The first was on a section of a bill that would have made clear the intent of Congress to have the Fed support the housing goals of the nation, said Representative Patman. This section was defeated 231-171. The second vote also would have spelled out congressional intent and specified that the Fed was to provide \$6 billion worth of credit for housing. This was defeated 233-170.

Although the bill was defeated, Representative Patman pointed out that he was greatly encouraged by the fact that 170 House members did support housing for the nation. As Representative Patman put it, “This means that a substantial number of the members of the House of Representatives no longer accept the Federal Reserve as a hallowed ground independent from the government.”

The 'Outside' Director

Commercial Banking Is a License to Manufacture Money, So Let's Have a Look at Some of the Franchisees

By MARK N. JACOBSON, Vice President, Exchange National, Chicago

FOR DECADES, cartoonists have had the counterfeiter high on their list of favorite subjects. Yet, in a real sense, a franchise to create money is held by a large group of men (and a few women) who are neither employees of the United States Bureau of Printing and Engraving nor counterfeiters.

I am talking about the directors of the 14,000 odd commercial banks in this country. In them rests final responsibility for the administration of the entities which comprise the banking system; hence, the creation of money through the extension of credit. They are not actually engravers or printers of forged currency, nor are they bankers in the generic sense. The rationale behind this premise is simply that the great majority of bank directors is not dependent upon a salary from the bank as a primary source of income.

It follows that banking is not the principal livelihood of the members of this group and their function as bank directors is, at best, a part-time occu-



JACOBSON

he served as a national bank examiner.

Mr. Jacobson serves in the loan review department at Exchange National. He has a BA from Bucknell University and is a graduate of AIB and the Stonier Graduate School of Banking. Before joining Exchange National,

pation. This classifies them as "outside" directors. Although the awesome authority to conduct a business which gives rise to money by the making of loans can and must be delegated, the last accounting is in the hands of the directors and is clearly placed there by law. Our purpose then is to examine the nature of these people, particularly as regards their outside pursuits, and to consider the criteria which appears to dictate their selection.

Obviously, any discussion of bank directors must be general because of the sizes and types of banks and the differences in state laws regarding the directorates of state-chartered banks. Let us assume that our directors are those of a national bank. They are elected by the bank's stockholders at the annual meeting and are at least five in number. During the course of any one year, up to four new directors may be appointed by—of all people—the other directors.

The reader may speculate as to who slates directors for election at annual meetings, and his first guess would be correct. This leads to a conclusion that directors are self-perpetuating. There is nothing wrong with this. To quote Sherman Hazeltine, "The real success of a board of directors and management alike is measured by the adequacy with which they provide for their own succession."*

We speak of "outside" directors; but, in a sense, many of them are not so far removed. Each director must be

a citizen of the United States. He *must* be a stockholder, he should be a depositor and it is somewhat incumbent upon him to be a resident of the area served by the bank. These requirements can be related to the semi-public nature of banking whereby a director's responsibility to the stockholders is joined by his accountability to the bank's depositors, and, often, the entire community. The typical director represents his own stake in all three segments. Some directors qualify for their position because they represent the ownership of a significant amount of the outstanding shares of the bank's capital stock. (And what better reason is there?)

The "outsiders" usually are citizens who have in some way distinguished themselves in business or the professions and who, once they become directors, tend to fit into the following broad categories:

1. The self-serving director
2. The rubber-stamp director
3. The prestige-name director
4. The industrious director

The self-serving director is one whose primary objectives are to enhance his own business, profession, or image. This can be accomplished in several ways. A likely avenue is the seeking of credit for one of his interests at favorable rates or with insufficient collateral. Another way of feathering one's nest is through use of the prestige which generally accompanies a directorship to promote one's self rather than to further the cause of the bank. Fortunately, such directors are few and they do not tend to hold their

(Continued on page 100)

* Sherman Hazeltine, chairman, First National of Arizona. "The Bank's Board of Directors—Functions and Responsibilities," from *The Banker's Handbook*, edited by William H. Baughn and Charles E. Walker. Dow Jones-Irwin, 1966.

My Bank's Obligation to Me as a Director

By **HARLAN E. HUMMEL**
President
Hummel Construction Co.
and Director
Farmers & Merchants State
Bushnell, Ill.

THE NON-EXPERT, or outside director, serves a very important function in the banking industry. He is the layman representative of the stockholder in the bank. It is his duty, as well as that of management, to represent and protect the interests of the stockholders and depositors in the bank. It is also his duty to help develop, with management, the operational policies of the bank, and to see that these policies are implemented and observed.

It is not the duty or obligation of the bank director, however, to become involved in, or to mix in, the actual management and operation of the bank. In fact, he is obliged not to do this as a part of his contribution toward the smooth and efficient operation of his bank.

What is my bank's obligation to me as a director? To state it very simply, I think this obligation is to allow me to serve as a director by providing the necessary information, fairly and honestly, needed to perform the bank director's function, and to fulfill his obligation to the bank.

This may seem an over-simplification of a function of a highly complex and sophisticated business. But in essence, we are speaking of that which is basically a very simple process; and that is the development of a working relationship between a few people at the executive and management level. It is true that the problems faced and discussed may become highly complex and complicated, but the basic guidelines and criteria for analysis of these problems can be, and should be, as simple and uncomplicated as the Golden Rule, the Ten Commandments or your bank's advertising slogans.

What information, then, is needed by the bank director, and how can, or should, it be presented? What is the extent of the bank's, or management's obligation in this respect? How far do they have to go?

First of all, I expect a monthly board of directors meeting, and I expect it to be a business meeting, conducted as such; not a social get-together. Being a bank director is serious business, with serious obligations. I plan to treat it as such, and I expect others to also—particularly those in banking.

The directors' meeting should be well planned and conducted in an orderly manner. Material and information should be presented in a concise, simple, easy-to-understand fashion; but not over simplified. Time should be conserved, discussion guided and controlled and business transacted expeditiously, accurately, and to the satisfaction of all.

Meetings should not be too long. If very unusual, or special, problems or situations arise that require more lengthy discussion or consideration, I would rather have a special or adjourned meeting than be subjected to a too lengthy meeting or not giving the subject the consideration it deserves.

In addition, I do not relish being pressed for quick, or emergency, decisions on some matter that either does not require such action; or for which such action became a requirement simply because the issue was pondered, or sat on, by management for so long.

An additional item of importance, for which provision should be made, is for time to be allotted before the entrance of management into the meeting so the directors can review by themselves the information provided by management. Directors may review loans and reports in private, comment on them, think them through for themselves and arrange their questions

ahead of time, thus saving time during the meeting and saving management much unnecessary explanation and comment.

Secondly, I expect a monthly report of the condition of the bank or a balance sheet. And, along with this, I expect a monthly income and expense report. These reports should be in standard statement form with standard headings and names. The report of condition should consist of three columns of figures: one showing the current condition, one showing last month's condition and one showing last year's condition. It should show, at the bottom or in some appropriate place, current ratios of interest to the board, such as the ratio of deposits to loans and the ratio of capital to loans.

The statement of income and expense should reflect this year's operational income and expense to date, and show last year's figures in a second column as a basis for comparison. The statement should be sub-totalled appropriately to properly segregate operating income from bond income, interest income, income from sale of assets, etc. It should show gross profit, operating profit and profit before and after taxes. An accompanying tabulation should show the percentage of the various and sub-totalled expenses and incomes in relation to the whole of each category and the dollars-and-cents of expense or income per \$100 of deposits.

These monthly reports should be available for the directors to look over individually and then shown on a screen via an overhead projector so all can view simultaneously. The high points, or any unusual aspects of the reports, should be commented on by management.

Thirdly, I expect a monthly review of loans, with special comment and critique on those loans of special interest or deserving special comment. At our bank, directors individually look over the list of all loans made

and also a spread sheet which is updated monthly listing all customers with loans totalling \$15,000 or more. This sheet shows the total of the account at the end of the preceding month and, being columnar, runs for a period of six months before a new sheet is started. This offers a running account of our major loans, reflects their month-by-month performance and condition and keeps the director abreast of the major portion of the loan portfolio.

The rundown we make through the monthly list of loans is, for the most part, of little value and should be eliminated.

Fourth, I expect a report from management each month of any and all problem areas arising concerning loans and/or the general functioning or welfare of the bank. Note that I said *general functioning or welfare of the bank*, not the normal, routine, or day-to-day type problems that are a part of any business operation. But problem loans are a part of the directors' direct responsibility, as well as management's, if they relate to major loans, and the director should be aware of them. Other major problems should be brought to the attention of the directors. These include those which affect income, expense, customer relationships; and, in short, which you might say would, or could, have a direct short- or long-term impact upon the total well-being of the bank and/or the stockholders' or depositors' interests in the bank.

Fifth, I expect monthly reports on the trust department, installment loan department, and other special operating departments. A review of the month's bond transactions is expected along with any unusual business or transactions made or anticipated. In addition, periodic special reports should be made, such as income and expense projections, earnings projections, deposit projections and the like. In brief, reports and projections should be made by management so that the board has knowledge on which to base decisions affecting the bank's future.

Special consideration should be given to bank examinations and subsequent action taken relating to these examinations. I do not feel it is necessary for directors to be called in, or informed, when examiners are present. I think directors should only be presented to the examiners when the examiners so request meeting or talking with the directors. I do think, though, that after the examination is completed, directors should be informed of the results at the next regular meeting and advised of what to expect when the report of examination is

made available. Of course, if something particularly unusual should come to light during examination, the directors should be informed immediately, probably by the examiners.

After the formal report of examination is received, directors should be notified so they may have a chance of individually reviewing the report prior to the board meeting at which it will be discussed in detail. There is, I feel, a mandatory obligation on the part of the director to thoroughly review the report of examination on his own.

Subsequent to discussion of the report by management and directors, and after corrective action, if any, in the case of classified loans is determined, follow-up reports by management should be made to the directors. The results of actions taken regarding the report should be given all directors so that all will be informed.

Sixth, and perhaps most important of all, I expect bank management to take the initiative in informing, advising and schooling me, the director. Management is in the position, and has the knowledge and ability, to recognize that which requires action and consideration. The policies of the bank, and changes in these policies, should be suggested and established by management, with help and advice from the board. Problems that arise must be recognized by management and presented to the board. Changes and innovations in the operation of the bank must be initiated by management. In essence, the entire operational function of the bank is a function of management; and the board must rely on this.

At the same time, however, the board should be aware of that which is transpiring under this management function and be properly and honestly informed. In order that directors can be properly informed, they must be schooled.

The director should be encouraged by management to keep abreast of his bank's operations and the operations of banks in general. Provision should be made for the director to receive pertinent industry publications and for him to attend, at least once or twice a year, bank conferences, seminars or meetings. He should be periodically informed of new ideas, innovations or techniques in the banking industry; particularly of those which might affect or be applicable to his bank. He should be trained, in a sense, and kept trained, much like one might train an employee or officer in the bank; recognizing, of course, that his time for training will necessarily be limited if he is engaged full time in other business.

In summary, my bank's obligation to me as a director is simply to provide me with the tools and information, in the best manner possible, to allow me to perform my duties well. This should be done honestly, fairly and concisely, with due respect for my obligations and the limits of my time. The opportunity should be provided for me to learn and expand on my knowledge of banking, and I should be encouraged to do so. And finally, to insure the accomplishment of these things, initiative to achieve them should be exercised by my bank. • •

Karl Sagl Dies, Former VP in Correspondent Banking

KANSAS CITY

—Karl Sagl, a former vice president of Commerce Bank (formerly Commerce Trust Co.), died recently of a heart ailment. Mr. Sagl, 65, had retired in 1963 after 34 years of service in the correspondent banking department. He became assistant cashier in 1941 and vice president in 1954. He traveled principally in the Southwest and Rocky Mountain area.

Mr. Sagl was born in Wilber, Neb. He began his employment with Commerce Bank in 1929.



SAGL


New Building 'Topped Off' by Manufacturers Bank

DETROIT—Signaling a crane operator to hoist the final steel beam into place on Manufacturers Bank's new building in downtown Detroit is Chairman Roland A. Mewhort. A "topping-off" ceremony was held on the new building's 11th story and past presidents of the bank



participated by placing symbols on the traditional live evergreen tree, symbolizing long life.

The structure is slated for completion this fall. Measuring 320 feet by 120 feet, the building will have 552,500 square feet of floor space. The exterior will be composed of black granite, stainless steel and gray glass. The building will provide about 10½ levels for office space and 3½ levels for parking.



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Banks, S&Ls Aim Big Guns on Efforts to Reduce Savings Outflow

BANKS and S&Ls were braced for an unusually high rate of savings withdrawals during the first two weeks of January. In anticipation, these institutions used almost as much newspaper, radio and TV advertising as auto agencies and other high-volume advertisers to keep present savers and attract new ones.

Banks spotlighted savings plans that offer the highest rates of interest they can pay. S&Ls offered premiums as savings incentives, including radios, food warmers, dish sets, crystal ware, bath scales, umbrellas, alarm clocks, luggage, stamps and even sets of uncirculated Kennedy half dollars.

What has caused this terrific "merchandising" of savings plans by banks and S&Ls? For one thing, people today are more sophisticated than formerly, and they know they can get more return on their money from Treasury bills, corporate bonds and other money market instruments. As a result, many persons are taking money that formerly would have gone into savings accounts at banks or S&Ls and are buying instruments that yield more than the interest rates banks and S&Ls are allowed to pay. This has produced a new word in the financial world—"disintermediation." This word, not yet in dictionaries, means the practice of bypassing traditional intermediaries—banks and S&Ls—to invest money directly in the high-yield securities usually held by such institutions. Another possible reason people are looking elsewhere for places to put their money is the talk of recession that has been growing more voluble lately. Such talk has convinced people that they should "shop" for the best "buy" for their savings money.

Probably because of the extra efforts banks and S&Ls put forth, the expected outflow of savings was not as large as originally feared. For instance,

By **ROSEMARY McKELVEY**
Managing Editor

in St. Louis, where S&Ls expected a runoff of 3% of total savings capital, the outflow of funds after year-end payment of dividends reached only ½%, according to a spokesman for the savings associations. A spot check of several St. Louis-area banks revealed that they seemed to be holding their own in savings accounts and savings certificates. One bank reported that it had gained since last year; another said its savings were up 10%, and another reported no "appreciable loss." One bank said that its savings deposits had gone down in 1969, and so it was offering a new incentive to save—an investor savings passbook account paying 5% compounded quarterly on initial deposits of \$500 or more with added deposits having to be \$50 or more each. This bank also was offering a silver serving dish or a bonbon dish to everyone opening this account.

The most attention-getting program to attract new money was introduced

by First Pennsylvania Banking & Trust Co., Philadelphia. Last month the bank began offering \$20 million of its own capital notes in small amounts, and the response, according to bank officials, was "a howling success." The notes bear 7¼% annual interest, mature in 30 months and are being offered in multiples of \$100. In addition, no brokerage fee is charged. A Long Island bank was considering making a similar offering.

In Chicago, Continental Illinois National introduced a new savings instrument called "5% time bonds," which are new to the city, said the bank. These bonds earn an effective annual interest rate of 5.13%, the highest bank savings rate now permitted for this type of instrument under federal regulations. Interest is credited every three months from date of purchase, and the 5% rate is guaranteed for the life of the bond—13 years, 315 days. The bonds are sold for half their face value. For example, a \$25 bond may be bought for \$12.50. There are eight other denominations from \$50 to \$25,000.

In St. Louis, First National was advertising a savings plan that can be started with any amount. The former requirement was \$500. This "5% First Passbook-Plus" account now requires no specific amount of additional deposits. It formerly required minimum additional deposits of \$25.

Also in St. Louis, Mercantile Trust has a monthly-income savings plan with 5% savings certificates. Savers can earn 5% a year and receive monthly checks through the mail. These automatically renewable certificates can be purchased in any amount from \$5,000 to \$25,000.

The State Bank family of banks in St. Louis County has a "Banker's Club," which offers participation in special events, sports events, attend-





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ance at the theater and symphony concerts and the opportunity to take travel tours. To become members, savers join the "Golden Harvest 5%" pass-book-savings plan that pays 5.13% annually. Participating banks are State Bank, Wellston; North County Bank, Jennings; and First Northwest Bank, St. Ann.

Despite the various savings plans commercial banks are offering, the cold fact is that savers can still get more for their savings dollar at S&Ls.

For instance, another competitive weapon was given to federally insured S&Ls in December when the Federal Home Loan Bank Board granted them immediate authority to pay 6% annual interest on special certificates in amounts of \$10,000 and above, with maturities of from two to five years.

New Interest Ceilings

WASHINGTON—Banks and S&Ls last month received permission to raise the ceilings on the interest they pay on savings accounts.

The maximum rate payable for savings deposits in commercial banks was increased from 4% to 4½%. The ceiling for multiple-maturity time deposits with maturities of from 30-89 days also was boosted from 4% to 4½%. A ceiling rate for single-maturity time deposits of less than \$100,000 and maturities of one year to less than two years was set at 5½% and for single-maturity time deposits of two years and over at 5¾%. The 5% rate was retained for deposits with single fixed maturities of 90 days or more and for multiple-maturity time deposits payable at intervals of at least 90 days.

At the same time, a new maturity and rate structure was set for deposits of \$100,000 and over as follows:

30-59 days, 6¼%; 60-89 days, 6½%; 90-179 days, 6¾%; 180-365 days, 7%; and over one year, 7½%.

Under their new schedule, S&Ls can pay 5% on passbook accounts (up from 4¼%). In addition, provision was made for a "Golden Passbook" account that will pay up to 5¾% on three-month certificates. The 5¼% rate remains on certificates of six months to a year. Rates on one-to-two certificates were raised from 5¼% to 5¾%, while two-year certificates remain at 6%. In addition, S&Ls can now offer a new \$100,000 certificate bearing interest ranging from 6½% to 7½% depending on length of maturity.

On regular passbook accounts, the FHLBB extended to all states the 5% maximum that had applied only in five western states. The previous top for the other states was 4¾%.

The certificates may be made available to savers of record as of last December 15. Authority for the special issues will expire July 31.

ABA President Nat S. Rogers immediately sent telegrams to the Secretary of the Treasury and the three federal agencies having supervision over commercial banks. The telegrams were sent to Treasury Secretary David Kennedy, to the then Federal Reserve Board Chairman William McChesney Martin, Comptroller William Camp and FDIC Chairman K. A. Randall.

Mr. Rogers, president, First City National, Houston, pointed out that savers at commercial banks have been placed at an unconscionable disadvantage by the FHLBB's action. He said it is imperative that authority be granted immediately for banks to pay the same rates under similar terms.

Some federal aid for savings did come late in 1969, when insurance coverage for both commercial banks' savings accounts and S&Ls' dividend accounts was increased from \$15,000 to \$20,000.

Then last month federal supervisory authorities of banks and S&Ls raised the ceilings those institutions can pay on savings accounts. (See box on this page.)

Perhaps the great savings drain that was expected last month did not materialize, but the competition, nevertheless, is keen. Therefore, progressive banks will continue to "sell" savings with every legal means they have, whether it be through special kinds of savings accounts that produce higher interest or through premiums. A spokesman for St. Louis S&Ls credited widespread use of the latter last month with reducing the outflow of savings from those institutions. • •

■ NEW YORK—Morgan Guaranty Trust has named Robert G. Wilmers a vice president.

Birch Tree

(Continued from page 36)

was opened, close to 60 new homes have been built in Birch Tree (and that made jobs, too). In the subdivision at the edge of town, approximately 30 dwellings have been built at prices ranging between \$15,000 and \$17,000.

Some of the original buyers of lots have elected to sell theirs. Most have managed to make a profit and none sold for less than the original \$300.

If your town, Mr. Banker, wants and needs a new industry, consider the Birch Tree Plan well. This village

—for that is what it is—actually had as many disadvantages as advantages. It is off the beaten track. With no highway leading directly to St. Louis, trucks must follow a round-about route that certainly adds 50 miles to the distance. It is about 40 miles from a mainline railroad, the branch of the St. Louis-San Francisco Railway that runs between Springfield, Mo., and Memphis, Tenn. A single-track branch does pass through the town, but only one train passes over it daily. Each weekday a diesel engine and a few cars go east to the end of the line in the morning and in the afternoon the same train passes through going back to the Willow Springs junction. The eastern terminus of the branch does not connect with another railroad. In other words, carload freight has to be shipped approximately 125 miles west and then more than 200 miles east to reach St. Louis, which is about 200 miles by highway, but only about 125 miles as the crow flies.

Nonetheless, Birch Tree surmounted its disadvantages. And it was done with the Almighty Dollar, that cash in the bank. When an industrialist said he was interested in the town as a factory site, the Birch Tree merchants could answer in the hill country vernacular: "You come now! We'll build you a factory DIRECTLY!" • •

N. Y. Bank Uses Computer to Teach Computer Use

NEW YORK—First National City Bank is using a computer to teach employees how to use a computer. The program is believed to be the first in which a computer has been used to assist in training large groups of clerical personnel in day-to-day banking operations.

Seventy members of the bank's foreign tellers department recently completed a course in which 12 IBM 2260 visual display terminals linked to a computer were used. Citibank's IBM System 360/Model 50 helped teach new and veteran foreign tellers employees how to retrieve information on foreign accounts.

Citibank is said to have the largest network of overseas branches and offices of any U. S. bank. Some 65 members of the bank's overseas accounts departments also are using the terminals to retrieve data from the computer.

The stock transfer department has adapted the foreign teller computer-assisted instruction and is using the computer to conduct training on its use of computers. The bank is also considering use of the computer for training in other departments.

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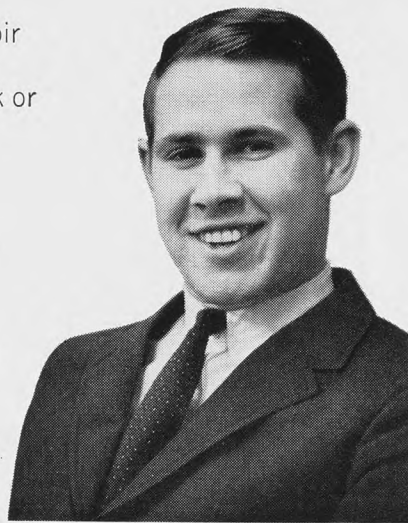
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Arkansas' Tallest Building

Three-Month Schedule of Events Opens New Worthen Bank Home

ARKANSAS' TALLEST building and largest bank are the focal points of a three-month celebration which began January 31 in downtown Little Rock.

That was dedication day for the 24-story Worthen Bank building, new home of Worthen Bank & Trust Co. It marked the beginning of an open house which will continue into April.

The bank moved into the 374-foot-tall structure in November, but delayed its grand opening to allow for full completion of other facilities.

The celebration of the opening of the new building was unofficially kicked off with a media party on January 10. During the week preceding the public dedication, Worthen entertained all bank employees, stockholders, special friends and customers

with receptions and tours of the building.

The public dedication took place on January 31, followed by a brunch for various civic officials in attendance. Decorations for the ceremony included a four-foot wide red satin ribbon extending from the bottom to the top of the building, and then back down to street level on the other side. After the ribbon-cutting the public officials and guests on hand were sent framed sections of the ribbon in commemoration of the dedication.

The day after the dedication marked the beginning of a week of public open houses, followed by parties for Worthen's competitors and architects, tenants and suppliers for the Worthen Bank building.

In late March and early April,

Worthen will play host to Arkansas correspondent banks and later to out-of-state correspondents and national accounts. Visiting bankers and their wives will participate in a variety of activities ranging from golf and putting tournaments to a style show featuring paper fashions.

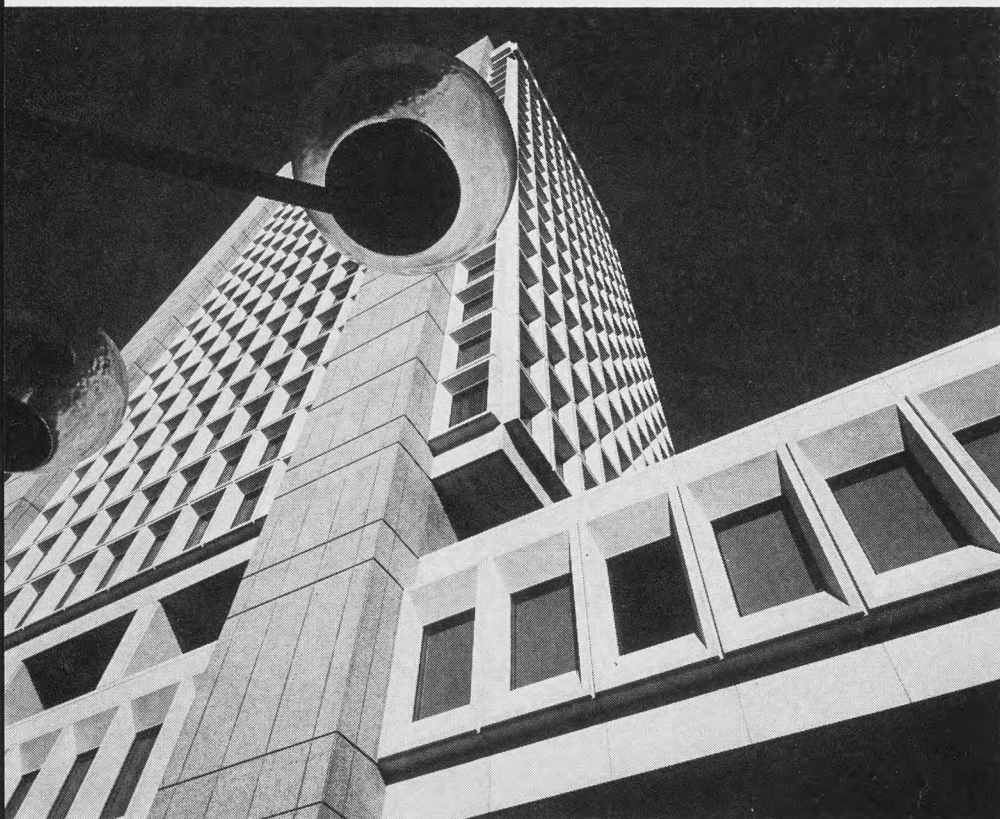
Theme for the opening and following ceremonies was "Discover the New World of Worthen." This was expressed in "Worthen World News" press kits, a special "World of Worthen" cocktail and public drawings for a trip around the world plus trips to Nassau, Jamaica, Mexico, Hawaii and Bermuda. Children received "New World of Worthen" balloons and a coloring book entitled "The Eleven Wonders of the World."

Entertainment was provided during the building tours by a small combo playing moog music. (A moog, pronounced "moag," is an electronic instrument which emits unusual music which can be described as futuristic.) Other special entertainment for evening gatherings included local musical combos and bands.

The bank occupies the lower eight floors. The 23rd floor is a private club and the 24th floor is a buffet restaurant. The eleventh through the 22nd floors are being leased for general office space.

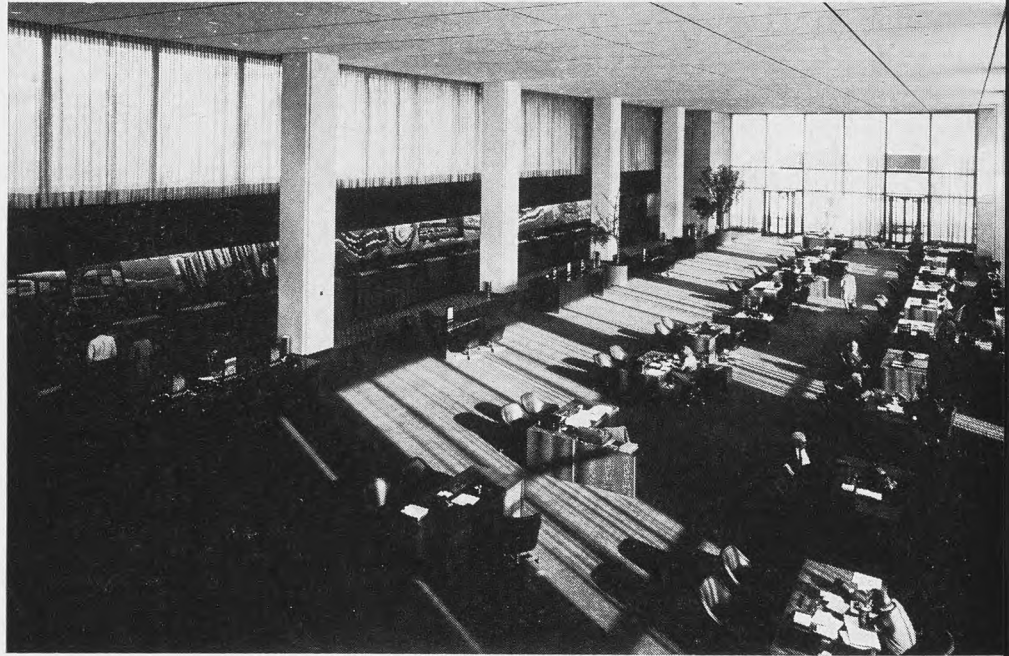
Plans for the new building started five years ago. Ground for the structure was broken September 15, 1967. The original design, announced in July, 1966, called for an 18-story structure, but in early 1968, the bank announced that the height of the building would be increased to 24 floors. Including a four-story equipment tower, the building is actually 28 stories tall.

Edward M. Penick, Worthen president, said the added six floors resulted



Dramatic view shows 374-foot-high Worthen Bank tower. The 24-story tower is the state's tallest structure.

Main banking lobby, as seen from mezzanine, is half a city block in length with ceiling 28 feet from floor. Teller counter is at left, bank officers occupy desks at right.



from increased demand for leased office space in downtown Little Rock.

Mr. Penick said the new structure "expresses our complete confidence in the economic future of Pulaski County and Arkansas. We are convinced that the remarkable growth recorded in recent years merely establishes a foundation for what lies ahead."

Citing Little Rock's recent increases in population and industry, Mr. Penick added, "We believe very strongly in the importance of the downtown of our city. Little Rock is the business and financial center of Arkansas. Little Rock must have a viable, hustling central business district to preserve and maintain its identity as the business center of the state. Such a district will be essential to accommodate the great growth that is surely to come."

Worthen, the state's largest financial institution, recently became the first Arkansas bank ever to attain \$200 million in resources. The bank staff now exceeds 500 persons.

The exterior of the building is fash-

ioned of white sandblasted concrete that was pre-formed and shipped to the construction site. Massive concrete forms are complemented by deep-set windows of bronze-tinted glass, each of which is accented by recessed fluorescent lighting.

The overall shape of the building approximates an "L," with the lower three banking floors extending one block east from the high-rise tower, which holds the remaining 21 stories. Atop the extended three-story area is a landscaped roof terrace. Accessible from the building's community floor, the outdoor lounge features an 18-hole AstroTurf putting green, the first of its kind in the Little Rock area.

Adjoining the tower to the north is a seven-story, 359-car capacity parking garage, which opened for business in January, 1969. Available for use by bank employees and visitors, building tenants and the general public, the self-park facility offers elevator service to all seven parking stories and direct entrance to the first four banking floors.

Located at street level below the first tier of the parking garage are seven TV-teller units, a regular teller window and a night depository for motor banking.

The main banking floor is divided into three lobby areas. The first area contains the building directory of oil rubbed bronze and the elevator lobby.

A sculptural spiral staircase interconnecting all foot traffic between the first and second banking floors is located in the middle lobby area. Fur-

nishings in this lobby include horizontal modular display units of bronze colored laminate, brown leather bench seats and an information desk between structural columns of precast concrete.

The main banking lobby is one of the most overwhelming features of the building. Measuring half a city block long with 28-foot ceilings, it houses many of the bank's key personnel in its magnitude of space. Covering the north wall behind the brown marble teller counter is the Worthen tapestry. The 128' by 6' wall hanging, designed by internationally renowned Efram Weitzman, traces in abstract fashion the history of the state, from La Harpe's founding of La Petite Roche in 1720 up to the present time. The pattern also depicts the state's major agricultural and industrial resources—including the redeveloped Arkansas River, forests, rice and soybean fields and industrial towers with billowing smoke. Predominant colors of rust, bronze and clay-orange coordinate with the English oak furnishings and handsheared lobby carpeting. Four conference rooms for the use of the platform officers project out into the Capitol Avenue Plaza from spaces expressed on the exterior architecture. Fibreglas planters containing 12' Ficus Benjamina trees highlight the lobby landscaping.

All lobby areas are accessible from the street. There are no elevators, stairs or escalators to be negotiated, providing for added banking convenience.

The second floor mezzanine overlooking the main banking room houses the correspondent banking and bank investments divisions, safe deposit vault and the travel service.

Spiral staircase interconnects foot traffic between first floor entrance lobby and second floor of bank.



The third floor elevator lobby, serving the commercial banking, controller and operations divisions, features striking rust-red velour paneled walls, natural wool carpeting and teal blue chairs used with desks of English oak.

The fourth floor features a public service area where tenants and visitors may arrange group activities and small conventions. Provisions are made for lectures, seminars, television and slide productions and other meeting formats. The auditorium seats approximately 175 persons, and an adjacent area finished in wood paneling serves as an additional meeting place. Three more divisible rooms are equipped with a serving pantry so that meals may be catered on order from the restaurant on the top floor.

The fifth floor was designed and engineered to accommodate the bank's executive offices and technological information system. The Management Communications Center, an integrated network of advanced electronic components, will be used extensively by bank management. Multi-media equipment control for slide and movie projection, sound volume and distribution and intercommunications is located in the MCC projection cab—a room within a room. Self-powered ceiling friction drive allows the cab to assume two operative positions in the communications center. The first is flush against the rear wall for single front projection. The other, midway in the MCC, creates two separate meeting rooms which may later be used for

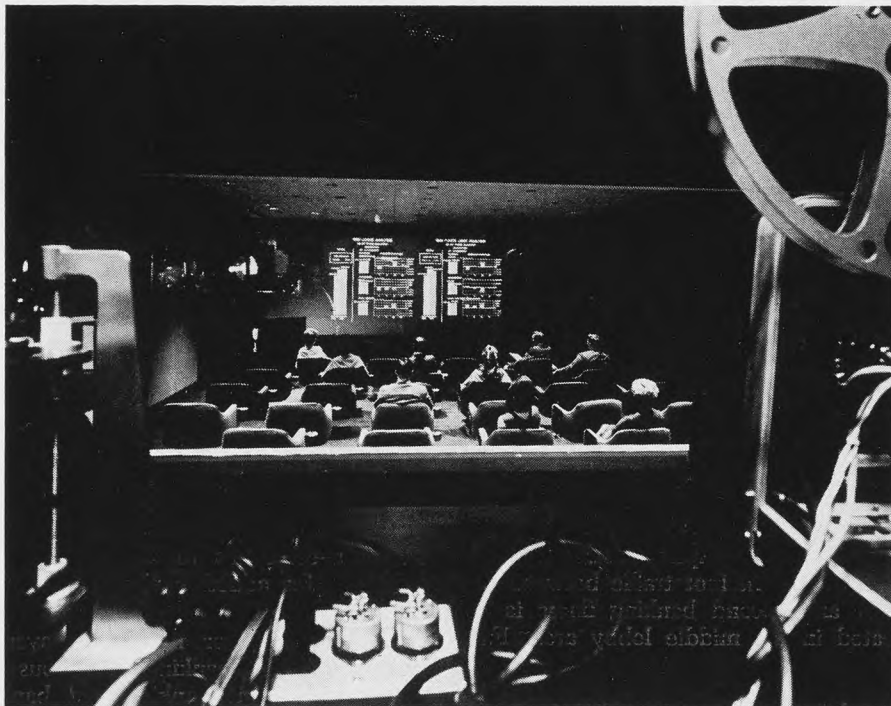
simultaneous presentations with both front and rear projection. In addition to the multi-media equipment, the MCC is furnished with 30 swivel tilt-back chairs upholstered in teal blue.

Remaining bank offices occupy the sixth, seventh and eighth floors. The ninth floor features a beauty parlor, barber shop and canteen area. Future bank expansion has been provided for on the tenth floor.

On the 23rd floor is the private membership Capital Club, offering its members and guests not only a breathtaking view of the Little Rock skyline, but also the finest in entertainment and cuisine. Directly above the club on the 24th floor is the Longworth Restaurant. Open to the general public, it is literally the highest in buffet dining in the capital city.

The building is designed with all stairs and elevators taking up the entire west facade. As a result, office floors are available to tenants as a complete rectangular space unbroken by stairs, elevators or mechanical duct rises. This placement also shields all tenant areas from the severe Arkansas summer sun.

The new structure is the fifth building to be occupied by Worthen. Organized in 1877 with assets of \$75,000, the bank first resided at a downtown site now occupied by a major Little Rock hotel. In 1904, the bank moved to new quarters at Markham and Main Streets, and again in 1915 to Fifth and Main. In 1929, Worthen relocated at Fourth and Main, where it remained until 1969. • •



View from inside Worthen Bank's Management Communications Center projection cab, located on fifth floor.

Career Apparel Policies

What policies are banks formulating regarding career apparel? Since the adoption of outfitting customer-contact personnel has become frequent among banks, the editors of MID-CONTINENT BANKER have been inquiring about the policies banks have been following in regard to their apparel programs.

A recent survey of banks utilizing career apparel reveals that about two-thirds of the respondents have been outfitting personnel for two years or less, a good indication of how the career apparel idea has been catching on in the past few years.

Most banks reported that apparel was adopted because bank personnel requested it. There was little indication of banks having to "sell" their employees on the benefits of coordinated outfits that would eliminate costuming problems, give the bank publicity and ease the clothing budgets of employees.

In a majority of cases, the banks paid for the outfits; however, several reported splitting the cost with employees. Only one bank reported that employees buy the clothing outright. Respondents were unanimous when it came to who foots the bill for maintenance—the employees.

One bank reported that it pays for leasing an outfit for each employee but that the employee must pay for additional or replacement items and for maintenance. Each employee is charged \$4.50 per month for the latter, the amount being deducted from employees' paychecks.

Virtually all respondents reported favorable customer comment upon the adoption of career apparel. Customers like the coordinated look and the fact that it is easier to spot a bank employee—in or out of the bank.

Heading the list of problems banks have encountered regarding career apparel have been the obtaining of adequate service from manufacturers; feasibility of ordering additional outfits; fluctuating weight of personnel that requires alterations; and correct initial fitting.

Respondents reported that apparel was obtained from a variety of sources; however, the majority of banks favor the services of career apparel manufacturers.

New BAI Convention Dates

The Bank Administration Institute's 1970 convention dates have been changed from October 25-28 to November 1-4 because of a conflict with another convention. The city and hotel remain the same—Washington, D. C., Washington Hilton Hotel.



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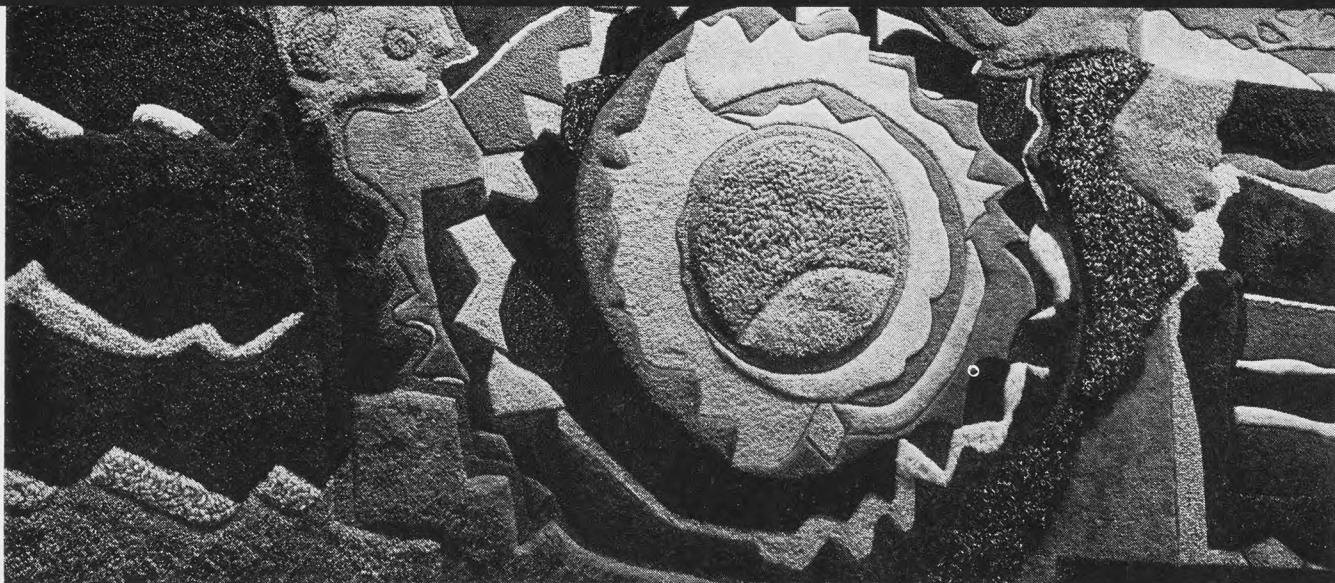
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Detail of Worthen tapestry covering wall of main bank lobby.

Bank Marketing—Trend of the New Decade

Worthen Bank Develops Comprehensive Sales Philosophy

THE MAGNIFICENT tapestry in the lobby of the new Worthen Bank & Trust Company building in Little Rock projects the scope of banking into an art form. Artist Efreim Weitzman captures the essence of the bank's multi-faceted philosophy of involvement in all phases of finances in greater Little Rock, the state and beyond. The work portrays the city as the capital and convergent point of transportation, agriculture, business and art. The tempo of constant challenge and change in banking is evident in the vibrancy of color, proportion and the variety of wool depths used by Mr. Weitzman.

While it may be unusual to compare a work of art to banking, it is applicable to a bank that represents the new and innovative, a bank whose marketing concepts equal the dimension of its handsome 24-story building.

Worthen's President and Chief Executive Officer, Edward M. Penick, believes that a bank must determine its position and move from there in the direction it sets. His philosophy is revealed in the following statement: "In managing a business you must elect what is important for the business at a particular time, and since growth has been our theme, we have emphasized and sacrificed earnings in favor of it. As a part of this, we realize we must have capable and effective people in order to service the new business."

Mr. Penick and other officers of the bank represent a new and ever-increasing number of bank management

By **PAT CONWELL**
Marketing Consultant

people who are changing the image of banking. Rigidity has been replaced by flexibility. This is evidenced by the many young men who are entering banking, not because their interest is centered just in finance or mathematics; but because they are sales-oriented in attitude and approach, matching the present trend in other business.

Worthen's growth has been accelerated by the emphasis that has been placed on marketing. This is obvious by the size and the sphere of responsibility that involves the bank's mar-

keting division. Vice President and Director of Marketing D. Eugene Fortson outlines the department's primary functions as:

- Determining public need for services through research
- Developing services to satisfy those needs
- Pricing services at a profit
- Using techniques to sell the services

While marketing encompasses such far-reaching responsibilities as economic planning and development, public relations, advertising, business development and special training functions, Mr. Fortson places great importance upon the fact that each of the division's senior officers is responsible for business development in his specific area of accountability. He views his position as one that would correspond to that of a merchandise or sales manager.

Director A. Dan Phillips, president of M. M. Cohn and a leading Arkansas retailer, states that "Worthen has been very cognizant of the retailing philosophy."

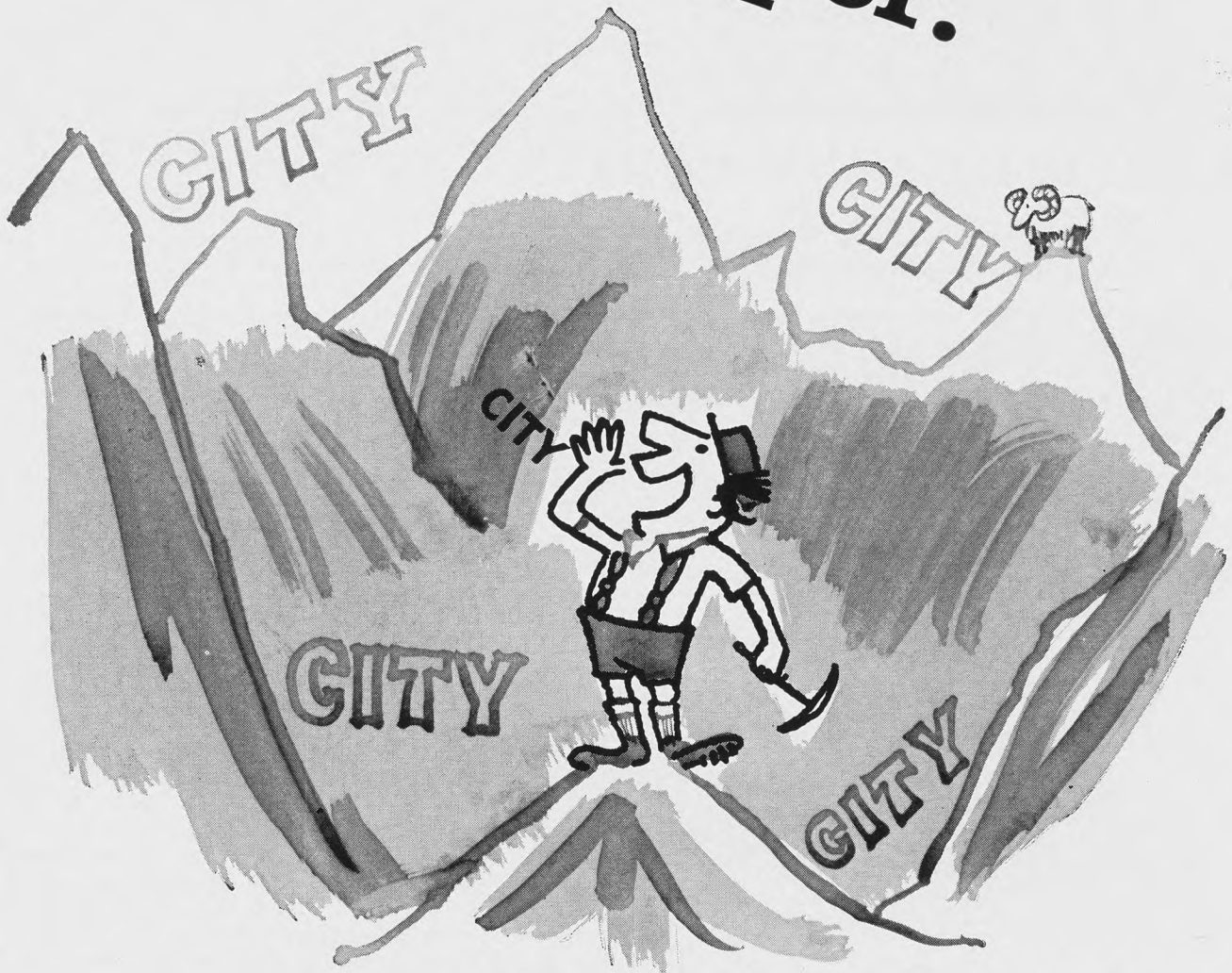
Certainly the action trend of progressive banks verifies the comparison as an increasing number of leader banks are beginning to refer to bank services as "products," replacing the terminology of "savings or checking plans."

Marketing is a relative newcomer to banking generally, heretofore believed applicable only to institutional giants. Now, slowly, banks of all sizes are be-



Worthen Bank personnel model stylish career apparel in new quarters.

Be a name dropper.



When a fellow banker asks who handles your municipal and government bond portfolio, be a name dropper, and see how fast it's picked up. City National Bank & Trust Company - the bank that's known for the correspondents it keeps. And keeps happy.



City National Bank

& Trust Company
Kansas City, Missouri

IT'S GREAT TO DROP A NAME EVERY BANKER KNOWS.

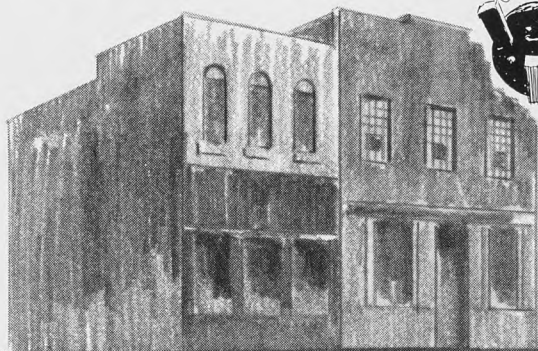
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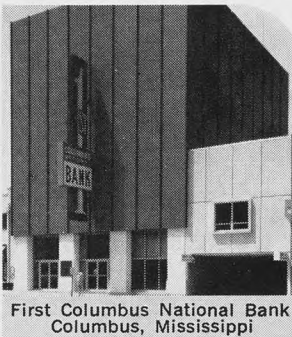
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There are many substantial business buildings that suffer only the look of age. Your building may be one of these. Why not consider the advantages of a MACO "facia-wal" remodeling program and enjoy the progressive look and business response that is associated with a new building.

Proof of the benefits of "facia-wal" is best illustrated by the pictures of three typical banks. In each case MACO designers custom designed a "facia-wal" system to meet the special requirements of each project, but utilized the old building's sturdy walls as a foundation. A wide range of colors and textures of "facia-wal" adapt to any design theme. Many styles of facades, special lighting effects, and the blending of buildings of irregular configurations can be accomplished with "facia-wal."

MACO "facia-wal" arrives at the building site with everything pre-fitted and subassembled. Local workmen have complete materials and plans to install the "facia-wal" in the minimum of time. "Facia-wal" is usually installed without interruption to business, and you have a new looking building at a fraction of the cost of entirely new construction.

There are additional rewards to a "facia-wal" remodeling program. In most every case the business community has responded by taking stock in their own buildings, for remodeling, and soon the area shows the look of progress.

You are under no obligation when you consult with a MACO representative. Call him in for an appraisal of your building. MACO "facia-wal" would undoubtedly be a sound investment for you too.

ginning to recognize that the total idea of selling bank products/services can best be accomplished under a divisional responsibility.

People are the heart of day-to-day banking; the customer and the employee are essential. Both must benefit if either is to be served. This salient factor is often overlooked by management as it strives for new growth without involving people. Community and state affairs are of vital interest to Worthen Bank; senior management is aware that the economy of these two elements directly affects all citizens. Thus as the bank has continued to move into the "big" bank category, there has been care to involve the bank, its officers and staff in the affairs of community and state.

For the past decade it has been apparent that the economy of Arkansas and its people were in need of a large financial institution if each was to continue to grow and prosper. And it was thus that corporate plans were developed to prepare the foundation to build such an institution, plans that have thrust Worthen into a position of leadership in the state.

The bank's attitude toward people inspired the design of the new building by Nolan Blass of Erhart, Eichenbaum, Rauch & Blass. A multitude of Arkansas' natural resources are visible throughout the bank, culminating in a meld that not only appeals to the eye, but creates a warm and comfortable atmosphere, rare for a bank. In planning the bank there was a primary concern for the people who would use the building rather than to present a "showcase look." This interest in people is perhaps best described in a reply that Chairman James H. Penick made to an out-of-town visitor who was complimenting him on the beautiful building. Thanking the visitor, he said, "Well, you have to give folks a comfortable place to work or they can't do their best." It appears that a great deal of the best in people has been manifested in this building.

Employee development has been of key importance at the bank, as it should be for every bank; however, with the rapid growth of Worthen employee development has been a necessity in order to keep ahead of need. A recent example of action has been the election of Miss Carol Crain as marketing research officer. A four-year employee of the bank, attractive, 27-year-old Miss Crain may well be one of the youngest women officers in the country working in this capacity. Certainly it proves what Mrs. Anna Foster, president of the American Institute of Banking, has said, "Banking is a wide

(Continued on page 60)

The MACO CORPORATION

Phone: 219-356-3900 Huntingdon, Indiana 46750



When it comes to Arizona, we'll come to you.

First National Bank representatives criss-cross the U.S. telling facets of the Arizona story. It's a story we know better than anyone.

We're Arizona's oldest bank. Nearly 90 offices statewide. More important to you, we are staffed in depth with research experts who can produce anything you want to know about Arizona. Anything.

Write or phone First National next time you're after Arizona facts. You'll get them. Personally delivered, if it will help.

Meanwhile, we think you'd enjoy reading our PROFILE OF ARIZONA, published monthly. A combination of industrial activity, history, geography, a little Arizona romance and lots of economic facts. Illustrated by color photos. To get on the mailing list, just write.

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First National Bank of Arizona
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Educational Advertising Projects Help Banks Polish Public Image

By LARRY D. STONE, Associate Editor

"THE GREATEST challenge facing the banking industry today is communicating more effectively in the face of public misunderstanding and political opportunism." These were the words of Nat S. Rogers, president of the American Bankers Association, in a special letter to member banks sent late last year. Mr. Rogers, who is president of First City National, Houston, went on to say, "Banks are bearing the blame for tight money, high interest rates and inflation. The right of banks to adapt and expand customer services is being questioned."

Mr. Rogers' letter told of the ABA's plans for assisting in the development of a new, long-range, nationwide research and public relations program (in cooperation with the Foundation for Full-Service Banks). But it was also a challenge to individual members to take the initiative in their own communities to polish banking's image.

Spurred by the goal to "present banking's positive story to the public," First National of Joplin, Mo., sponsored a 30-minute news special on a local television station. The program, "1969 Year-End Review," was aired

on December 26 in prime time, preempting a popular network series. The program was produced by the local news staff and was not interrupted by commercial messages. This was announced at the beginning of the program and the bank was given proper credit.

At the end of the program, Bruce Adamson, president and chairman of First National of Joplin, used the commercial time to discuss economic matters, in an attempt to educate the public on the causes of inflation, tight money and high interest rates.

"Unfortunately banks have, in my opinion, been unfairly blamed for these economic problems," said Mr. Adamson in his televised remarks. "What the public fails to realize is that inflation, tight money and high interest rates are not caused by banks," he continued, "but are the results of economic forces and government monetary policies which banking does not control. Banks suffer from these economic problems as much—and many times more—than some other segments of our economy. One problem is high interest rates paid by our government to finance the massive national debt.

This causes disintermediation—the process where investment capital is transferred from our local economy to the national level."

Mr. Adamson pointed out that the transfer of money out of the local economy limits the local area's growth. He said his bank subscribes wholeheartedly to the philosophy that it is a bank's responsibility to help its market grow. "In spite of moderate disintermediation," he told viewers, "your deposits made it possible for First National to lend \$42,320,000 in 1969 to businesses, educational institutions and individuals in our four-state area. And with the use of these funds, our city and region have grown and prospered."

Mr. Adamson closed with an expression of hope that "1970 brings a reversal of government monetary policies which caused the economic problems of the '60s. We pledge our support and dedicate our efforts to the continued development of Joplin and the entire area."

First National received much favorable response to its sponsorship of the year-end news review program. The bank plans to sponsor another such show at the end of 1970. The text of Mr. Adamson's remarks also formed the basis of a New Year's ad by the bank in the local newspaper.

Across the state, in St. Louis, another banker spoke out on economic conditions with a financial forecast ad in the *St. Louis Post-Dispatch*. While the original intent of the ad was not to polish banking's image, it probably accomplished this to some degree. The ad was headlined "Financial Futures" and ran in the form of a message from

Awaiting cue, Bruce Adamson prepares to discuss his bank's position on economic matters following television "special." He is president and chairman of First National, Joplin, Mo.



JAMES

Correspondent News

MERCANTILE
ST. LOUIS, MISSOURI **TRUST**
COMPANY MEMBER
PHONE 231-3500



from your men at

MERC



NEW OFFICERS AT MERC: James J. Reedy, elected Vice President, will head the Illinois Division which includes Indiana, Iowa and Kentucky. He joined the Banks and Bankers Department in 1965 as Assistant Vice President and is already well known to bankers

in the Illinois Division. James H. Martin, named Assistant Vice President, will call on correspondents in Arkansas and other southern states. Melvin E. Schroeder, named Correspondent Bank Officer, will serve banks in Missouri.

NEW PRESIDENT AT MERCANTILE-COMMERCE: John H. Obermann, who headed Merc's Banks and Bankers Department from 1966 to last September, has been elected President of Mercantile-Commerce Trust Company in St. Louis, succeeding Frank Merget who retired December 1.

CORRESPONDENT EXPORT SEMINAR AT MERC. Forty correspondent banks in southern Illinois and eastern Missouri and prospective exporters in their areas attended a recent Export Seminar, first of its kind, at Mercantile. The program included a discussion of Marine and F.C.I.A. insurance features, services offered exporters by the Department of Commerce, and the expanding number of services provided by Mercantile in the exporting field.

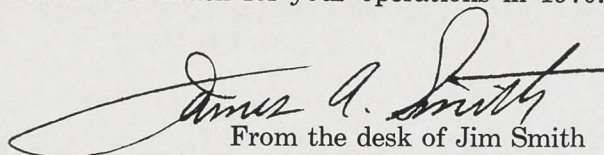
"NEW" BANKMARK COMING SOON. 1,000,000 Bankmark cards—currently recognized by more than 18,000 merchants in four midwest-area states—will soon have a new name and a new look. Conversion of Bankmark to the Master Charge system will take place during the first half of 1970. With this conversion, Bankmark cardholders will become part of the 20-million-card Master Charge system, backed by more than 3,000 banks and with cards honored by more than 600,000 retail outlets in 49 states and 40 foreign countries.



400 RETAILERS AT MERC CHECK-FRAUD CLINIC. Management and credit personnel representing large and small retailers in the St. Louis area attended an informative session, co-sponsored by Mercantile and Mercantile-Commerce Trust Company, for a discussion of ways to minimize check-fraud losses. Moderated by Senior VP Jim Brown and headed by VP Herman Orlick and Dick Skouby, the program included authentic information from representatives of the Circuit Attorney and Prosecuting Attorney, the F.B.I., and the Security Division of Credit Systems, Inc.

A sample kit, distributed to retailers in attendance, is available on request to Your Man from Merc.

JUST A REMINDER—that Your Man from Merc offers you a wide variety of highly useful computer services. At the moment, we are extending such service in Demand Deposit Accounting, Savings, C-D's, Payroll Accounting and Installment Loan Accounting. Call us today for complete information on these services which can do so much for your operations in 1970.


From the desk of Jim Smith

the chairman of a group of banks which call themselves "the neighborhood banks with big bank capabilities." James Rush James Jr., chairman of the four St. Louis-area banks, told MID-CONTINENT BANKER that his banks had a strong conviction on the economic trends and the ad was motivated by the responsibility felt toward their depositors, borrowers and the four communities they served. "We felt people were not preparing for the approaching problems and we merely tried to get them to 'tighten up their own ships' a little," said Mr. James.

The four banks in the group are First Security Bank of Kirkwood, Bank

of Crestwood, Clayton Bank and Hampton Bank, St. Louis. Mr. James' message began with an explanation of the reason for the ad, noting that such "forecasts (usually) are laced with a generous amount of hedging." He pointed out that the opinion of his banks was being offered at the time (December 28, 1969) because certain economic undercurrents were "running so strong that their effect on future business conditions seems clear."

Mr. James stated as the ad's purpose "to offer financial guidelines for our customers and the communities our four banks serve, to assist in making investments and calculating loan re-

quirements during 1970." He then went on to say, "Our indicators say there will be a recession in 1970, developing out of the current slowdown in economic expansion." Predicting recovery by mid-year and an upswing by the fourth quarter, he told readers that the depth of the recession would depend primarily on "the duration and severity of monetary restraints decreed by the federal government and exercised through the Federal Reserve System."

Also forecast in the ad was a slower growth of business credit demand and a low demand for business loans, which will result in lowering of bank interest rates on such loans. Mr. James predicted dropping rates on Treasury bills and reduced yields on long-term government securities in the months ahead. Unemployment and reduced work schedules will accompany the anticipated recession, he stated in the ad. This prompted an urging for individuals to increase their savings and for businesses to increase liquidity and cash positions.

Mr. James says his banks are willing to accept criticism if they are wrong about economic conditions. "No damage will be done if we are wrong," he said. "If people slow down and get themselves more liquid, then we will have accomplished something." A subsequent report is planned, however, if economic conditions warrant, said Mr. James. A similar ad with appropriate commentary is anticipated somewhere around March 15, he speculated.

Reaction to the ad, which was reprinted and displayed in the four banks' lobbies, has been very favorable, according to Mr. James. There is room for much more such institutional advertising, Mr. James feels, particularly on the part of banking organizations.

These two cases illustrate an important point. It is one thing to have convictions, of course, but backing them up with action can go a long way toward polishing the image of banking.

Marketing/Savings Conf. Planned for March 8-11

NEW YORK—The ABA's 1970 marketing/savings conference will be held March 8-11 in the Waldorf Astoria Hotel, New York City. Theme of the ABA's fifth marketing meeting will be "Response and Responsibility: Customer Needs and Wants."

According to John P. LaWare, senior vice president of Chemical Bank, New York City, and conference chairman, the meeting will cover such topics as customer surveys, bank charge cards and new techniques.

SPECIAL NOTICE TO ALL

BANK DIRECTORS

Bank Directors need to keep up more than anyone else.

And things are changing so fast that keeping up is a challenge, itself.

The Assembly for Bank Directors is the Directors way to keep up.

And four days well spent it is!

You will gain insight into the critical issues facing banking today.

You will learn to serve your bank and your community better.

You will increase your understanding of your bank's management.

You and your bank will profit immeasurably.

Four days—a gathering of banking's top talent and you.

All to keep you up-to-date.

April 2-5, 1970 The Greenbrier

May 28-31, 1970 Grand Hotel

Two other Assemblies in 1970

Write today for information and applications



THE ASSEMBLY FOR BANK DIRECTORS

**The Foundation for the Southwestern Graduate
School of Banking**

**Southern Methodist University
Dallas, Texas 75222**

We two affiliates want to make this one statement:

Condensed Statements—December 31, 1969

			
RESOURCES			TOTALS
Cash and Due From Banks	\$104,322,395	\$ 6,513,290	\$109,183,300*
U. S. Treasury Securities	53,597,651	4,668,264	58,265,915
State and Municipal Securities	59,374,418	6,160,584	65,535,002
Other Securities	4,001,524	603,446	4,604,970
Funds Sold	20,000,000	1,800,000	21,800,000
Loans	264,568,640	18,466,393	283,035,033
Bank Premises and Equipment	4,446,601	259,863	4,706,464
Other Real Estate	1,148,793	0	1,148,793
Income Receivable	2,465,398	232,894	2,698,292
Other Resources	226,065	365,117	591,182
	<u>\$514,151,485</u>	<u>\$39,069,851</u>	<u>\$551,568,951</u>
LIABILITIES			
Demand Deposits	\$290,375,989	\$15,799,487	\$304,523,091*
Savings Deposits	73,357,414	1,725,323	75,082,737
Other Time Deposits	72,588,279	11,332,340	83,920,619
Total Deposits	<u>436,321,682</u>	<u>28,857,150</u>	<u>463,526,447</u>
Accrued Interest and Taxes	2,500,579	438,785	2,939,364
Interest Collected — Unearned	9,160,612	0	9,160,612
Funds Purchased	15,195,000	0	15,195,000
Other Liabilities	56,982	467,919	524,901
Total Liabilities	<u>\$463,234,855</u>	<u>\$29,763,854</u>	<u>\$491,346,324</u>
Reserve for Possible Loan Losses	\$ 4,667,384	\$ 352,055	\$ 5,019,439
Capital	7,000,000	1,000,000	8,000,000
Surplus	28,000,000	5,000,000	33,000,000
Undivided Profits	7,072,999	2,358,124	9,431,123
Other Reserves	4,176,247	595,818	4,772,065
Total Capital Funds and Other Reserves	<u>\$ 46,249,246</u>	<u>\$ 8,953,942</u>	<u>\$ 55,203,188</u>
	<u>\$514,151,485</u>	<u>\$39,069,851</u>	<u>\$551,568,951</u>

*Interbank Deposits of \$1,652,385 have been eliminated in the above statement.
Members Federal Reserve System and Federal Deposit Insurance Corporation



New Automatic Tape Carillons and Westminster Chimes



"The Bells are Ringing..."

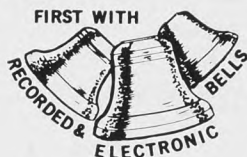
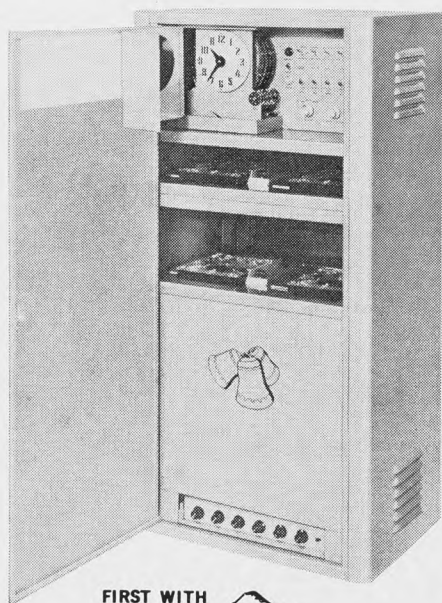
Proclaim your presence in the community through the far-reaching resonant tones of a Bell Industries' Carillon. Westminster Chimes sound the hour of the day. Music of your choice rings out the glory of special occasions. Emphasize your welcome to all community residents.

Whatever the scope of your operation, and your budget, Bell Industries has a system to convey your message in high fidelity excellence. Options with bell systems by Bell include background music and paging, both inside and out.

Tape carillons are compatible with your clock and may be programmed to ring at designated times. Simply set schedule and insert tape cartridge. No further attention is necessary.

Bell Industries' Automatic Tape Carillon unit.

Reliability . . . ease of operation . . . high performance.



BELL INDUSTRIES, INC.

4212 AIRPORT ROAD • CINCINNATI, OHIO 45226
PHONE (513) 321-8044 CALL COLLECT

Mercantile National Announces \$4.5-Million Expansion Program



View of new six-story building for Mercantile complex. New construction will aesthetically unite various Mercantile structures. Drive-in facility will be located on first floor.

MERCANTILE NATIONAL, Dallas, last month announced plans for a \$4.5-million expansion program that will produce two full blocks of banking services in the city's downtown section.

Improvement of an area in the heart of Dallas' business district will include construction of a six-level banking services and office building, expanded pedestrian tunnel facilities, full-service drive-in banking and the architectural unification of all structures in the Mercantile complex. The six-level building will be engineered for expansion to 15 floors.

The project at Main, St. Paul, Commerce and Ervay will complete a de-

velopment begun in 1943 with construction of the building now housing Mercantile National. New Mercantile underground mall and gallery techniques, major parts of the program, are expected to become forerunners in futuristic plans for a business district-tourist center network of protected walkways.

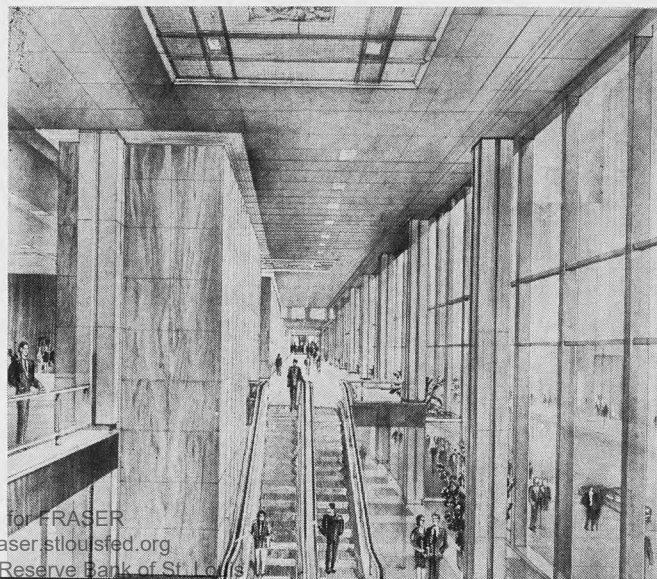
The bank acquired several older structures at Main and St. Paul to complete the two full-block concept. Work was scheduled to begin last month on demolition of the buildings, including the former home of the old Empire State Bank.

A new building scheduled to be completed in June, 1971, will join

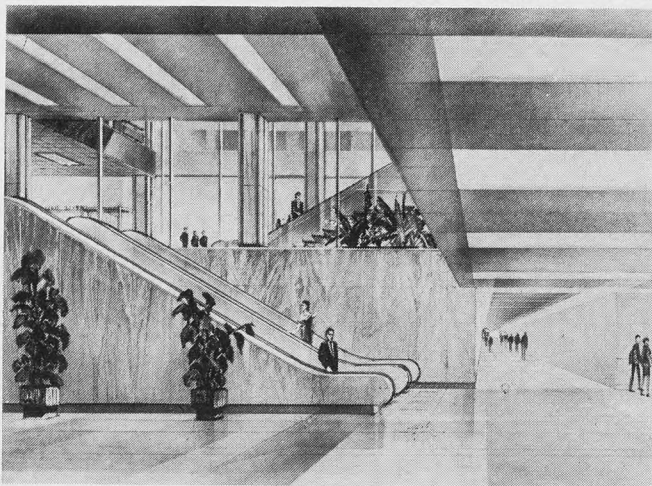
the Mercantile National Bank, Mercantile Securities and Mercantile Dallas buildings in creating the full block of services. The present tunnel under Commerce Street—joining the complex with the Mercantile Continental Building—will be expanded, modernized and linked to a new, 200-foot-long pedestrian walkway under Mercantile Continental. The program will include modern access facilities to the tunnels and new, wide galleries.

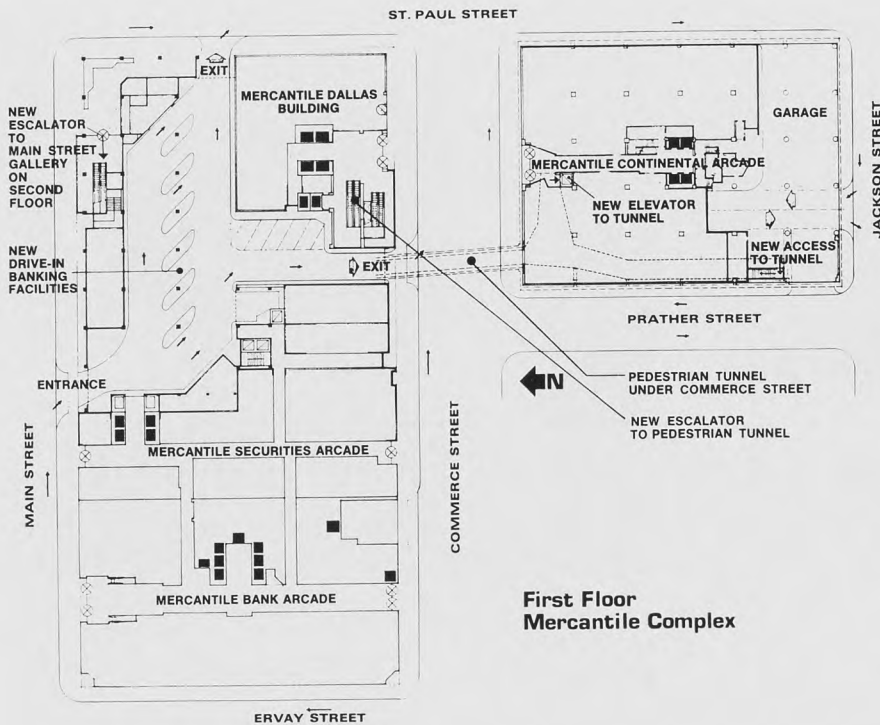
Mercantile will create a customer-oriented drive-in banking area with eight tellers, who will provide full banking services. This area will be located at ground level. The credit and audit department will be expanded in

Long Main Street gallery as it will be viewed from the reception room of the chairman of the executive committee.



Escalators from Mercantile Dallas Building lobby will connect with tunnel under Commerce Street to Mercantile Continental Building.





First Floor
Mercantile Complex

the fourth level of the new building. The data processing system will be moved to fifth-level quarters almost four times as large as present facilities. Rentable office space already leased will be made available on the sixth level.

A new reception lobby near the corner of Main and St. Paul will provide access to all Mercantile offices. Escalators in the new building will carry customers to and from second-floor galleries that will interconnect all structures in the complex. The 16-foot-wide galleries—one overlooking Main Street almost the full length of the block—will match present Mercantile decor. Architectural unity will be achieved through continued use of green spandelite panels, travertine marble, cream brick and imported furnishings.

New escalators in the Mercantile Dallas Building will provide access to an underground restaurant and a mall created by the remodeling of the present tunnel system. The present Commerce Street tunnel, at the foot of the planned Dallas Building escalator, will be widened and linked to elevator service in the Mercantile Continental Building.

The escalator and elevator service also will be linked to a new underground walkway under Mercantile Continental from the Commerce Street mall south to Jackson Street. The elaborate, 200-foot-long tunnel—through the area of the present Continental parking garage—will offer an entrance from Jackson Street to all Mercantile complex buildings.

The expansion program—the fourth such project in the Mercantile complex in 15 years—is scheduled to be completed in November, 1971. Following demolition of the section of buildings including the Empire State Bank structure, the second phase will begin around May 1. • •

Bank Marketing

(Continued from page 52)

open field for women.” For those interested in challenge and ever-changing latitude, banking is offering new opportunities.

The bank's approach to career apparel is further evidence of its departure from the ordinary. Women in customer-contact areas have worn uniforms in the style of suits and blouses for some time. However, when plans were being formulated for the new bank, it was recognized that within the framework of the idea of career apparel there was need for individual expression in appearance, giving rise to the decision to have the women's ensembles custom designed. Using a color theme of ivory and bright persimmon, which reflects the clay-orange of the tapestry, fabric for the dresses and capes is 55% dacron and 45% wool in a pebble weave. There are two dress styles, and the short cape fits equally well over either. Outer coats, worn to and from work, are 100% wool, and lined in milium. The fabrics and designs were selected for on-the-job

comfort, as well as suitability for the area's climate.

Each of the contemporary coordinates supplied by the bank is interchangeable with fashion accessories, which include silk scarf, chain belt that can double as a necklace, a 72-inch rope of pearls and gold personalized pin.

Originally planned for approximately 120 women, the ensembles were made optional to all women in the bank. Presently well over 200 women are wearing the ensembles, and the imaginative way in which the accessories are being used gives credence to the bank's belief that change and creativity are part of the day-to-day decision making at Worthen.

Bank imagery has long needed refurbishing; this has been accomplished at Worthen. It would be difficult to give one precise reason for the refurbishing, but certainly competition would have to be considered. Competition comes in many forms, ranging from the labor market to the many new depositors and users of bank services who make varied demands. Thus it is refreshing to discover banks that are changing with the times, anticipating future need and being ever-cognizant of their images. Banks such as Worthen acknowledge that new business is part of their goals and are unabashed at going out and getting it. This appears to be an all too brief summation of Worthen's marketing concept, yet it is a true one, as the bank's newest growth figures attest.

Management is a team where communication is essential—each member aware of the goal, each conscious of the position he is to play. There is no place for multi-divisional corporate factions to bog down the overall effort and with Ed Penick quarterbacking the Worthen team this is not likely to happen as the management communication center works overtime.

Banks with goals similar to Worthen's are openly planning to meet competition by constantly upgrading all segments of their operations, sacrificing immediate profits as they gear corporate planning to prepare sound foundations for growth, thus better serving the broad spectrum of America's people. • •

Named to Fed Post

MEMPHIS—Allen Morgan, chairman, First National, has been named by the Federal Reserve Bank of St. Louis to be a member of the Federal Advisory Council from the Eighth Federal Reserve District for 1970. He had been a director of the Memphis Branch, St. Louis Federal Reserve Bank, since 1964.

Chase Network Latin America



Let Chase Manhattan help you offer your customers complete banking service throughout Central and South America.

Chase Network Latin America links our many branches, associated banks, and representative offices to help you provide your customers with complete, flexible, and efficient banking services in Central and South America.

This vitally important area of the world still offers prospects for development and progress. The growth of intraregional trade and investment provides an added dimen-

sion to the kind of services which Chase can help you offer your customers. Whether they require counseling on trade financing in the area, foreign exchange problems, or the best method of financing local operations, remember the knowledge and important contacts which are available through any of our Chase Network Latin America locations.

And every Chase branch, associated bank, and representative office

is part of a world-wide system dedicated to providing your customers, both corporate and individual, with the best in banking services. Remember...you have a friend at

**THE
CHASE
MANHATTAN
BANK, N.A.**



1 Chase Manhattan Plaza,
New York, N.Y. 10015

Chase Network Latin America: ARGENTINA, BRAZIL, COLOMBIA, GUYANA, HONDURAS, MEXICO, PANAMA, PERU, VENEZUELA.

Member FDIC

Mr. Bank President:

Are You Neglecting the Source of Your Free Merchandise?

THE BANKER "has it made." He uses merchandise for which he pays nothing. And all too often, he neglects the fellow who puts up the merchandise "for free." Oh yes, Mr. Banker, you can say that the customer with the big loanable balance gets checking service at no charge. But examine these accounts and the balances in them and see how much money is there above what is required to pay for checking service, to be loaned by you and for which your depositor receives not a dime.

Unfortunately for Mr. Banker, competition for this "free" ride is breathing down his neck. What is he going to do about it?

Before the 1930s, when I was a banker, banks paid interest on the loanable balances in deposit accounts. Then the rules were changed by the federal government so that there was no more payment of interest on loanable balances. Since that edict, bankers have been "sitting pretty." Banking is about the only business in the world that gets for *nothing* that which it uses to make money. But Mr. Depositor, the big depositor, has gotten wise to this deal. And he's being solicited by others to let them have this money for which they'll pay a fee. He's finding ways to put this money to work—at interest. Furthermore, recent studies show that liquidity of corporations, in the form of bank deposits, is going down steadily. Why keep money in a bank and get nothing for it, when it can be "rented" at a profit? The corporation treasurer who sits on a big deposit soon hears about it from "upstairs." And the individual with a big deposit also hears a lot about how foolish that form of a gratuity is when one can have safety with liquidity, and high interest rates in U. S. bills, notes, commercial paper and even bank savings certificates. So, out goes the deposit.

By J. K. SINCLAIRE

Chairman, Kennedy Sinclair, Inc.
Montclair, New Jersey

Mr. Sinclair established Kennedy Sinclair, trust advertising, marketing, sales training and fund raising agency, in 1930. Prior to that time he was associated with National Bank of Commerce in New York City and Prentice-Hall, Inc., Washington, D. C.



Yes, inflation, the tremendous increase in Gross National Product and personal income, capital gains cashed in and many other factors have lifted total bank deposits to an all-time high. But if you examine the record, Mr. Banker, you will find that savings banks, mutual funds, S&Ls and the stock exchanges are getting an increasingly bigger share of the "pie." And their share will continue to grow. Why? Because the competition for your so-called "deposit dollar" is getting tougher and tougher.

Life insurance companies are starting mutual funds or buying established funds. Loan companies are buying banks. Mutual funds are securing trust charters. What does this movement mean to you, Mr. Banker?

Just this: You are now going to have to compete for your dollar deposit with sales organizations that have been trained to sell. Your "backyard" will be covered not by one competitor's salesmen but by many. Your competitors' sales forces will have sales managers at the top and regional managers below managing these men, all trained

to stimulate these salesmen to get that deposit dollar that up to now simply fell into your bank. Unfortunately, because too little sales work has been done by so many banks to cement close relationships with prime customers, many of these depositors are open for better propositions. They know they have not received a penny from you for the use of the loanable balances in the checking account beyond that required to cover checking costs and show a profit. Or, if they don't know, you can be sure the salesmen selling the service designed to get your deposit dollar will be using this fact as a motivating sales point.

Neglected Depositors. Who are these people who put up the free merchandise for your bank? A study made not long ago showed that from 70% to 80% of total depositors in regular checking accounts (of the banks analyzed) are owned by about 20% of the depositors. So, it is this 20% of your depositors who need your attention *fast*. A study made by our market research department reveals that 25% of households with checking accounts control 62.8% of the dollar balances. These figures include both regular and special checking accounts.

The problem is a tough one, but not insoluble. However, the view seen by most bank presidents from their ivory towers will have to be revised. This is not a sales job that can be done successfully through free luncheons and handshakes. Bankers are going to have to get out and sell, as do their competitors—the mutual funds and insurance companies.

Depositors are people. They like personal attention in their offices. But the bank's selling plan must show the depositor that he can get benefits from the bank that more than offset the earnings on the money on deposit that the bank lends.

Too long have we neglected the

NATIONAL TRUST AND SAVINGS ASSOCIATION AND SUBSIDIARIES

Consolidated Statement of Condition

RESOURCES:

	December 31, 1969	December 31, 1968
Cash and Due from Banks	\$ 4,776,658,000	\$ 4,296,123,000
United States Government Securities and Securities Guaranteed by the Government	1,906,776,000	2,478,533,000
State, County and Municipal Securities	1,880,730,000	1,925,230,000
Other Securities	468,742,000	484,401,000
Total Securities	\$ 4,256,248,000	\$4,888,164,000
Loans	14,297,570,000	13,357,902,000
Funds Sold	480,969,000	432,683,000
Customers' Liability for Acceptances	494,269,000	339,043,000
Bank Premises and Equipment	397,745,000	359,662,000
Other Resources	551,945,000	489,759,000
Total Resources	\$25,255,404,000	\$24,163,336,000

LIABILITIES:

Capital	\$ 214,618,000	\$ 214,228,000
Surplus	587,207,000	585,772,000
Undivided Profits	274,892,000	246,541,000
Reserve for Contingencies	61,014,000	50,462,000
Total Capital Funds	\$ 1,137,731,000	\$ 1,097,003,000
Reserve for Possible Loan Losses	276,001,000	201,899,000
Demand Deposits	9,102,040,000	8,436,610,000
Savings and Time Deposits	13,069,423,000	13,066,282,000
Total Deposits	\$22,171,463,000	\$21,502,892,000
Funds Borrowed	504,314,000	434,609,000
Liability on Acceptances	513,797,000	343,513,000
Other Liabilities	652,098,000	583,420,000
Total Liabilities	\$25,255,404,000	\$24,163,336,000

BANK OF AMERICA NATIONAL TRUST AND SAVINGS ASSOCIATION • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
MEMBER FEDERAL RESERVE SYSTEM

big depositor who puts up the free merchandise. The fact is, he is actually unaware of many of the valuable banking and trust services at the bank that he could use to advantage. In other words, you must merchandise and sell, *personally*, your large depositor on the benefits your bank can bring to him, if you are to hold a large portion of this excess deposit dollar.

Wrong End of the Cornucopia. I read a report in the *New England Business Review* (August, 1968) on the impact of credit cards by commercial banks. It's an interesting article, all about the possible advantages and disadvantages to banks of credit card installations, profits made, etc.

The thing that struck me was that without money from large depositors, with these free loanable balances, this credit-card business would be "for the birds." Bankers seem agile in seeking "diamonds" in areas that are not "old hat," but when it comes to the "meat and potatoes" of the supply of energy, and the suppliers of that energy—the large depositors—bankers ignore the 20% who provide about 70% of the energy.

For some reason—and I will admit human nature pursues the same fallacy in all walks of life—a banker must, from time to time, "light a bomb" in the form of some new service, or he thinks he's not being heard. And he spends hours figuring out how to computerize as much daily work in the bank as he can. All to the good. But people with money want to be personalized. It "ain't" funny, when you have a good balance, to be neglected. And the men and women and the companies and corporations that have this money are more precious to the success of a bank than all the computers in the world.

Sales and Salesmen. The ball game has changed in the banking business. Make no mistake. The "upstarts" are no longer considered as such. Many are larger than most banks. And a few banks are edging into the holding company form of organization to permit them to get into businesses that a few years ago would have been shunned by the banking fraternity.

All of these changes, Mr. Banker, mean that someone in the bank will have to be found and trained to be willing to give up "fannyitis" and get out and sell. In fact, his job—and maybe yours—will depend on it. You'll not be in "fuzzy" sales company either. Your competitors, those life insurance companies—particularly those with mutual funds and variable annuities—have strong sales-centered organizations. They are not pushovers. Neither

are the mutual funds. You'll need the best you can get to do a real sales job on the 20% of your depositors who really put up the merchandise you rent or sell.

Where are these salesmen for your bank? As with any organization, in two places—under your roof and outside your bank.

"Under Your Roof" Men. Your officers and branch managers are with you now. Many have a keen insight into the benefits you offer your big depositors. Your large depositors are ready to be called on but are not in the frame of mind to sit and listen to "talk." What your officers and bank managers will have to do is "sell," not "talk" your benefits. A man or woman with money—the president or treasurer of a company—wants to know what you have for him that will benefit him. It may be a materialistic thought, but he or she is sitting there with two principal thoughts in mind when your branch manager or officer sits down: 1. It's real nice to have a person from the bank call on me. 2. What does he have that will benefit me?

So, you'll have to train your officers and branch managers to sell. They must *know* and *show* these benefits. They must be enthusiastic about these benefits.

Look around your bank. There may be some young men who have the talent to become successful bank service salesmen. They'll have to be found and trained in selling bank services. There are some in every bank, and there are several plus-values to bank management in the sales training given them:

1. It builds a feeling among the younger men that there is an opportunity in the bank to get ahead faster.

2. Industries have found that their marketing and selling divisions are a splendid source of supply of top executive talent.

People make a business successful. A bank, more and more, will be successful to the degree that its staff develops the ability to convince its present and future large depositors that the service it offers provides benefits exceeding those offered by the competition. Where is such trained talent to be found for the future? As in corporations, the sales organization of a bank should be the largest single source of such talent. Without a source of such talent, competition—already far ahead in recruiting and training salesmen—will gradually take over more and more of the deposit dollar.

Recruiting From Outside. It isn't easy to find talent, in the embryo, that will eventually produce bank service salesmen who can get results.

But you can find them if you work at it. You can test them for characteristics that carry with them the potential for successful selling.

Corporations, businesses, life insurance companies, mutual funds, security brokers—day after day—are looking for potential salesmen. They find them. It takes time to select them, and it takes an investment to train them. But what makes a bank so different that management thinks it needs no salesmen? Have you made loans to companies that must sell merchandise to make a profit and yet have no salesmen? Better check back, if you have. No sales—no profits—no loans paid off. The bank is now in the same position. Profits are going to fall if the business of personally selling banking services is neglected. The banker, with competition around the corner, is now in the same game as the corporation president with competition breathing down his neck. That president knows he needs trained salesmen. The banker now should know he needs trained salesmen.

You, Mr. Banker, are ahead of competition right now. You are in a good position to use salesmanship to keep your deposit business and get more of it. You have advantages that you can put to great use.

You are in. Your competitors—life insurance, mutual funds, etc.—are *out*.

What do I mean? Nearly all of your depositors in the class that requires these sales calls have a "wide open door" for you to enter. They *know* your bank. They have money there. Most, as I've said before, have seldom been called on. Few, if any, have been shown and sold the bank benefits that will make more money for the depositor.

Your competitors will have to be much more ingenious in getting in that seat beside your depositor's desk. The man with the money (the money in your bank) possibly knows the company being represented only by name. He probably doesn't know the salesman at all.

This situation can change rapidly. It has been changing day by day and week by week. More and more men will soon be selling mutual fund investing tied to life insurance or mutual fund investing with life insurance for pension and profit-sharing plans.

Remember, your depositors—as do all people—buy benefits. If your competitors' salesmen get there "fustest with the mostest," you are going to lose.

Your depositor buys what he sees and what he believes will do him the most good. If you don't tell him and show him what you have to benefit

Morgan Guaranty Trust Company

O F N E W Y O R K

Consolidated statement of condition

December 31, 1969

Assets

Cash and due from banks	\$ 3,370,336,333
U. S. treasury securities	728,693,437
Obligations of U. S. government agencies	57,895,942
Obligations of states and political subdivisions	502,573,511
Other investment securities	81,335,833
Trading account securities	171,868,213
Federal funds sold and securities purchased under agreements to resell	28,914,906
Loans	5,597,222,585
Bank premises and equipment	70,409,653
Investments in subsidiaries not consolidated	5,945,871
Customers' acceptance liability	300,162,982
Other assets	509,714,304
Total assets	\$11,425,073,570

Liabilities

Demand deposits in domestic offices	\$ 4,989,867,974
Time deposits in domestic offices	833,895,432
Deposits in foreign offices	3,195,533,262
Total deposits	9,019,296,668
Federal funds purchased and securities sold under agreements to repurchase	441,266,319
Other liabilities for borrowed money	200,523,302
Accrued taxes and expenses	131,287,895
Liability on acceptances	311,893,764
Dividend payable	11,404,250
Mortgage payable	18,003,179
Other liabilities	366,903,222
Total liabilities	\$10,500,578,599

Reserve

For possible loan losses	113,744,541
------------------------------------	-------------

Capital accounts

Capital notes (5%, due 1992)	100,000,000
Equity capital:	
Capital stock (9,123,400 shares at \$25 par value)	228,085,000
Surplus	336,500,000
Undivided profits	146,165,430
Total equity capital	710,750,430
Total capital accounts	810,750,430
Total liabilities, reserve, and capital	\$11,425,073,570

Assets carried at \$925,053,097 in the above statement were pledged as collateral for borrowings, to qualify for fiduciary powers, to secure public monies as required by law, and for other purposes.

Member, Federal Reserve System, Federal Deposit Insurance Corp.

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Midtown Offices Fifth Avenue at 44th Street
Madison Avenue at 58th Street
40 Rockefeller Plaza
Park Avenue at 48th Street

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Milan and Rome (Banca Morgan Vonwiller)
Zurich, Tokyo
*Madrid, Beirut, Hong Kong, Caracas, São Paulo

* Representative Offices

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President

J. PAUL AUSTIN
President, The Coca-Cola Company

R. MANNING BROWN JR.
President, New York Life Insurance Company

CARTER L. BURGESS
Chairman, National Corporation
for Housing Partnerships

FRANK T. CARY
Senior Vice President
International Business Machines Corporation

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President, Southern Railway System

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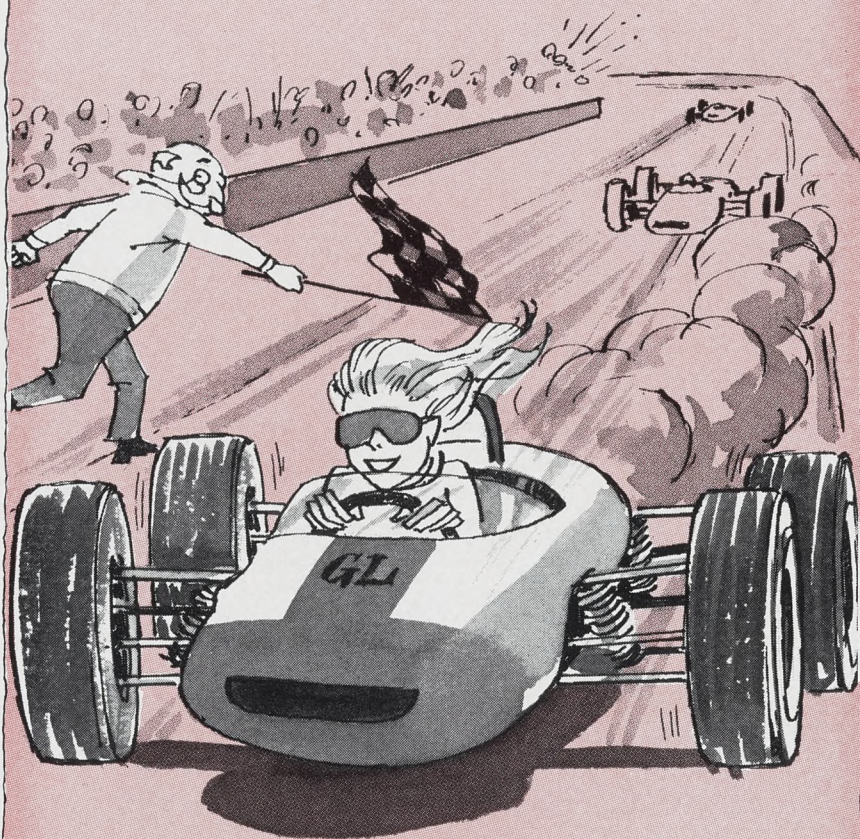
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him, he is not enough of a mind reader to say to a competitor's salesman, "I'm sure my bank has something I don't know about that would fit my case."

Your competitor's main office is probably far away. Most wealthy people prefer to deal with someone close by, all things being equal. You are right around the corner. This personal relationship is a particularly strong weapon when it comes to investments and the trust business. What man wants his widow to have to go miles to see someone she doesn't know? But location helps only if your depositor *knows* you have a service that is better for *him and his family* than does your competitor.

One thing in business that is certain is change. The business of banking has been changing rapidly over the years. It wasn't long ago, somewhere in the '30s, when most banks turned their backs on small loan business. They said, "Let the finance companies take it." Although that attitude didn't last long, how much did it cost banks?

Then along came "pay-as-you-go" small checking-account service. Nearly every bank eventually "opened the doors" to that kind of business. I'm sure even today many banks have no clear record of the profitability of such business. But the bank down the street was offering it, so we must too!

New ideas in investing—mutual funds, life insurance variable annuities, investment clubs, savings certificates, high-interest government bills and notes, \$40-a-month investment plans by brokerage houses—now bring competition, not alone from the "bank down the street" but from large corporations miles away. Personal salesmanship and advertising that sells have put these competitors in every bank's back yard, vying for the large depositor's dollar. That depositor is much more sophisticated and knowledgeable of the benefits received by making more of his dollars work rather than lie idle.

But this change opens a whole new acre of diamonds for the banker who will see the possibilities in it and with the courage and vision enough to act on it. His depositor with money *now* wants attention in his office. He or she wants personal attention. He or she buys only a *very few* of all the wonderful services the bank offers. So a sales call on these wealthy depositors can result in reaching two important objectives:

1. Keep or increase the deposit of the customer.
2. Obtain other profitable banking and trust business from the depositor.

Let me explain, Mr. Bank President:

our answer
TO YOUR CORRESPONDENT NEEDS
IS RIGHT ON THE BUTTON



... to remind you of the "yes" attitude that greets your requests at Boatmen's National Bank. For fast collection service, data processing services, investment counseling services, loan participations, credit information, Trust and Foreign Department services ... whatever your correspondent needs in the great Mississippi Valley... ask your man from Boatmen's. He may not salute, but his answer will be "Aye, Aye!"



BOATMEN'S
NATIONAL BANK OF SAINT LOUIS

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... WHERE MONEY THINGS HAPPEN

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

6913

MID-CONTINENT BANKER for February, 1970

For installment loan coupons, the most logical choice is Rand McNally.

INVOICE NO. 12 12	ACCOUNT NO. 04-1234-567	DUO DATE DEC 31, 68	AMOUNT DUE 100.00
BAL. FWDING 120000	JOSEPH RAPONE	DATE THIS AMOUNT JAN 05, 69	PAY THIS AMOUNT 105.00
RandComp <small>Trust and Savings</small> BANK			
DATE: _____ CHECK: _____ AMT: _____			
MICR: @000010000/ #04 1234 567# 012			

PAYMENT NO. 01	ACCOUNT NUMBER 123-1234567-24	DUO AMOUNT 1269.00	DUO DATE DEC. 27, 68	AMOUNT DUE 1234.00
WILLIAM G. MC WILLIAMS				
RandComp <small>Trust and Savings</small> BANK				
DATE: _____ CHECK: _____ AMT: _____				
MICR: 1066600				

DUO DATE JAN 07, 69	ACCOUNT NO. 1234567	AMT DUE 123.45	AMOUNT RECEIVED
MICR: 11111111 11111111 11111111 11111111			

DUO DATE JAN 07, 69	ACCOUNT NO. 1234567	AMT DUE 123.45	AMOUNT RECEIVED
MICR: 216 5729 1 7500			

MONTH DUE APRIL	MONTH DUE APRIL	NAME MICRand Bank & Trust Company	AMOUNT DUE \$ 1.00
MICR: @0521=0296C 00 6110L* 80			

MONTH DUE APRIL	MONTH DUE APRIL	NAME MICRand Bank & Trust Company	AMOUNT DUE \$ 1.00
MICR: @0521=0296C 00 6110L* 80			

DUO DATE JAN 11, 69	ACCOUNT NO. 1234567	AMT DUE 123.45	AMOUNT RECEIVED
MICR: +5++19031+19000			

RandComp MICR-50 . . .

Accurate, economical, 48 hr. delivery, turn-around document. Your mag-tape, punch card or punch tape is our print order. Entire coupon, including MICR, under computer control.

RandComp MICR-OCR . . .

Computer prepared for either MICR or OCR scanners.

RandComp "ONE" CODE . . .

Special machine readable code from our computer for Scanak readers.

MICRand-10 . . .

Perforated on premises and final MICR encoding added at return proof level.

MICRand-20 . . .

Pre-encoded in MICR, hand-punch due date, amount-proof encoded.

MICRand-30 . . .

Loose, preassembled coupon sets for bank premises MICR encoding.

MICRand-40 . . .

Pre-numbered in MICR, perforated amount and due date, MICR proof encoded with payment amount. Features gross-net payments for more effective late charge collection.

ODP . . .

Machine readable perforated coupons.

We also manufacture a full line of conventional coupon payment books for perforator or hand-punch operation.

Because of the comprehensive capability of our numbered printing facilities, and because of the depth of banking experience among Rand McNally personnel, we have the ability to serve you promptly and efficiently.

For complete descriptive literature on all the Randbooks, call your Rand McNally representative. Or write:



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Bank Publications Division
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A company moved from one area of a state to another. Many of the employees felt it would be wise to move closer to the new area. However, this involved purchasing new homes and securing mortgages. Others felt that, while they did not need to move, the trip by auto each day would be longer and the purchase of new cars was advisable. New savings and checking accounts were to be established by some of the employees, as well as safe deposit boxes rented, wills and trusts rewritten. The company has several large deposit accounts, a deferred profit-sharing plan and a pension plan.

Not one banker now doing business with the company as depository or trustee called on the president of this company.

This is not an unusual happening. I don't blame the bankers, but I do blame the state of mind of the bankers.

What is required? Just what I have been urging: a plunge into the pool of personal salesmanship, a new attitude toward personal selling by top management, a realization that trained bank service salesmen are and will be just as important to the future success of a bank as they are to the success of life insurance, mutual funds and hundreds of other types of business.

Does personal selling pay? If you still have doubts, perhaps this example will awaken you a bit. It is quoted from a speech made by A. M. McNickle before the Pennsylvania Bankers Association and reported in *Commercial West* (August 5, 1967, issue):

"But to give you an illustration of the difference between selling and not selling, the statistics of savings banks selling life insurance in Massachusetts are quite interesting. In Massachusetts, back in 1902, they passed a statute giving the banks the right to sell life insurance, and in Massachusetts you can buy \$5,000 worth of life insurance at 50% of the premium cost that you can buy ordinary life insurance from a life insurance salesman. And still last year, in the state of Massachusetts, the life insurance salesmen sold more ordinary life insurance, just ordinary life insurance alone, in one year than the savings banks of Massachusetts have been able to put in force in 65 years. This is the difference between selling and not selling."

Mr. Banker, "What are we waiting for?" • •

Sprinkel on 'Time' Board

CHICAGO—Dr. Beryl Sprinkel, senior vice president and economist at Harris Trust, has been named to *Time* magazine's eight-man board of economists.

IRVING TRUST COMPANY

and Subsidiaries, New York  A Charter New York Bank

CONSOLIDATED STATEMENT OF CONDITION, DECEMBER 31, 1969

ASSETS	
Cash and Due from Banks	\$2,287,734,447
Investment Securities:	
U. S. Government Obligations	289,710,183
Obligations of States and Political Subdivisions	544,181,182
Other Securities	120,765,076
	954,656,441
Loans	2,215,652,345
Bank Premises and Equipment	72,775,986
Customers' Acceptance Liability	149,898,503
Accrued Interest and Other Assets	63,368,934
TOTAL ASSETS	<u>\$5,744,086,656</u>

LIABILITIES AND CAPITAL ACCOUNTS	
Deposits:	
Demand	\$3,272,909,700
Time and Savings	510,748,177
London Office	1,216,680,473
	5,000,338,350
Borrowed Funds	180,472,614
Acceptances Outstanding	159,028,965
Taxes and Other Expenses	22,349,518
Other Liabilities	45,075,799
	5,407,265,246
Notes Payable, 4½% due 1993	28,649,990
Reserve for Loans	39,721,143
Capital Accounts:	
Capital Stock (\$10 par) Authorized and	
Outstanding 8,046,000 shares	80,460,000
Surplus	128,602,525
Undivided Profits	59,387,752
Total Capital Accounts	268,450,277
TOTAL LIABILITIES	
AND CAPITAL ACCOUNTS	<u>\$5,744,086,656</u>

Assets pledged to secure deposits and for other purposes amounted to: **\$ 383,691,000**

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WORTHEN
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Little Rock





Member FDIC and Federal Reserve System

BOARD ROOM NEWS

Promotions...Staff Changes...Financial Reports

Top-Echelon Changes Planned at Merchants of Indianapolis

INDIANAPOLIS—Merchants National has announced top-echelon changes, effective February 16.

Robert E. Sweeney Jr. will move from president to chairman of the board and will be succeeded as president by Otto N. Frenzel III, who is now executive vice president. Donald W. Tanselle, senior vice president, will become executive vice president and cashier.



R. E. Sweeney Jr. (standing) will move from pres. to ch. of bd. at Merchants of Indianapolis February 16. Otto N. Frenzel III (seated, l.) will become president. Donald W. Tanselle (seated, r.) will become exec. v.p. & cash.

Otto N. Frenzel Sr., now chairman of the board, will become chairman of the executive committee.

The three active officers—Messrs. Sweeney, Frenzel III and Tanselle—represent a total of 78 years of banking experience.

Continental's Brittain Retires; Net Income Up for Conill Corp.

CHICAGO—Berford Brittain Jr., senior vice president of Continental Illinois National, has retired from the bank after more than 40 years of service. He has moved to Magnolia Springs, Ala.

Mr. Brittain joined Continental Bank in 1929 and was elected assistant cashier in 1943. He was named

second vice president in 1947, vice president in 1950 and senior vice president in 1963. He became head of a new division, credit and financial services, in 1968.

In other action, the bank's board has approved a transfer of \$8 million from undivided profits to surplus. Combined capital stock and surplus accounts now total \$450 million.

Conill Corporation, one-bank holding company that owns all outstanding shares of Continental Bank, recently reported 1969 net income of \$46,875,986, or \$2.78 per share. The report was issued on the basis of new accounting requirements of the Comptroller.

Comparative 1968 results for Conill's only subsidiary, Continental Bank, on a restated basis, showed net income of \$45,960,000 or \$2.73 per share.

Jones and Brunson Promoted at NBT

TULSA—National Bank of Tulsa has promoted W. Douglas Jones from assistant vice president and trust officer to vice president and trust officer and Leland Brunson Jr. from assistant trust officer to trust officer.

Mr. Jones joined NBT in 1966. He is a member of the American, Oklahoma and Tulsa County Bar associations. Mr. Brunson has been with the bank since 1967.

Shareholders of the NBT Corp. will vote at their annual meeting February 10 on a proposed reorganization and recapitalization. Present authorized capital of the corporation consists of 1 million shares of common stock, of which 756,450 are outstanding and 243,550 are authorized but unissued. Shareholders will vote on a recommendation that authorized capital be increased to 6 million shares and reclassified so that 5 million would be common stock, \$4 par value, and 1 mil-

lion would be preferred stock, no par value.

If approved, the proposal will result in a 3-for-1 stock split of present authorized stock, both issued and unissued, with the result that the presently authorized and issued 756,450 shares, \$10 par value, would be changed into 2,269,350 shares, \$4 par value. This move also would provide 2,730,650 shares of common and 1 million shares of preferred stock authorized but unissued, which could be used for future NBT Corp. acquisitions on a stock-exchange basis.

H. F. Harrington Retires as Chairman of Boatmen's

ST. LOUIS—Harry F. Harrington has retired as chairman of Boatmen's National, but he will remain a director. Mr. Harrington began his employment with Boatmen's in 1915 at age 15 as a junior accountant.

Mr. Harrington had been chairman since 1961 and was president and chief executive officer from 1954 to 1965. He was elected a vice president in 1937 and a director in 1947. Mr. Harrington was graduated in 1941 from the Stonier Graduate School of Banking, Rutgers University.



HARRINGTON



JONES

25% Stock Dividend Declared by National Bank of Detroit

DETROIT—National Bank has declared a 25% stock dividend, subject to approval by shareholders next month. The bank has indicated its intention to pay cash dividends on the increased shares at an annual rate of \$2 per share, if conditions warrant.

Under the proposed plan, each shareholder would receive one additional share of stock for each four shares presently held. If approved, distribution would be made to shareholders on record in March.



FORT WORTH NATIONAL BANK



FORT WORTH, TEXAS • AN EQUAL OPPORTUNITY EMPLOYER • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

CONSOLIDATED STATEMENT OF CONDITION

ASSETS

	December 31	
	1969	1968
Cash and due from banks	\$105,550,064	\$108,000,699
Securities:		
United States Government	\$ 55,281,856	\$ 56,830,730
State, county, and municipal	75,852,596	89,504,475
Other investment securities	985,000	1,217,677
Trading account securities	2,201,800	3,172,680
	<u>\$134,321,252</u>	<u>\$150,725,562</u>
Federal funds sold	300,000	-0-
Loans and discounts	269,897,026	259,648,935
Bank premises and equipment	7,430,501	6,707,720
Customers' liability under acceptances and letters of credit	4,625,664	3,295,182
Income receivable and other assets	6,599,987	6,615,227
	<u>\$528,724,494</u>	<u>\$534,993,325</u>

LIABILITIES AND CAPITAL FUNDS

Demand deposits:		
Individual and corporate	\$183,433,310	\$184,999,549
Banks	61,644,447	57,273,455
United States Government	3,095,613	838,717
	<u>\$248,173,370</u>	<u>\$243,111,721</u>
Time deposits	170,984,213	211,178,261
	<u>\$419,157,583</u>	<u>\$454,289,982</u>
Federal funds purchased and securities sold under repurchase agreement	43,520,000	21,580,000
Acceptances and letters of credit	4,625,664	3,295,182
Unearned income and other liabilities	7,042,976	5,597,650
	<u>\$474,346,223</u>	<u>\$484,762,814</u>
Reserve for possible loan losses	\$ 6,300,030	\$ 5,919,008
Reserve for unrealized bond discount	916,998	698,033
	<u>\$ 7,217,028</u>	<u>\$ 6,617,041</u>
Capital funds:		
5 7/8 % Capital Notes, due 1992	\$ 10,000,000	\$ 10,000,000
Stockholders' equity:		
Capital Stock, par value \$10 a share, authorized and outstanding—1969—1,267,112 shares, 1968—1,151,920 shares	\$ 12,671,120	\$ 11,519,200
Surplus	17,328,880	16,480,800
Undivided profits	7,161,243	5,613,470
	<u>\$ 37,161,243</u>	<u>\$ 33,613,470</u>
TOTAL STOCKHOLDERS' EQUITY	<u>\$ 37,161,243</u>	<u>\$ 33,613,470</u>
TOTAL CAPITAL FUNDS	<u>\$ 47,161,243</u>	<u>\$ 43,613,470</u>
	<u>\$528,724,494</u>	<u>\$534,993,325</u>

PRINCIPLES OF CONSOLIDATION: The consolidated financial statements include the accounts of the Bank and its wholly-owned subsidiaries, J. E. Foster & Son, Inc., acquired July 1, 1969, Tarrant Capital Corporation, and Fort Worth National Building Corporation. In consolidation, intercompany investments and balances and intercompany transactions have been eliminated. The 1968 financial statements have been restated to conform with the 1969 financial statements which are presented in accordance with revised reporting requirements of regulatory authorities.

DIRECTORS and Advisory Directors*

W. HOYT BAIRD
Chairman of the Executive Committee
Mrs. Baird's Bakeries, Inc.

PERRY R. BASS*
Oil

LEWIS H. BOND
President

DR. COLEMAN CARTER, JR.*
Investments

LESTER CLARK
Chairman of the Board
Petroleum Corporation of Texas

WILLIAM C. CONNER
President
Alcon Laboratories, Inc.

CULLEN DAVIS
President
Stratoflex, Inc.

E. F. FREEMAN
Investments

W. M. FULLER
Oil and Ranching

H. B. FUQUA
Chairman of the Board

JAMES S. GARVEY
Chairman of the Board
Garvey Elevators, Inc.

RAYMOND C. GEE*
Honorary Chairman of the Board

PRESTON M. GEREN, JR.
Preston M. Geren Architects
and Engineers

JOE B. HOGSETT*
Investments

JOHN S. JUSTIN, JR.
President
H. J. Justin & Sons, Inc.

PORTER KING
President
King Candy Company

MARVIN LEONARD*
Investments

PAUL LEONARD
Chairman of the Board
Leonards Department Stores

LOUIS J. LEVY, M.D.
Surgeon

WEB MADDOX*
President
Maddox Properties

CHARLES R. MATHES
President
Curtis Mathes Manufacturing
Company

ROY M. MAYS*
Vice President and
General Manager
Ponca City Activities
Continental Oil Company

JACK W. MELCHER
Vice President and
General Manager
Southwest Division
Lennox Industries Inc.

ORAN F. NEEDHAM
Chairman of the Board
The Millers Mutual Fire
Insurance Company of Texas

J. C. PACE, JR.
President
Buddies Super Markets

W. H. PETERSON
Executive Vice President

GUY PRICE*
Ranching

ARCH H. ROWAN
Oil

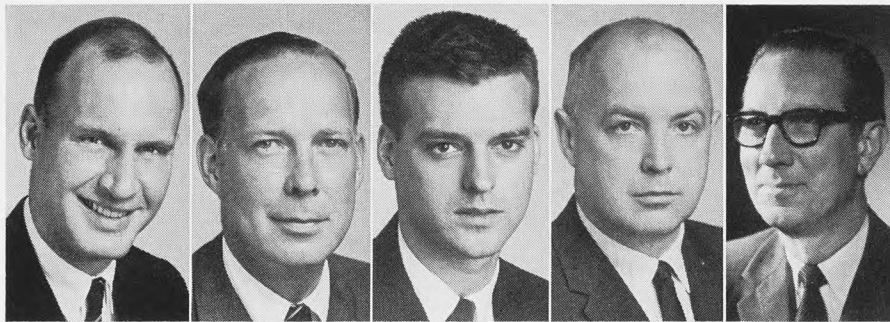
A. L. SCOTT
President
Kimbell, Inc.

ROBERT F. SNAKARD
Stone, Tilley, Farker, Snakard,
Law & Brown, Attorneys

CHARLES D. TANDY
Chairman of the Board
Tandy Corporation

GLEN TURBEVILLE
Chairman of the Board
Morrison Supply Company

SAM P. WOODSON, JR.
Executive Vice President
Fort Worth Coca-Cola
Bottling Company



HERBSTER

MAPEL

REED

ARNOLD

MULLER

Citibank Names 5 Sr. VPs, Elects 2 VPs, Reports NOE

NEW YORK—First National City Bank has named five new senior vice presidents. They are William G. Herbster and William M. R. Mapel in the corporate banking group, and Robert D. Arnold, Henry J. Muller and John S. Reed in the operating group.

Mr. Herbster joined Citibank in 1958 and is responsible for the corporate services division. Mr. Mapel joined the bank in 1957 and heads the financial institutions division. He was formerly with the national division. Mr. Arnold has been with the bank since 1964 and is responsible for the collection and processing functions of the operating group. Mr. Muller, with

the bank since 1964, is in charge of corporate real estate and administrative services. Mr. Reed, who at 30 years of age is the youngest senior vice president in the bank's history, joined the bank in 1965. He heads the EDP services and management support area.

In other action, Citibank named William Wolman and Samuel R. Eastabrooks vice presidents. Mr. Wolman joined the bank in 1969 and heads the editorial section of the economics department. Mr. Eastabrooks has been with the bank since 1958 and heads operations in Hong Kong.

First National City Corporation's N.O.E. for 1969 were \$130.6 million, or \$4.83 per share, compared to \$120.5 million, or \$4.50 per share, in 1968.

Haddon Smith Joins Staff of Commerce Bancshares

KANSAS CITY—Commerce Bancshares, Inc., has elected Haddon H. Smith an executive vice president and Dr. Pinkney Walker to the board.

Mr. Smith was formerly senior vice president at Marine Midland Trust, Buffalo, N. Y., which he joined in 1959. After serving there for 10 years, he worked briefly as executive vice president of Niagara Frontier Services of Buffalo before joining Commerce Bancshares last month. He has been made chief financial officer in charge of loans, investments, cash management, budgeting and financial planning.

Dr. Walker is dean of the School of Business and Public Administration at the University of Missouri-Columbia. He holds a B.B.A. degree from the University of Texas and an M.B.A. degree from the Wharton School of Finance at the University of Pennsylvania. He received his Ph.D. degree also from the latter university.



SMITH

SERVING MATTOON AND AREA SINCE 1865

DIRECTORS

George W. Bock
H. C. Burke
J. I. Dilsaver
J. Logan Gover

Melvin C. Lockard
Richard A. Lumpkin, Jr.
H. O. Phipps
Joseph W. Schilling

Melvin C. Lockard
President

LOANS AND INVESTMENTS

H. O. Phipps
Senior Vice President

Philip S. Weller
Vice President

TRUST DEPARTMENT

Clark W. Brogan
Vice President and
Trust Officer

AUDITING

Melvin L. Hebert
Auditor

MARKETING

Donald S. Cason
Vice President

INSTALLMENT LOANS

Floyd E. Sell
Vice President & Manager

FARM DEPARTMENT

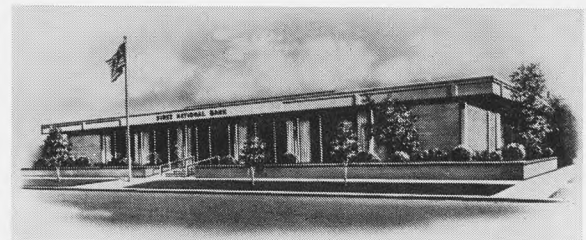
Edward J. Behm
Vice President & Director
of Farm Services

OPERATIONS AND PERSONNEL

Grant Fleenor
Vice President and Cashier

Dean Easton

Assistant Vice President



CONDENSED REPORT OF CONDITION AS OF DECEMBER 31, 1969

RESOURCES

Cash and Due from Banks	\$ 5,793,116.57
U. S. Government Securities	6,474,482.50
Other Bonds and Securities	8,479,857.03
Loans and Discounts	13,925,946.42
Banking House, Furniture and Fixtures, etc.	867,620.49
Other Assets	472,660.49
	<hr/>
	\$36,013,683.50

LIABILITIES

Common Capital Stock	\$ 300,000.00
Surplus	700,000.00
Undivided Profits	827,046.43
Reserves	1,053,724.23
Unearned Discount	305,548.98
Other Liabilities	771,437.90
DEPOSITS	32,055,925.96
	<hr/>
	\$36,013,683.50



FIRST NATIONAL BANK

MATTOON, ILLINOIS



Arizona's Exceptional Year!

Statement of Condition AT THE CLOSE OF BUSINESS DECEMBER 31, 1969 RESOURCES

Cash and Due From Banks	\$ 182,055,096
U. S. Government and Agency Securities	98,436,235
States and Political Subdivisions	148,139,345
Other Securities	908,164
Money Market Investments	65,000,000
Loans	1,064,806,446
Accrued Interest Receivable	12,936,170
Bank Premises and Equipment (Net of Depreciation)	36,212,649
Other Resources	31,241,029
Total Resources	<u>\$1,639,735,134</u>

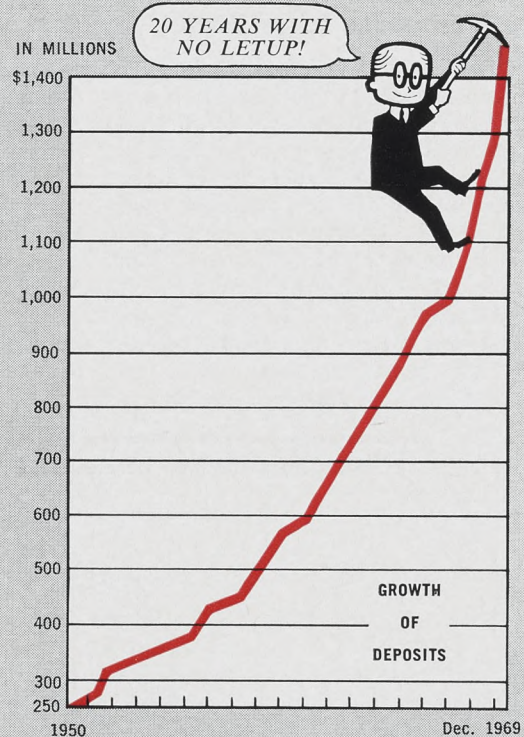
LIABILITIES

DEPOSITS:

Checking Accounts — Individuals, Businesses and Banks	\$ 564,211,725
U. S. Government and Other Public Funds	78,281,695
Total Demand	\$ 642,493,420
Savings Accounts	327,088,843
Certificates of Deposit — Regular	396,021,685
Certificates of Deposit — Public Funds	70,356,394
Total Time	\$ 793,466,922
Total Deposits	\$1,435,960,342
Provision for Taxes, Interest, etc.	\$ 12,901,556
Unearned Income	30,156,780
Funds Borrowed	33,750,000
Other Liabilities	15,759,979
Reserve for Possible Loan Losses	\$ 18,063,494

CAPITAL ACCOUNTS:

Convertible Capital Notes, 3½% due 1989	\$ 13,708,800
Equity Capital:	
Capital Stock (\$2.50 Par Value)	\$ 20,092,488
Surplus	37,921,103
Undivided Profits	21,420,592
Total Equity Capital	\$ 79,434,183
Total Capital Accounts	\$ 93,142,983
Total Liabilities	<u>\$1,639,735,134</u>



(Compared with Dec. 31, 1968)

Loans up \$160,095,000

Resources up \$132,369,000

Deposits up \$158,672,000

Capital up \$6,573,000

Earl L. Bimson,
PRESIDENT



"Everywhere in Arizona"

112 OFFICES

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Central Trust, Cincinnati, Promotes 15 on Staff

CINCINNATI—Central Trust has announced 15 promotions, including the advancement of Calvin F. Osborne from assistant vice president to vice president. Assistant cashiers promoted to assistant vice presidents were Anthony J. Glassmeyer, Robert C. Meyer, Raymond P. Peterson, R. Paul Umberg and William J. Umberg.

Richard J. Rolfes was named senior investment officer, Charles H. Mantle and David N. Richardson were advanced to trust officers, and Neil T.

Braun and Henry P. Evans were named investment officers. Other appointments included Ronald J. Retzler as assistant trust officer, Joseph A. Wimmers as assistant trust officer-operations, and Robert A. Feeley and Jerome P. Gonnella as systems officers.

Mr. Osborne joined Central Trust in 1946 and was named assistant vice president in 1946. Mr. Glassmeyer has been with the bank since 1957 and Mr. Meyer since 1959. Mr. Peterson joined the bank in 1956. Paul Umberg came to the bank in 1961 and William Umberg joined the staff in 1962.

Mr. Rolfes joined the bank in 1960

and was named investment officer in 1967. Mr. Mantle came to Central Trust in 1965, Mr. Richardson and Mr. Braun in 1963, Mr. Evans in 1966 and Mr. Retzler in 1967. Mr. Wimmers joined the bank in 1962 and Mr. Feeley and Mr. Gonnella came to the bank in 1966.

Sr. VP Wilhelm Mesenbrink Retires from St. Louis 1st

ST. LOUIS—Wilhelm R. Mesenbrink has retired as senior vice president at First National here. He had been with the bank since 1952 when he joined First National as vice president. He was named senior vice president in 1960 when he was serving as head of the correspondent division.



MESENBRINK

Before joining First National, Mr. Mesenbrink was a correspondent officer at Continental Illinois National, Chicago. He was a vice president at the time he left to join First National.

Mr. Mesenbrink chose early retirement.

Burnett Named Comptroller at American Nat'l

CHATTANOOGA—American National has elected William A. Burnett comptroller. He had been with Arthur Andersen & Co. as senior auditor. Mr. Burnett succeeds C. Glenn Holley, who has retired after 43 years in banking.

The bank also elected Gerald L. Gaffner an assistant trust officer and Ray W. Griffin Jr., Rufus M. Triplett and Conrad E. Ward credit card officers in the Master Charge department.

N.O.E. Up at Gulfport Nat'l

GULFPORT, MISS.—Hancock Bank's president, Leo W. Seal Jr., has reported 1969 N.O.E. of \$1.1 million, or \$4.93 a share, an increase over the 1968 figure of \$897,801, or \$4.14 a share. Mr. Seal reported an over-all asset growth of \$25 million last year. This was the first time N.O.E. exceeded a million dollars.

Also in his report at the annual stockholders' meeting last month, Mr. Seal outlined the effects of Hurricane Camille and reported that damage to all bank buildings was in excess of \$275,000, of which all but \$55,000 was covered by insurance.



STATEMENT OF CONDITION

December 31, 1969

RESOURCES

Cash & Due from Banks	\$ 53,578,915.72
United States Government Securities	16,595,595.35
Loans	88,330,167.41
Federal Funds Sold and Securities Purchased Under Agreements to Resell	2,154,081.25
Investments	14,868,008.00
Federal Reserve Bank Stock	360,000.00
Banking House, Vaults and Equipment	902,159.42
Letters of Credit (contra)	4,728,544.61
Interest Receivable	786,376.34
	<hr/>
	\$182,303,848.10

LIABILITIES

Capital	\$ 4,000,000.00
Surplus	8,000,000.00
Undivided Profits	1,545,198.25
Reserve—Under Authority U. S. Treasury, Mim 6209	2,020,003.39
Federal Funds Purchased	8,300,000.00
Reserve for Taxes, Etc.	1,210,453.86
Letters of Credit (contra)	4,728,544.61
Deposits*	152,499,647.99
	<hr/>
	\$182,303,848.10

* Includes \$94,486.01 reciprocal accounts with other banks.

THE BANK OF FRIENDLY SERVICE

THE LOUISVILLE TRUST COMPANY

Main Office—5th and Market

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Dusthimer Named President of Mark Twain Bancshares

Thomas L. Dusthimer has joined Mark Twain Bancshares, Inc., a Missouri multi-bank holding company, as president. He came from American Fletcher National, Indianapolis, where he was senior vice president in charge of corporate banking. Three St. Louis-area banks are owned by Mark Twain Bancshares — South County Bank, Mehlville; Mark Twain State, Bridgeton; and Northland Bank, Jennings.



DUSTHIMER

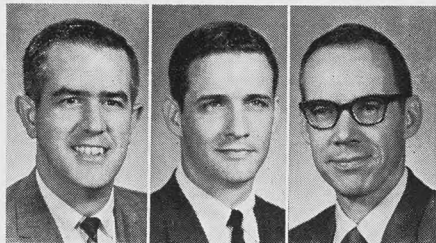
Mr. Dusthimer joined American Fletcher in 1958 and served in its correspondent bank division and headed the national division during his career there. He was named senior vice president in January, 1969.

Deposit Guaranty Asks Stock Split

JACKSON—Shareholders of Deposit Guaranty National will be asked to vote in favor of a common capital stock split to result in three shares for each two shares presently outstanding. The vote will be asked at the bank's annual meeting in February. The action contemplates reducing the par value of each share from \$7.50 to \$5. A 10% common capital stock dividend will also be voted on, provided the split is approved.

Directors of Deposit Guaranty Corp. voted to make a similar proposal to the holding company's stockholders.

Changes at Union Nat'l



HELM

STILES

SPARKMAN

Union National in Springfield, Mo., has promoted Morris J. Helm from auditor to comptroller; Russell H. Stiles from director of personnel and advertising to vice president in charge of the newly developed marketing department; and Robert J. Sparkman from assistant vice president to vice president, installment loan department. The bank also has elected Don Fesperman an assistant vice president, agricultural loan department; James R. Branson director of personnel; Don M. Gibson from assistant auditor to auditor; and Mrs. Anna J. Ball and Miss Rose Marie Fellin assistant cashiers.

Record Reached in 1969 Deposits by Exchange Security Bank

BIRMINGHAM—Exchange Security Bank's 1969 year-end deposits reached \$141.7 million, compared with \$127.9 million as of December 31, 1968. This deposit growth was larger than any other bank in the state, said President Norman D. Pless.

The bank's earnings last year reached an all-time high with net profits totaling \$1.6 million, a 27% increase over the 1968 figure of \$1.3 million. Earnings per share amounted to 76.7¢ in 1969, an increase of 25% over 1968. Year-end resources showed

a 10.8% boost, going to \$157.4 million, compared with \$141.8 million as of year-end 1968.

Exchange Security opened its 30th full-service office in January. The facility is located in the Western Hills Mall and is managed by B. J. Pirkle, assistant vice president.

First Woman Director

NASHVILLE—Commerce Union has elected Mrs. Patricia Potter McDonald as its first woman director. She is president of Sailair, Inc. Mrs. McDonald is the daughter of Edward Potter Jr., chairman and founder of the bank.

Annual Statement

Guaranty Bank & Trust Co.

Alexandria, Louisiana

At the Close of Business December 31, 1969

RESOURCES

Cash and Due from Banks	\$ 31,651,712.90
U. S. Government Bonds	33,682,792.50
State and Municipal Bonds	5,359,432.12
Loans and Discounts	31,749,119.85
Federal Funds Sold	5,000,000.00
Banking Premises and Equipment	1,103,199.93
Other Assets	49,426.61
TOTAL	\$108,595,683.91

LIABILITIES

Capital Stock	\$ 1,100,000.00
Surplus	6,500,000.00
Undivided Profits	1,731,678.10
Reserves	2,124,341.49
Unearned Discount	1,019,251.53
Dividends Nos. 101 and 102	242,000.00
Deposits	95,878,412.79
TOTAL	\$108,595,683.91



ALEXANDRIA, LOUISIANA

Your Logical Louisiana Correspondent

Top-Echelon Changes Made at Texas Commerce Bank

HOUSTON—John E. Whitmore has been elevated to chairman and chief executive officer of the Texas Commerce Bank. Ben F. Love, formerly executive vice president, has been named president to succeed Mr. Whitmore. Ben Taub, chairman since 1966, was named to the newly created post of senior chairman.

Benjamin N. Woodson, president, American General Insurance Co., has been elected to the bank's advisory board.



John E. Whitmore (l.), newly elected chairman of Texas Commerce Bank, Houston, strolls in front of bank with new president, Ben F. Love. Mr. Whitmore remains chief executive officer.

Earnings—Texas Commerce Bank has reported 1969 net income before securities gains of \$9.2 million, or \$3.17 a share, up 15% from \$7.9 million, or \$2.76 a share, in 1968. Net income, based on the new accounting rules that include capital gains real-

ized in both years, increased to \$3.19 a share from \$3.03 a share in 1968. Reported as N.O.E. on the same basis as in past years, an increase from \$2.84 to \$3.21 would have been recorded.

Harry Barrand Jr. Elected to Franklin Nat'l Post

NEW YORK—Harry P. Barrand Jr. joined Franklin National January 26 as executive vice president responsible for international banking. He was executive vice president of Manufacturers Hanover Trust, which he joined in 1946.

Mr. Barrand's new duties involve supervision of Franklin National's international department, its Edge Act subsidiary, Franklin National International Corp., with an office in the Bahamas, an investment in a Paris bank and the American Swiss Credit Corp., as well as its European representative office in London.

At Manufacturers Hanover, Mr. Barrand had general supervision of all banking activities in the metropolitan, national and international banking divisions.



BARRAND

Stock Dividend Proposed

MONTGOMERY, ALA.—First National's shareholders were voting at press time on a proposed 10% stock dividend. If approved, the dividend will raise capital from \$3,240,535 to \$3,564,585.

New Directors, Facility Announced in Chicago

CHICAGO—National Boulevard Bank has announced the election of two new directors—Tobias Schaden, vice president, cashier and secretary of the bank; and Everett Swain, president, Kraft Foods and a director and vice president, Kraftco Corp.

The bank also announced plans to open an off-premises drive-through, walk-in facility at 237 East Grand. The facility will open in April.

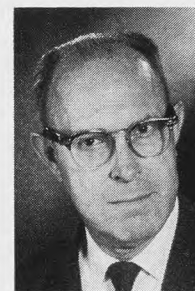
NBB's 1969 net income reached a record high of \$1.3 million, or \$8.84 a share. Year-end deposits of \$214.5 million were not only a high for any year-end, but also an all-time high for the bank.

Promotions, Capital Increase Announced by Mississippi Bank

JACKSON—Mississippi Bank has promoted Winston C. Morris from assistant vice president to vice president and John E. Elsesser from auditor to vice president and auditor. The bank also elected Paul G. Lindsey an assistant cashier. Mr. Lindsey has been with the bank since 1968.

In addition, the bank elected John M. Rogers a director. He is president of Rogers Farms, Inc., B. C. Rogers & Son, Inc., and B. C. Rogers Oil Co.

The bank has declared a 10.066% stock dividend, which increased capital to \$925,000. Surplus is \$1,050,000.



SCHADEN



FDIC
Hot Springs, Arkansas

Statement of Condition At the Close of Business December 31, 1969

RESOURCES	
Loans and Discounts	\$20,172,302.82
Bank Buildings (Net of Depreciation)	393,127.81
Furniture, Fixtures & Vaults (Net of Depreciation)	107,139.44
Federal Reserve Bank Stock	42,000.00
Accrued Income Receivable	340,909.95
Other Resources	140,536.96
U. S. Government Bonds	\$5,456,352.85
U. S. Government Agency Bonds	845,072.75
State and Municipal Bonds	8,101,680.75
Cash and Exchange	5,556,012.04
TOTAL	\$41,155,135.37
LIABILITIES	
Common Capital Stock	\$ 700,000.00
Surplus	700,000.00
Undivided Profits	1,546,682.28
Reserves: For possible loan losses	410,882.67
For Accrued Interest, Taxes and Other Expenses Not Due	241,206.37
For Deferred Income	522,435.30
DEPOSITS	37,033,928.75
TOTAL	\$41,155,135.37

THOS. W. STONE, President

The First National Bank of Lafayette LAFAYETTE, LOUISIANA

Statement of Condition as of December 31, 1969

RESOURCES	
Cash and Due from Banks	\$11,371,053.14
United States Government Securities	5,542,178.54
State, County and Municipal Bonds	7,157,662.47
Securities of Federal Agencies and Corporations	4,105,280.95
Federal Reserve Bank Stock	90,000.00
Federal Funds Sold	500,000.00
Loans and Discounts	26,569,094.13
Bank Premises Owned	1,125,417.80
Furniture, Fixtures and Equipment	94,892.41
Other Real Estate	1.00
Interest Earned But Not Collected	520,862.04
Other Assets	157,690.98
TOTAL RESOURCES	\$57,234,133.46
CAPITAL FUNDS AND LIABILITIES	
Capital Stock	\$1,000,000.00
Surplus	2,000,000.00
Undivided Profits	1,313,093.02
TOTAL CAPITAL FUNDS	\$ 4,313,093.02
Reserve for Bad Debts	463,512.60
Deposits	51,650,735.18
Unearned Discount on Loans	601,619.87
Other Liabilities	205,172.79
TOTAL CAPITAL FUNDS AND LIABILITIES	\$57,234,133.46
OFFICERS	
JAMES D. PARKERSON	Chairman of the Board
CHARLES E. BOUDOUSQUIE	Vice Chairman of the Board
F. S. BROUSSARD, JR.	President
Member FDIC	

NATIONAL BANK OF DETROIT

CONSOLIDATED BALANCE SHEET—DECEMBER 31, 1969

ASSETS

Cash and Due from Banks.....	\$1,194,870,207
Securities—At Amortized Cost:	
U.S. Treasury.....	518,431,247
Other U.S. Government Agencies and Corporations....	5,412,240
States and Political Subdivisions...	465,750,971
Other Securities.....	32,217,718
	<u>1,021,812,176</u>
Federal Funds Sold and Securities Purchased Under Agreements to Resell.....	76,775,000
Loans:	
Commercial and Consumer.....	1,766,530,820
Real Estate Mortgage.....	546,170,251
	<u>2,312,701,071</u>
Bank Premises and Equipment (at cost less accumulated depreciation of \$23,653,884).....	42,918,662
Other Assets.....	46,825,727
Total Assets.....	<u>\$4,695,902,843</u>

LIABILITIES, RESERVE AND CAPITAL FUNDS

Deposits:		
Demand.....		\$1,731,331,310
Individual Savings and Time.....		1,339,990,550
Other Savings and Time.....		136,603,077
London Office.....		429,574,820
		<u>3,637,499,757</u>
Other Liabilities:		
Federal Funds Purchased and Securities Sold Under Agree- ments to Repurchase.....	\$ 233,499,448	
Other Funds Borrowed.....	8,800,000	
Unearned Income and Sundry Liabilities.....	444,747,040	687,046,488
Total Liabilities.....		<u>4,324,546,245</u>
Reserve for Possible Loan Losses....		<u>52,393,491</u>
Capital Funds:		
Convertible Capital Notes (5% Due 1993).....	50,000,000	
Shareholders' Equity:		
Common Stock—Par \$12.50 (Authorized 5,800,000 Shares; Outstanding 4,800,000 Shares)	60,000,000	
Surplus.....	140,000,000	
Undivided Profits.....	68,963,107	318,963,107
Total Liabilities, Reserve and Capital Funds.....		<u>\$4,695,902,843</u>

Assets carried at approximately \$289,000,000 (including U.S. Treasury Securities carried at \$31,383,700) were pledged at December 31, 1969 to secure public deposits (including deposits of \$46,036,079 of the Treasurer, State of Michigan) and for other purposes required by law.

Michigan's Leading Bank



Main Office, Woodward at Fort

Board of Directors

A. H. Aymond Chairman—Consumers Power Company
Henry T. Bodman Detroit, Michigan
Ivor Bryn Chairman—McLouth Steel Corporation
Harry B. Cunningham Chairman and President—S. S. Kresge Company
William M. Day Chairman—The Michigan Bell Telephone Company
Leland I. Doan Chairman, Executive Committee— The Dow Chemical Company
Charles T. Fisher III Executive Vice President
Edward F. Fisher Detroit, Michigan
A. P. Fontaine Chairman and President— The Bendix Corporation
John B. Ford Director—Wyandotte Chemicals Corporation
John F. Gordon Director—General Motors Corporation
Joseph L. Hudson, Jr. President—The J. L. Hudson Company Vice Chairman—Dayton Hudson Corporation
Ralph T. McElvenny Chairman—American Natural Gas Company
Ellis B. Merry Chairman of the Board
F. W. Misch Detroit, Michigan
Peter J. Monaghan Partner—Monaghan, McCrone, Campbell & Cramer
George E. Parker, Jr. Detroit, Michigan
Robert B. Semple President—Wyandotte Chemicals Corporation
Nate S. Shapero Honorary Chairman and Director— Cunningham Drug Stores, Inc.
Austin Smith, M.D. Chairman and President— Parke, Davis & Company
George A. Stinson President—National Steel Corporation
Dwight L. Stocker Kalamazoo, Michigan
Peter W. Stroh President—The Stroh Brewery Company
Robert M. Surdam President
Donald F. Valley Chairman, Finance Committee— S. S. Kresge Company



Member Federal Deposit Insurance Corporation

Citizens Fidelity Promotes 11, Including Markham, Sloane

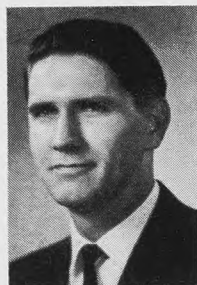
LOUISVILLE—Citizens Fidelity has promoted 11 men, including James E. Markham to vice president and Hobert Sloane of the correspondent banking division to assistant vice president.

Also advanced to assistant vice presidents were: John A. Brenzel, David G. McMillen and William R. Schooler. Named assistant cashiers were: Willard S. Payne, Larry C. Hall, Craig W. Stanley, Edward F. Miller and Michael J. Walz. James B. Hill Jr. was named trust officer.

Mr. Markham, with Citizens Fidelity since 1952, is assistant manager of data processing. Mr. Sloane joined the



SLOANE



MARKHAM

bank in 1967 after being on the staff of First National, Pikeville, Ky. Mr. Stanley is BankAmericard correspondent representative.

Fordtran, Steffens Retire From Nat'l Blvd., Chicago

CHICAGO—Two veterans of National Boulevard Bank, Henry C. Fordtran, executive vice president, and Earl F. Steffens, assistant cashier, have retired. Mr. Fordtran joined the bank in 1956 as comptroller and was elected vice president and comptroller in 1958. He became executive vice president and was elected to the bank's board in 1961.

Mr. Steffens joined National Boulevard Bank in 1927. After working in various departments, including bookkeeping, savings, drafts and real estate, he was named officer in charge of the bookkeeping division in 1965. Mr. Steffens and Mr. Fordtran were honored at a retirement party.

Mason L. Bohrer has joined the



FORDTRAN

bank's trust department as an assistant trust officer. He has had many years of experience planning and managing estates under wills and trust agreements in his own law firm.

In other action, National Boulevard Bank has announced a record net income of \$1,325,208 for 1969. This figure, equal to \$8.84 per share, is 24% greater than the 1968 net income of \$1,070,442 or \$7.14 per share.

Moriarty Gets Little Rock Post With Federal Reserve Bank

Donald W. Moriarty Jr. has been named an assistant vice president of the Little Rock Branch of the Federal Reserve Bank of St. Louis. Mr. Moriarty had been an economist in the research department.

He joined the Fed in 1968 as a special representative in the bank relations and public information department. Mr. Moriarty fills the vacancy created by the transfer of Assistant Vice President John W. Druelinger to the St. Louis Office.

The bank also reappointed the following directors for three-year terms at the Little Rock Branch: Ellis E. Shelton, president, First National, Fayetteville; and Wayne A. Stone, president, Simmons First National, Pine Bluff.

FIDELITY

NATIONAL BANK OF BATON ROUGE

CONSOLIDATED STATEMENT OF CONDITION

at the close of business December 31, 1969

RESOURCES

Cash and Due from Banks	\$ 28,639,951.78
U. S. Government Securities	12,086,371.25
State and Municipal Securities (Less Reserve for Premium \$82,271.67)	16,469,293.85
Federal Funds Sold	13,000,000.00
	<hr/>
	\$ 70,195,616.88
Loans and Discounts	83,053,788.36
Federal Reserve Bank Stock	300,000.00
Bank Premises and Equipment	2,153,878.51
Parking Lot	1.00
Other Real Estate	142,369.47
Accrued Interest and Other Assets	1,182,678.12
Customers' Liability on Letters of Credit	187,300.00
	<hr/>
TOTAL RESOURCES	\$157,215,632.34

LIABILITIES

Capital	\$ 3,250,000.00
Surplus	6,750,000.00
Undivided Profits	2,016,955.60
	<hr/>
	\$ 12,016,955.60
Reserve for Dividends Payable January 2, 1970	97,500.00
Reserve for Interest, Taxes, etc.	473,259.94
Discount Collected, but Not Earned	785,473.78
Bank's Liability on Letters of Credit	187,300.00
Other Liabilities	3,717,277.51
Reserve for Possible Losses on Loans	1,728,154.26
TOTAL DEPOSITS	138,209,711.25
	<hr/>
TOTAL LIABILITIES	\$157,215,632.34



FIDELITY

NATIONAL BANK OF BATON ROUGE

STATEMENT OF CONDITION • December 31, 1969

RESOURCES

Cash and Due From Banks.....	\$115,340,137.96
U. S. Treasury Securities.....	51,711,962.13
Securities of U. S. Government Agencies.....	4,132,970.75
Obligations of States and Political Subdivisions.....	48,442,264.30
Federal Reserve Bank Stock.....	1,050,000.00
Other Securities.....	75,000.00
Trading Account Securities.....	2,576,464.96
Federal Funds Sold.....	15,000,000.00
Loans.....	380,188,662.60
Bank Premises and Equipment.....	5,623,132.46
Customers' Liability on Letters of Credit and Acceptances.....	2,579,848.00
Interest and Exchange Accrued.....	1,859,527.72
Other Assets.....	661,946.44
TOTAL RESOURCES	<u>\$629,241,917.32</u>

LIABILITIES

Deposits:	
Demand Deposits.....	\$310,030,883.10
Time Deposits.....	212,262,951.61
Total Deposits	<u>\$522,293,834.71</u>
Time Notes Payable.....	1,252,826.08
Federal Funds Purchased and Securities Sold Under Agreements to Repurchase.....	31,280,649.73
Interest Collected but Not Earned.....	18,245,040.26
Reserve for Dividend Payable January 2, 1970.....	525,000.00
Reserve for Interest, Taxes, etc.....	1,497,713.16
Letters of Credit and Acceptances.....	2,579,848.00
TOTAL LIABILITIES	<u>\$577,674,911.94</u>

RESERVE ON LOANS

Reserve for Possible Loan Losses— Unallocated.....	<u>\$ 8,172,000.00</u>
---	-------------------------------

CAPITAL ACCOUNTS

Equity Capital:	
Capital Stock, Common, \$10 Par: 1,500,000 shares authorized and outstanding.....	\$ 15,000,000.00
Surplus.....	20,000,000.00
Undivided Profits.....	8,395,005.38
TOTAL CAPITAL ACCOUNTS	<u>\$ 43,395,005.38</u>
TOTAL LIABILITIES, RESERVES AND CAPITAL ACCOUNTS	<u>\$629,241,917.32</u>

**DIRECTORS
AND ADVISORY DIRECTORS**

CHARLES S. AMES
Vice-President and General Manager
Avco Aerostructures Division

PARKES ARMISTEAD
Honorary Chairman of the Board

PAUL BANKS, JR.
President, Southern States Asphalt Co.

JAMES O. BASS
Attorney-at-Law, Bass, Berry & Sims

ALVIN G. BEAMAN
President, Beaman Bottling Co.

ANDREW BENEDICT
Chairman of the Board

HOWELL H. CAMPBELL, JR.
President, Standard Candy Co.

G. F. COLE, JR.
Senior Vice-President and Trust Officer

T. W. COMER
President, Washington Mfg. Co.

HARRY B. DYER*
Chairman and President, Nashville Bridge Co.

T. SCOTT FILLEBROWN, JR.
President

WILLIAM F. GREENWOOD
Vice-Chairman of the Board

HERSCHEL GREER
Chairman, Guaranty Mortgage Co.

F. DONALD HART*
Managing Director,
American Gas Assn., Inc.

FRANK W. HARVEY
Senior Vice-President,
Cain-Sloan Co.

OGLE W. HESS
Plant Manager, Textile Fibers Dept.,
E. I. DuPont Co.

P. D. HOUSTON, JR.*

HENRY D. JAMISON, JR.*
Chairman, Jamison Bedding, Inc.

H. D. JAMISON, III
President, Jamison Bedding, Inc.

FRANKLIN M. JARMAN
Chairman, GENESCO, Inc.

SYDNEY F. KEEBLE, JR.
Vice-President, Life & Casualty
Insurance Co. of Tennessee

WILLIAM R. McLAIN
Chairman, Kusan, Inc.

ERNEST J. MOENCH*
President, Tennessee Tufting Co.

DORTCH OLDHAM
President, The Southwestern Co.

LOVICK PIERCE
President, Methodist Publishing House

WESLEY H. ROSE
President, Acuff-Rose Publications, Inc.

VERNON H. SHARP
Senior Vice-President, Corson,
Armistead, Bransford,
Sharp, Wallace, Inc.

JOHN SLOAN
President, Cain-Sloan Co.

L. B. STEVENS*
President, Stevens and Company

JOHN U. WILSON
Sr. Partner, E. P. Wilson & Son

E. DeVAUGHN WOODS
Executive Vice-President,
GENESCO, Inc.

*Advisory Director.

FIRST AMERICAN NATIONAL BANK

NASHVILLE, TENNESSEE/Member Federal Deposit Insurance Corp.

OFFICERS

W. V. ALLISON
President

DONALD D. DOTY
Executive Vice President

HOYT HULING
Executive Vice President

BEN HARNED, JR.
Senior Vice Pres. & Cashier

NEAL T. SEIDLE
Vice Pres. & Trust Officer

R. W. BUTLER
Vice President

BARRY M. HUDSON
Vice President

EDWARD F. KELLER
Vice President

BRUCE E. OAKLEY
Vice President

CHARLES SPRUELL
Comptroller

FRED N. BROWN
Assistant Vice President

NELSON V. ROGERS
Assistant Vice President

RICHARD F. LEE
Auditor

CHARLES BRANNAN
Assistant Cashier

DENNIS O. CUBBAGE, JR.
Assistant Cashier

JOHN SPANGENBURG, JR.
Assistant Cashier

KENNETH YOUNG
Assistant Cashier

ROBERT C. BEARD
Assistant Trust Officer

CONDENSED REPORT OF

**First National Bank
In Bartlesville, Okla.**

At the close of business, December 31, 1969

RESOURCES

Loans and Discounts	\$29,426,066.70
Overdrafts	525.31
Bank Building	767,782.52
Furniture and Fixtures	None
Interest Earned—not collected	829,700.53

CASH RESOURCES

U. S. Government Securities ..	\$24,897,106.25
Municipal Bonds	16,379,961.04
Other Securities	150,001.00
Federal Funds Sold	20,000,000.00
Cash and Sight Exchange	16,842,872.09
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	\$109,294,015.44

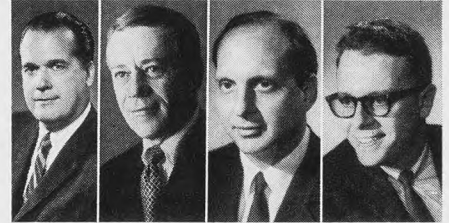
LIABILITIES

Capital	\$ 2,000,000.00
Surplus	3,000,000.00
Undivided Profits	6,064,025.47
Capital Accounts	\$11,064,025.47
Reservations	890,772.52
Interest Collected—not earned	344,579.81
U. S. Treas. Tax & Loan Deposits	4,970,596.74
All Other Deposits	92,024,040.90
Total Deposits	96,994,637.64
	<hr/>
	\$109,294,015.44

Member Federal Deposit Insurance Corporation

**Commerce Bancshares
Elects Four New VPs**

KANSAS CITY—Commerce Bancshares, Inc., has named four new vice presidents. They are Wesley Houser, James L. Miller, Peter Newquist and Graham Porter. All have been officers of Commerce Bank of Kansas City, principal affiliate of Commerce Bancshares, which is a registered bank holding company with statewide affiliates. Mr. Newquist will continue as a vice president of both the bank and the holding company.



NEWQUIST PORTER MILLER HOUSER

Mr. Houser will work with affiliated banks in loan participations and will be involved in the holding company's acquisition program. He joined Commerce Bank in 1964 and was named assistant cashier in 1967, when he was also named vice president of Capital for Business, Inc., a bank subsidiary.

Mr. Miller serves as investment portfolio manager. He joined the bank in 1950 and was named assistant vice president in 1966. Mr. Newquist is in charge of urban and governmental relationships in communities where affiliated banks of the holding company are located. He joined Commerce Bank in 1968 as a vice president.

Mr. Porter is director of advertising, marketing and public relations. He joined Commerce Bank in 1952 as an assistant vice president and was elected vice president in 1961.

Stock Increase at Northern Trust

CHICAGO—Stockholders of Northern Trust have approved an increase in capital stock from \$30 million, consisting of 1.5 million shares of \$20 par value, to \$40 million, consisting of 2 million shares of \$20 par value. Surplus was increased to \$60 million by transferring \$10 million from undivided profits. Capital stock and surplus now total \$100 million.

Blitsch Is Promoted

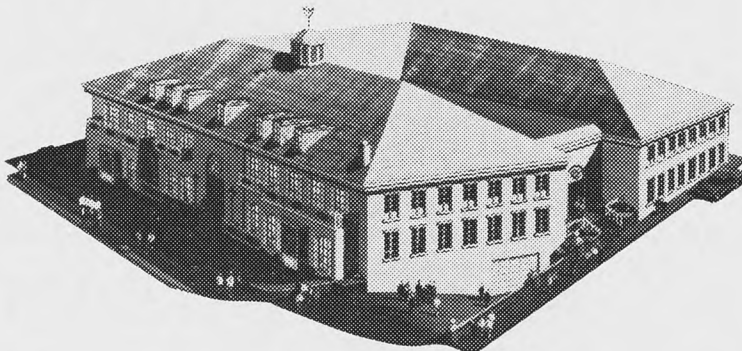
TOPEKA—Merchants National has named Gary Blitsch loan officer, installment loan department. He has been with the bank since April, 1968. Operating earnings for 1969 were \$3.10 per share compared with \$3.05 per share in 1968.

STATEMENT OF CONDITION—DECEMBER 31, 1969

ASSETS:		Interest Collected but Not Earned	907,472.51
Cash and Due from Banks	\$ 6,003,950.81	Other Liabilities	377,064.18
U. S. Bonds	2,250,785.61	Total Liabilities	\$37,662,689.56
Public Housing Authority Bonds— Due Within One Year	1,103,416.04	RESERVES ON LOANS AND SECURITIES:	
Public Housing Authority Bonds ..	859,265.56	Reserve for Possible Loan Losses ..	\$ 543,982.86
Municipal Bonds	4,255,970.29	Reserve for Possible Bond Losses ..	30,000.00
Federal Reserve Bank Stock	52,800.00	Total Reserves	\$ 573,982.86
Federal Funds Sold	1,000,000.00	CAPITAL ACCOUNTS:	
Loans and Discounts	24,217,200.00	Capital Notes and Debentures	\$ 712,500.00
Bank Premises & Equipment	1,179,979.22	Equity Capital:	
Interest Earned but Not Collected	381,992.22	Capital Stock	880,000.00
Other Assets and Other Real Estate	69,480.88	Surplus	880,000.00
TOTAL	\$41,374,840.63	Undivided Profits	665,668.21
LIABILITIES:		Total Capital	\$ 3,138,168.21
Demand Deposits	\$19,138,117.07	TOTAL	\$41,374,840.63
Savings Deposits	4,541,734.50		
Other Time Deposits	12,698,301.30		
Total Deposits	\$36,378,152.87		

City National Bank

FORT SMITH, ARKANSAS



CONDENSED STATEMENT OF CONDITION

DECEMBER 31, 1969

RESOURCES

Loans and Discounts	\$ 71,620,501.52
Direct Lease Financing	422,172.67
Bank Premises	3,821,276.48
Stock in Federal Reserve Bank	345,000.00
State and Municipal Securities	13,207,931.19
U. S. Government Securities	21,714,295.83
Securities of Government Agencies	5,898,602.31
Cash and Sight Exchange	39,427,056.47
Other Real Estate Owned	77,390.77
	\$156,534,227.24

LIABILITIES

Capital	\$ 5,500,000.00
Surplus	6,000,000.00
Undivided Profits and Contingency Reserve	4,283,405.14
Securities Sold Under Agreements to Repurchase	7,825,000.00
Reserves	2,088,422.66
Other Liabilities	2,765,045.43
Deposits	128,072,354.01
	\$156,534,227.24

officers

C. J. Chandler - *Chairman of the Board*
 Paul H. Woods - *President*
 C. Q. Chandler - *Executive Vice President*
 E. W. Oakes - *Senior Vice President*

LOAN DIVISION

C. W. Hargadine - *Senior Vice President*

COMMERCIAL LOANS

J. P. Naramore - *Vice President*
 J. L. Woodriddle - *Vice President*
 J. W. Long - *Cashier*

INSTALLMENT LOANS

C. L. Good - *Vice President*
 C. H. Manahan - *Vice President*
 R. E. Willett - *Assistant Vice President*
 Richard L. DeForest - *Assistant Cashier*

CORRESPONDENT BANK DIVISION

J. H. Riesen - *Senior Vice President*
 Graydon L. Sharpe - *Vice President*
 Jack D. Cooper - *Assistant Vice President*
 J. J. Stanley - *Assistant Vice President*

MARKETING AND CUSTOMER SERVICES DIVISION

D. E. Hofmann - *Vice President*
 H. O. Hatfield - *Vice President*
 C. A. Whitney, Jr. - *Vice President*
 D. H. Becker - *Vice President*
 D. T. Smith - *Vice President*
 D. D. Roberts - *Assistant Vice President*
 John J. Luerding - *Assistant Cashier*
 Marijane Hayden - *Assistant Cashier*
 Dorothy Stull - *Assistant Cashier*
 Gwen Jones - *Assistant Cashier*

MASTER CHARGE

Dick Wedan - *Assistant Vice President*
 George T. Spencer - *Assistant Cashier*

OPERATIONS DIVISION

Jolly H. White - *Vice President*
 DATA PROCESSING
 R. D. Duphorne - *Vice President*
 H. R. White - *Assistant Vice President*
 John C. Harrison - *Assistant Cashier*
 Dennis A. Majerus - *Assistant Cashier*
 OPERATIONS
 R. W. Kilmer - *Assistant Vice President*
 R. A. Bumgardner - *Assistant Vice President*
 H. Marshall Willard - *Assistant Cashier*
 J. D. Matheson - *Assistant Cashier*

TRUST DIVISION

H. W. Hill - *Senior Vice President and Trust Officer*
 W. A. Byerley - *Vice President and Trust Officer*
 E. A. Duguid - *Vice President and Trust Officer*
 S. C. Woods - *Trust Officer*
 E. V. Bell - *Trust Officer*
 Michael S. Faulkner - *Assistant Trust Officer*

AUDITING

R. W. Wakeland - *Auditor*
 C. D. Whitson - *Assistant Auditor*
 John W. Knox - *Assistant Auditor*

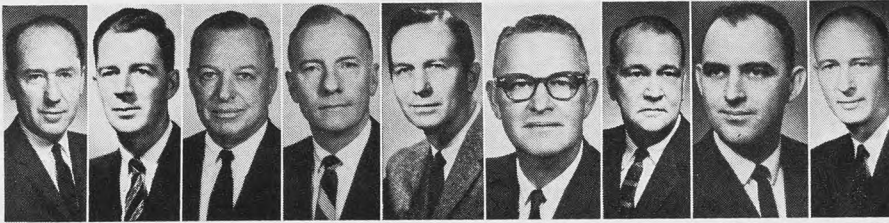


**FIRST
 NATIONAL
 BANK**
 IN WICHITA



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Fulton Nat'l, Atlanta, Names 9 Sr. VPs



BURTON CARPENTER COUNCIL MEGAR MOORE PHILLIPS TAYLOR WALLER WHIGHAM

Nine vice presidents have been promoted to senior vice presidents at Fulton National, Atlanta. Four officers are in the loan division: J. Wallace Carpenter, J. Leland Phillips, Herbert L. Megar and Jack Burton. In other divisions, the new senior vice presidents are Frank E. Taylor Jr., investment division; Robert S. Whigham, comptroller's division; William W. Waller, operations division; Virlyn B. Moore, trust division; and S. Anthony Council, branch division.

Lofgren Joins Mercantile; Sandweg Gets New Post

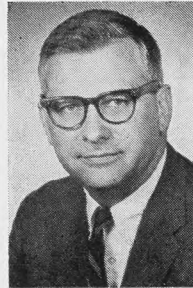
ST. LOUIS—Gerard K. Sandweg, vice president, Mercantile Trust, has been named head of the bank's institutional, governmental and civic affairs division. Thomas E. Lofgren has succeeded him as vice president and head of the metropolitan division. Most recently, Mr. Lofgren was with Newhard Cook & Co., St. Louis, and before that was a vice president, Scarborough & Co., Chicago.

Mr. Sandweg, with Mercantile since 1948, was once a special agent with the FBI. For the past year, he has been metropolitan director for the St. Louis Metro Area National Alliance of Businessmen.

Earnings—Combined N.O.E. of



SANDWEG



LOFGREN

Mercantile Trust and Mercantile-Commerce Co. increased 9.6% last year to \$14.5 million, or \$3.11 a share. These figures are after taxes, but before securities gains or losses. N.O.E. in 1968 were \$13.3 million, or \$2.87 a share.

6 VPs Raised, NOE Gain at Chemical Bank, NYC

NEW YORK—The promotion of six officers to vice presidents, and a 5.1% earnings increase have been reported by Chemical Bank and Chemical New York Corp., one-bank holding company that controls Chemical Bank.

Named vice presidents were John J. Luongo, Andrew J. Murphy, Richard P. Terhune and William C. Walker Jr. of the metropolitan division. All were formerly assistant vice presidents. Also promoted to vice presidents were Alfred R. Bennett of economic research and Herman M. Metz of personal trust. Mr. Bennett was formerly assistant vice president of economics. Mr. Metz was formerly a personal trust officer.

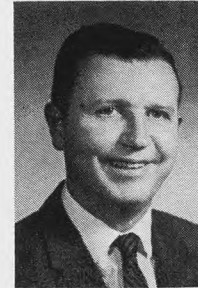
Mr. Luongo joined the bank in 1958, Messrs. Terhune and Walker have been with the bank since 1956, Mr. Bennett joined Chemical in 1948 and Mr. Metz joined the staff in 1951, following a merger with National Safe-

ty Bank. Mr. Murphy joined New York Trust in 1929 and became a member of the Chemical staff in 1959 when the two banks merged.

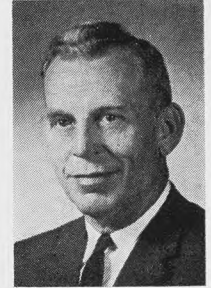
N.O.E. for 1969 were \$70.7 million, or \$5.27 per share, compared with 1968 figures of \$67.3 million, or \$5.10 per share.

Straub, Gies Promoted at 1st of Louisville

LOUISVILLE—First National has elected Karl A. Straub senior vice president and Leo A. Gies a vice president. Mr. Straub continues in charge of branch operations.



GIES



STRAUB

William T. Lockett was elected an assistant vice president. Four branch managers were promoted to assistant cashiers: Gerald L. Cooksey, David P. Kuerzi, Leslie H. London and Norman Owens. Miss Wilma Kuerzi was named an assistant cashier and head of the collateral department.

The bank also named Miss Ann R. McLellan and John J. Whitworth assistant auditors and Allen E. Clark marketing officer, Master Charge.

O'Neill, Vauzanges Promoted

CHICAGO—First National has elected James P. O'Neill and John F. Vauzanges vice presidents. Mr. O'Neill will have responsibilities in the control division, administrative department; and Mr. Vauzanges in the international banking section.

OFFICERS

MAURICE M. ALEXANDER,
Chairman of the Board
MAX A. MANDEL,
Chairman of Executive Committee
RAMIRO SANCHEZ, President
A. R. VELA, V.P. and Cashier
J. CLAYTON BAUM, V.P. & Controller
L. J. CARDENAS, V.P.
JAVIER GARZA, V.P.
J. D. UNDERHILL, V.P.
A. B. BARRERA, V.P.
A. H. MAGNON, JR., V.P.
WILLIAM J. JONES, V.P.
EDWARD R. LEYENDECKER, JR.,
Asst. V.P.
OSCAR MUÑOZ, Asst. Cashier
JAMES J. LEYENDECKER, Asst. Cash.
JOSE A. LOPEZ, Asst. Cashier
DAN M. SANCHEZ, JR., Asst. Cash.
LEWIS W. WOODUL, Asst. Cashier
GARY G. JACOBS, Asst. Cashier
MANUEL M. RANGEL, Asst. Cashier
JOSE A. BOTELLO, Asst. Cashier
MARIO GONZALEZ, JR., Tr. Officer

THE LAREDO NATIONAL BANK LAREDO, TEXAS

Statement of Condition at the Close of Business December 31, 1969

RESOURCES		LIABILITIES	
CASH AND DUE		DEPOSITS	\$54,104,835.11
FROM BANKS	\$8,800,074.95	CAPITAL ACCOUNTS:	
U. S. GOVERNMENT BONDS	5,780,677.81	Capital Stock	\$1,000,000.00
	14,580,752.76	Surplus	1,250,000.00
Municipal Bonds & Other Securities	15,649,221.85	Undivided Profits	154,696.00
Federal Reserve Bank Stock	67,500.00	Reserve for Dividend Payable Jan. 2, 1970	40,000.00
Loans & Discounts	28,709,068.55	Loan & Securities Reserve	2,286,281.99
Accrued Income	457,187.57	Accrued Expenses	469,236.64
Banking House & Equipment	740,150.99	Unearned Discount	325,698.42
Customers Liability on Letters of Credit	189,838.12	Federal Reserve Bank Transit Account	713,149.64
Other Assets	207,809.72	Letters of Credit Executed for Customers	189,838.12
		Other Liabilities	67,793.64
TOTAL	\$60,601,529.56	TOTAL	\$60,601,529.56

THOUGHTFUL BANKING GETS THINGS DONE FOR YOU AT

The County National

across from the Courthouse

ST. LOUIS COUNTY NATIONAL BANK  **IN CLAYTON**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION PA 6-2323

FORSYTH AT MERAMEC

Statement of Condition

DECEMBER 31, 1969

RESOURCES

Cash and Due from Banks	\$ 53,358,180.00
United States Government Securities	48,835,520.89
Municipal Securities	24,902,974.60
Federal Reserve Bank Stock	270,000.00
Loans and Discounts	83,630,254.99
Equipment Acquired for Lease	3,485,614.53
Federal Funds Sold	6,600,000.00
Bank Premises, Vaults and Equipment	2,304,064.48
Accrued Income Receivable	1,415,218.95
Other Resources	334,074.22
	<u>\$225,135,902.66</u>

LIABILITIES

Demand Deposits	\$143,897,624.11
Time Deposits	65,576,682.00
Total Deposits	\$209,474,306.11
Reserve for Losses on Loans	1,469,570.71
Reserve for Interest, Taxes, Etc.	1,179,637.24
Income Collected, Not Earned	609,196.77
Other Liabilities	80,000.00

CAPITAL ACCOUNTS:

Common Stock	\$ 3,000,000.00
Surplus	6,000,000.00
Undivided Profits	3,323,191.83
	<u>\$ 12,323,191.83</u>
	<u>\$225,135,902.66</u>

OFFICERS

EDWARD H. SCHMIDT President and Chairman of the Board	ROY J. PANCHOT Assistant Vice President
MERLE M. SANGUINET Senior Vice President	CHARLES H. SCHREIBER, JR. Assistant Vice President
RAYMOND N. GRELLNER Vice President and Cashier	JERRY E. STAMM Assistant Vice President
RODNEY F. HILL Vice President	LESTER O. WAGNER Assistant Vice President
KENT RAVENSCROFT Vice President	DONALD A. WIBBENMEYER Assistant Vice President
DONALD P. SHINE Vice President	WALTER E. BECKER Assistant Cashier
H. KEITH WHITE Vice President	WILLIAM E. CARROLL Assistant Cashier
T. W. BARLOW Assistant Vice President	PAUL L. GIBBONS Assistant Cashier
GILBERT E. FARRELL Assistant Vice President	HARRIS E. WILLIAMS Assistant Cashier
WAYNE E. GRANDCOLAS Assistant Vice President	GUSTAV H. WITTE Assistant Cashier
C. U. IMBODEN Assistant Vice President	LEO J. NIEMEYER Auditor
LARRY R. NIEDERGERKE Assistant Vice President	RUSSELL E. ALBRECHT Assistant Auditor
	E. W. DICKMANN Assistant Auditor

TRUST DEPARTMENT

RICHARD J. KEMPLAND Vice President and Trust Officer	GREGORY P. LA VIGNE Trust Officer
ROBERT J. HRASTICH Vice President	MARTIN E. SHEETS, JR. Trust Officer
JAC E. GRISWOLD Trust Officer	ELIZABETH L. KUNKEL Assistant Trust Officer
WILSON F. HUNT Trust Officer	

BOARD OF DIRECTORS

STERLING J. ALEXANDER DONALD L. BARNES, JR. President and Chairman of the Board American Investment Company	EUGENE R. McCARTHY Director Brown Shoe Company H. G. McELHINNEY LOUIS J. ORABKA Chairman of the Board Bank Building and Equipment Corporation
WILLIS W. BENSON* JAMES B. COATS* JAMES M. DOUGLAS Attorney Thompson, Mitchell, Douglas, Neill and Guerri	BEN PECK President Wohl Shoe Company HENRY W. J. ROTT Farmer
ALFRED H. KERTH Attorney Kerth, Thies, Schreiber, Hamel and Dee	MERLE M. SANGUINET Senior Vice President EDWARD H. SCHMIDT President and Chairman of the Board
JAMES C. LAFLIN Vice President Southern Comfort Corp.	L. EDWARD SMART President Imperial Refineries Corporation
JOHN F. LILLY Chairman of the Board Clayton Federal Savings and Loan Association	JULES Q. STRONG Attorney
JOHN ALLAN LOVE* PHILLIP J. LUCIER President Continental Telephone Corporation	MAHLON B. WALLACE, III President Wallace Pencil Company

* Advisory Board Member

THE FIRST NATIONAL BANK

JACKSON, TENNESSEE

Statement of Condition December 31, 1969

RESOURCES

Cash & Due from Banks	\$ 8,252,792.93
U. S. Bonds & Securities	7,087,476.43
Other Bonds	4,186,647.74
Loans & Discounts	22,688,923.37
Stock in Federal Reserve Bank	52,500.00
Midtown Branch	178,975.01
Banking House	380,470.04
Furniture & Fixtures	182,423.37
Other Assets	18,441.88
	<hr/>
	\$43,028,650.77

LIABILITIES

Capital Stock	\$ 750,000.00
Surplus	1,000,000.00
Undivided Profits	1,410,538.89
Reserve for Loan Losses	469,012.56
Reserve for Taxes	50,000.00
Interest collected but not earned	229,713.59
Dividend Payable January 2, 1970	30,000.00
Deposits	39,089,385.73
	<hr/>
	\$43,028,650.77

OFFICERS

HUGH W. HICKS Chairman	W. E. TERRY Vice Chairman & Senior Trust Officer		
WALTER BARNES President	FRANK A. MCKINNIE Senior Vice President		
WILL H. FOSTER Vice President & Cashier	LILLIAN J. CASON Vice President & Trust Officer		
Vice Presidents			
J. HOUSTON COCHRAN	BURNS L. HICKS	EARL WILLIAMSON	
Assistant Vice Presidents			
JOE GOBELET	FRANCES L. MEEKS	WM. A. GUNTER, JR.	ORA SUE YOUNG
Assistant Cashiers			
JAMES FREEMAN	JAMES RAY HIGHT	GEORGE R. SHELTON	
JOHN P. GAFFNEY	ANNIE LEE LASLEY	J. BENJAMIN SHELTON, JR.	
MARY LOUISE HAMILTON	JESSIE H. MATHIS	FLOYD T. WATKINS, JR.	
MARGUERITE L. HOLDER			
WILLIAM P. MOSS Attorney	JAMES L. ELLIS Auditor		
<i>Member of Federal Deposit Insurance Corporation</i>			

Correspondent Heads Named, Director Elected, NOE Reported By Manufacturers Hanover

NEW YORK—Donald E. Paul and Donald H. McCree Jr., vice presidents in Manufacturers Hanover Trust's national division, have been named to head the bank's southwestern and western divisions, respectively.



PAUL

Mr. Paul will supervise the bank's corporate and correspondent bank business in Arkansas, Kentucky, Louisiana, New Mexico, Oklahoma, Tennessee and Texas. With the bank since 1955, he has been in the national division since 1957 and a vice president since 1967. Mr. McCree joined the bank in 1960 and was named vice president in 1967.

In other action, R. V. Hansberger, president of Boise Cascade Corp., has been elected a director of Manufacturers Hanover Corp. and Manufacturers Hanover Trust.

Manufacturers Hanover Corp., holding company that includes Manufacturers Hanover Trust, has reported N.O.E. for 1969 of \$78.3 million, or \$5.59 per share, compared to 1968 figures of \$69.4 million, or \$4.96 per share.

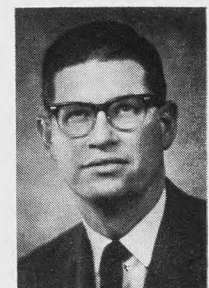
Three Promotions Announced at Louisville Trust Co.

LOUISVILLE—Thomas E. Pfau has advanced from vice president and trust officer to vice president and senior trust officer at Louisville Trust. John S. Hancock Jr., formerly assistant vice president and trust officer, has been named vice president and trust officer. The bank promoted Neil B. Jesse from trust officer to trust investment officer.

Mr. Pfau joined Louisville Trust in 1957 and had been vice president and trust officer since 1965. Mr. Hancock joined the bank in 1967 as an assistant vice president and trust officer and continues his duties in developing new trust business.



PFU



HANCOCK

THE FIRST NATIONAL BANK

EL DORADO, ARKANSAS

Condensed Statement of Condition December 31, 1969

OFFICERS

H. C. MCKINNEY, JR. President
W. D. MEACHAM Exec. Vice-President
R. G. DUDLEY Vice-Pres. & Cashier
JAMES Y. CAMERON Vice-President
MISS U. TRICKETT Vice-President
JOE W. MILLER Vice-President
CHARLES HANKINS Asst. Vice-President
E. PERRY SCHIEFFER Auditor
CHARLES AINSWORTH Assistant Cashier
ROBERT BLACKWOOD Assistant Cashier
MILAS REYNOLDS Assistant Cashier
PETER M. O'CONNOR Assistant Cashier
TRUST DEPARTMENT
ARLEN WALDRUP Vice-President & Trust Officer
ARLEY KNIGHT Asst. Trust Officer
TIMEPAY DEPARTMENT
E. L. ADAMS, JR. Vice-President & Manager
D. E. CANADY Vice-President & Asst. Manager
DATA PROCESSING DEPT.
NORWOOD JONES, JR. Data Processing Officer

RESOURCES

Cash on Hand and Due from Banks	\$12,246,702.18
United States Securities	7,475,143.75
	<hr/>
State, County and Municipal Bonds	\$19,721,845.93
Stock in Federal Reserve Bank	6,433,033.27
Loans and Discounts	120,000.00
Income Earned, Not Collected	22,795,490.98
Bank Premises and Equipment	306,392.01
Other Resources	575,000.00
Customers Liability-Letters of Credit	32,582.39
	<hr/>
TOTAL	\$50,017,320.83

LIABILITIES AND CAPITAL

Deposits	
Demand	\$31,489,445.72
Savings and Time	12,618,481.11
	<hr/>
Total Deposits	\$44,107,926.83
Reserve for Taxes, Interest, Etc.	632,958.80
Income Collected, Not Earned	287,347.56
Outstanding Letters of Credit	32,976.25
	<hr/>
LIABILITIES	\$45,061,209.44
Capital Stock	\$ 1,400,000.00
Surplus	2,600,000.00
Undivided Profits	756,111.39
Reserve for Contingencies	200,000.00
	<hr/>
CAPITAL ACCOUNTS	\$ 4,956,111.39
	<hr/>
TOTAL	\$50,017,320.83

*Member of Federal Reserve System
Member of Federal Deposit Insurance Corporation*



**CONSOLIDATED STATEMENT
OF CONDITION
December 31, 1969**

RESOURCES:

Cash and Due From Banks	\$ 311,367,711
U.S. Government Securities	\$ 176,771,510
Public Housing Authority Securities	51,645,095
State and Municipal Securities	131,163,351
Other Securities	14,750,294
Total Securities	\$ 374,330,250
Federal Funds Sold and Securities Purchased Under Agreements to Resell	49,726,572
Commercial Loans	\$ 504,603,084
Instalment Loans	131,413,530
Real Estate Mortgage Loans: Insured or Guaranteed	225,031,734
Other	323,671,749
Total Loans	\$ 1,184,720,097
Bank Properties and Equipment	31,064,644
Accrued Income and Other Resources	19,796,748
Total Resources	<u>\$ 1,971,006,022</u>

LIABILITIES AND CAPITAL FUNDS:

Demand Deposits	\$ 772,764,743
Time and Savings Deposits—Personal	890,456,988
—Other	99,768,234
Total Deposits	\$ 1,762,989,965
Federal Funds Purchased	21,100,000
Accrued Expenses and Other Liabilities	32,252,877
Total Liabilities	\$ 1,816,342,842
Reserve for Loan Losses	22,755,230
Capital Funds:	
Capital Notes—4.65%, Due 1989	\$ 25,000,000
Convertible Capital Notes—5%, Due 1994	15,000,000
Common Stock—\$10.00 par value, authorized 2,000,000 shares in 1969 and 1,709,382 shares in 1968; outstanding 1,709,382 shares in 1969 and 1968	\$ 17,093,820
Surplus	57,906,180
Undivided Profits	16,907,950
Total Stockholders' Equity	\$ 91,907,950
Total Capital Funds	\$ 131,907,950
Total Liabilities and Capital Funds	<u>\$ 1,971,006,022</u>

MEMORANDUM

Securities carried at approximately \$105,708,000 were pledged at December 31, 1969 to secure public deposits, including deposits of the Treasurer, State of Michigan of \$18,308,031, and for other purposes required by law.

*Member Federal Deposit
Insurance Corporation*

**MANUFACTURERS NATIONAL BANK
OF DETROIT**

DIRECTORS

WENDELL W. ANDERSON, JR.
Chairman of the Board and
President, Bundy Corporation

ALBERT J. BERDIS
Chairman of the Board, Great Lakes Steel

H. GLENN BIXBY
President, Ex-Cell-O Corporation

E. PAUL CASEY
President, McCord Corporation

WM. REEVE CLARK
Director

LEROY W. DAHLBERG
Partner, Dahlberg, Mallender & Gawne

MAX M. FISHER
Chairman of the Board,
Fisher-New Center Co.

SHERMAN J. FITZSIMONS JR.
Chairman, FitzSimons Manufacturing
Company

E. M. FORD
Director

WILLIAM CLAY FORD
Vice President and Director,
Ford Motor Company

MERVYN G. GASKIN
Chairman of the Board,
Taylor & Gaskin, Inc.

PIERRE V. HEFTLER
Partner, Bodman, Longley, Bogle,
Armstrong & Dahling

GEORGE M. HOLLEY JR.
Director,
Holley Inc. Carburetor

HARRY J. LOYND
Director

WILFRED D. MACDONNELL
President and Chief Executive Officer,
Kelsey-Hayes Company

WILBER H. MACK
President, American Natural
Gas Company

WILLIAM A. MAYBERRY
Director

WILLIAM G. MEESE
Executive Vice President,
The Detroit Edison Company

ROLAND A. MEWHORT
Chairman of the Board

DONALD R. MITCHELL
Chairman of the Board,
The Mitchell-Bentley Corporation

J. DONALD ORTH
Executive Vice President

DEAN E. RICHARDSON
President

A. GUY ROPP
Director

RUSSELL S. STRICKLAND
Director and Senior Vice President
Castleton Industries, Inc.

One of Giles County's Good Banks

Condensed Statement of Condition—at the close of business December 31, 1969

RESOURCES		LIABILITIES	
Cash and Due from Banks	\$ 3,242,251.19	Capital Stock	\$ 376,820.00
U. S. Government Bonds	1,997,551.78	Surplus	951,180.00
State, County & Municipal Bonds	1,996,957.88	Undivided Profits	345,603.61
Federal Reserve Bank Stock	39,850.00	Reserve for Dividends	11,107.05
Loans and Discounts	12,737,466.67	Reserve for Loss on Loans	218,409.80
Banking Houses (4), Real Estate, Furniture & Fixtures	785,393.39	Total	1,903,120.46
*Other Assets	195,973.82	*Accrued Liabilities	593,282.44
Interest Earned—Not collected	93,392.67	DEPOSITS	18,592,434.50
TOTAL	\$21,088,837.40	TOTAL	\$21,088,837.40

* Above Statement reflects Accrual Method of Accounting.
Federal Income Tax Adjustment resulting from change to Accrual Accounting is to be spread over 10 years, 1968 through 1977.

1,159 Shares of Stock—Authorized but unissued.

FIRST NATIONAL BANK

PULASKI, TENNESSEE

ROBERT E. CURRY
President

PARMENAS COX
Chairman

BANK OF NEW MADRID

NEW MADRID, MISSOURI

Industrial Hub of Southeast Missouri

Statement of Condition as of December 31, 1969

RESOURCES		LIABILITIES	
Cash and Due from Banks	\$ 1,933,586.98	Capital Stock	\$ 200,000.00
Bonds and Securities	3,358,241.49	Surplus	560,000.00
Loans	6,889,941.59	Undivided Profits	26,881.77
Prepaid Insurance	3,378.51	Other Capital Resources	35,184.95
Furniture and Fixtures	34,158.54	Reserve	161,669.28
Other Resources	192,045.52	Unearned Discount	92,758.93
		Other Liabilities	8,571.45
TOTAL	\$12,411,352.63	Deposits	11,326,286.25
		TOTAL	\$12,411,352.63

OFFICERS

SAM L. HUNTER JR.	President	LAWRENCE H. ROST	Vice President
CHARLES E. PALMER	Exec. Vice President	JAMES N. EDWARDS	Cashier
GEORGE D. BOCK	Vice President	LAVERNE SIDES	Asst. Cashier

ARLINE AVERY, Farm Representative

DIRECTORS

SAM L. HUNTER JR.	F. S. HUNTER	W. P. HUNTER
VINCENT H. ROST		JOSEPH E. McCRATE

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

THE FIRST NATIONAL BANK OF OPP

OPP, ALABAMA

Condensed Statement of Condition at close of business December 31, 1969

ASSETS		LIABILITIES	
Cash and Due from Banks	\$2,661,646.26	Deposits	
U. S. Treasury Securities	1,814,487.50	Demand Deposits	\$ 7,599,153.19
Securities of Other U. S. Government Agencies	30,000.00	Time Deposits	11,446,824.13
Obligations of States & Other Pol. Subdiv.	4,207,937.54	Other Liabilities	349,711.60
Other Securities	42,000.00	Reserve for Bad Debt Losses	109,568.62
Federal Funds Sold	2,000,000.00	Capital Accounts	
Loans	9,688,504.96	Capital	\$560,000.00
Bank Premises & Equipment	353,041.99	Surplus	840,000.00
Other Real Estate	36,384.00	Undivided Profits	231,889.72
Other Assets	303,145.01		
TOTAL ASSETS	\$21,137,147.26	TOTAL LIABILITIES	\$21,137,147.26

OFFICERS

G. CLEVE PIERCE	Chairman and Trust Officer	JAMES F. GRIGG, JR.	Vice President
C. CARROLL PIERCE	President and Assistant Trust Officer	JAMES C. KELSE	Cashier
R. J. PURVIS	Vice President	FRANCES D. KING	Assistant Cashier
R. S. JEFFCOAT	Vice President	BILLY W. WARD	Assistant Cashier
WILLIAM T. NUTT	Vice President	JEANETTE W. WALKER	Assistant Trust Officer
LUCILLE W. FOLEY	Vice President	HILDA J. PIERCE	Assistant Trust Officer

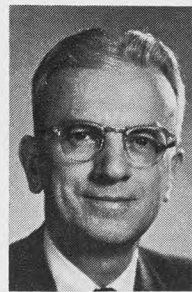
Member Federal Deposit Insurance Corporation

Sr. VP Penzler Retires From Merchantile Trust

ST. LOUIS—Kenneth Penzler, senior vice president at Mercantile Trust, has retired after 46 years in banking. Mr. Penzler began his banking career with Mississippi Valley Trust in 1923. In 1932 he was appointed manager of the securities analysis department, later known as the investment department. He was elected an assistant vice president in 1940 and vice president in 1945.

Mississippi Valley Trust merged with Mercantile-Commerce Bank in 1951 to form Mercantile Trust. The new bank elected Mr. Penzler senior vice president in 1955. He served as chairman of the investment policy committee.

Following his retirement, Mr. Penzler established an office at Krupnick & Associates in St. Louis.



PENZLER

Promotions, Appointments Made at American Fletcher

INDIANAPOLIS—American Fletcher National has appointed Senior Vice



President Eugene M. Howard chairman of the senior loan committee. He retains his senior vice president's title. Walter B. Kirkwood Jr., vice president, has been assigned to head the metropolitan division.

Named assistant vice presidents were: Thomas J. Beaulieu, Thomas A. Spall and Karyl M. Sprague. Thomas E. Altwies was made personnel officer and director of staff development and training; James P. Hubbard, financial planning officer, and Thomas W. Morgan, accounting officer.

New Posts at Security Bank

CORINTH, MISS.—Security Bank has elected William C. Hussey and Loy M. Sharp vice presidents. Mr. Hussey is in charge of internal and branch operations and personnel. Mr. Sharp heads the installment loan department. The bank also elected Mrs. Joyce M. Hardwick assistant cashier and head of the new operations center.



CONTINENTAL BANK

We enter a new decade that offers America a great opportunity—that of stimulating sound economic growth while responding sensitively to the social and environmental needs of the nation and the world. Much of this opportunity rests with private business, and thus with the commercial banking system that provides it with credit. Continental Bank, as one of the world's leading financial institutions, enters the decade of the 1970s with enthusiasm and confidence.

Donald M. Graham
Chairman of the Board of Directors

Tilden Cummings
President

CONSOLIDATED STATEMENT OF CONDITION

BOARD OF DIRECTORS

ROGER E. ANDERSON
Executive Vice President

CROWDUS BAKER
Formerly Vice Chairman of the Board, Sears, Roebuck and Co.

ROBERT C. BECHERER
Director and Consultant, FMC Corporation

PHILIP D. BLOCK, JR.
Chairman, Inland Steel Company

RALPH M. BUZARD
Formerly Executive Vice President, International Harvester Company

GEORGE R. CAIN
Chairman of the Board, Abbott Laboratories

JAMES W. COOK
Formerly Chairman of the Board, Illinois Bell Telephone Company

GORDON R. COREY
Chairman of the Finance Committee, Commonwealth Edison Company

STEWART S. CORT
President, Bethlehem Steel Corporation

LESTER CROWN
Executive Vice President, Henry Crown & Company

TILDEN CUMMINGS
President

CALVIN FENTRESS, JR.
Chairman of the Finance Committee, Allstate Insurance Company

DONALD M. GRAHAM
Chairman of the Board of Directors

WILLIAM A. HEWITT
Chairman and Chief Executive Officer, Deere & Company

PORTER M. JARVIS
Formerly Chairman of the Board, Swift & Company

WILLIAM B. JOHNSON
Chairman, President and Chief Executive Officer, Illinois Central Industries, Inc.

GEORGE E. KECK
President, UAL, Inc.

ROBERT L. MILLIGAN
Chairman, Union 76 Division, Union Oil Company of California

GRAHAM J. MORGAN
President and Chief Executive Officer, United States Gypsum Company

JOHN H. PERKINS
Executive Vice President

WILLIAM J. QUINN
President and Chairman of the Executive Committee, Chicago, Burlington & Quincy Railroad Company

ROBERT W. RENEKER
President and Chief Executive Officer, Swift & Company

CLARENCE H. SHAVER
Formerly Chairman of the Board, United States Gypsum Company

JOSEPH S. WRIGHT
Chairman of the Board and Chief Executive Officer, Zenith Radio Corporation

EXECUTIVE OFFICERS

DONALD M. GRAHAM
Chairman of the Board of Directors

TILDEN CUMMINGS
President

ROGER E. ANDERSON
Executive Vice President

JOHN H. PERKINS
Executive Vice President

RESOURCES

	December 31, 1969	December 31, 1968
Cash and Due from Banks	\$1,294,269,000	\$1,150,733,000
Securities:		
U. S. Treasury Securities	\$ 423,376,000	\$ 559,074,000
Obligations of States and Political Subdivisions	763,528,000	741,326,000
Other Securities	61,762,000	125,127,000
Trading Account Securities	125,318,000	102,843,000
Total Securities	\$1,373,984,000	\$1,528,370,000
Federal Reserve Funds Sold and Securities Purchased under Agreements to Resell	\$ 10,751,000	\$ 9,100,000
Loans and Discounts	4,322,048,000	4,145,192,000
Bank Premises, Furniture and Fixtures	25,896,000	24,831,000
Customers' Liability on Acceptances	136,595,000	149,212,000
Other Assets	467,080,000	506,629,000
Total Resources	\$7,630,623,000	\$7,514,067,000

LIABILITIES

Deposits:		
Head Office—Demand	\$2,885,629,000	\$2,889,348,000
—Savings	763,943,000	806,482,000
—Other Time	533,539,000	1,030,614,000
Overseas Branches and Subsidiaries	2,123,747,000	1,575,059,000
Total Deposits	\$6,306,858,000	\$6,301,503,000
Federal Reserve Funds Purchased and Securities Sold under Agreements to Repurchase	152,594,000	193,255,000
Other Liabilities for Borrowed Money	290,522,000	121,275,000
Acceptances Outstanding	136,656,000	151,842,000
Other Liabilities	110,413,000	127,746,000
Total Liabilities	\$6,997,043,000	\$6,895,621,000
Reserves on Loans:		
Reserve for Possible Loan Losses	\$ 121,557,000	\$ 121,467,000
Other Loan Reserves	2,231,000	2,072,000
Total Reserves on Loans	\$ 123,788,000	\$ 123,539,000

CAPITAL ACCOUNTS

Common Stock—\$10.00 Par Value	\$ 168,643,000	\$ 168,260,000
Authorized	1969 16,864,315	1968 17,424,000
Outstanding	16,864,315	16,826,020
Surplus	275,906,000	258,408,000
Undivided Profits	47,296,000	53,600,000
Securities Reserve	17,947,000	14,639,000
Total Capital Accounts	\$ 509,792,000	\$ 494,907,000
Total Liabilities, Reserves, and Capital Accounts	\$7,630,623,000	\$7,514,067,000

Resources carried at \$822,603,000 on December 31, 1969 are pledged to secure public and trust deposits and for other purposes as required or permitted by law. On December 31, 1968 the corresponding amount was \$606,483,000.

Continental Illinois National Bank and Trust Company of Chicago, Subsidiary of Conill Corporation, 231 South LaSalle St., Chicago, Illinois 60690. Continental Bank International, New York. Offices: Argentina • Bahamas • Belgium • Brazil • France • Great Britain • Indonesia • Italy • Japan • Lebanon • Mexico • Morocco • Netherlands • Republic of the Philippines • Spain • Switzerland • Venezuela • West Germany • Member F.D.I.C.

Sewell Made Vice President of Deposit Guaranty Nat'l

JACKSON, MISS.—Charles Sewell has joined Deposit Guaranty National as vice president in charge of corporate planning and research. He was assistant director of the Mississippi Research and Development Center, where he had charge of field services.



SEWELL

According to Deposit Guaranty, Mr. Sewell has played a major role in the economic development of Mississippi during the past four years, particularly in helping business and industry in counties where per capita income is lowest.

In other action at the bank, seven new assistant vice presidents were named: Mrs. Helen M. Bailey, John D. Gibbons, Charles C. Taylor Jr., Willie R. Ginn, Joe G. Hilton, A. Jackson Huff and Tommy J. Ellett Jr. The bank also made these appointments: David Har-

charik, marketing officer; Robert O. Kunz, Frank W. Martin and Billy Joe Sills, credit card officers; William A. Roper Jr. and Michael L. Stewart, branch officers; and Tommy L. Breazeale, credit collection officer.

Lough to Be Chairman of Drovers Nat'l, Chicago

CHICAGO—Major advancements in management were recently announced at Drovers National. The changes will be effective following the annual shareholders' meeting on February 19. Robert Lough will become chairman, Michael J. Whelan will become president and William C. Cummings will serve as honorary chairman. Stephen O. Brattleaf will be elected executive vice president.

Mr. Lough has spent his entire banking career with Drovers National, beginning as a messenger in 1914. He advanced to vice president in 1949 after several promotions in the interim, was named senior vice president in 1955 and president in 1966. He is a director of First Drovers Corp., one-bank holding company.



WHELAN LOUGH BRATTLEAF

Mr. Whelan joined Drovers as executive vice president and director in July, 1969. He formerly was with Michigan Avenue National, Chicago. He is a director of First Drovers Corp. Mr. Brattleaf has been with Drovers since 1951, joining the bank as assistant vice president. He became vice president in 1953, was named a director in 1965 and senior vice president in 1966.

Others elected include: Charles H. Reilly Jr. and Urban F. Myers III to senior vice presidents; Robert F. Corey and Albert Decker to vice presidents; George Mooney and Joseph H. Smyth to assistant vice presidents; and Albert J. Opiela Jr. and Edward L. Reitz Jr. to assistant cashiers. These promotions were effective immediately.

In other news, Drovers National had a net income for 1969 of \$3.84 per share as compared with \$3.07 per share for the previous year.

3 New Sr. VPs, NOE Gain at Security Pacific Nat'l

LOS ANGELES—Security Pacific National has elected three senior vice presidents and reported 1969 earnings.

Promoted from vice presidents to senior vice presidents are John J. Duffy, Byron E. Linville and A. Randall Thomas Jr. Mr. Duffy joined the bank



LINVILLE DUFFY THOMAS

in 1948 and is in charge of branch administration for the Southeastern division. Mr. Linville has been with the bank since 1947 and heads the general industry division of the metropolitan banking department. Mr. Thomas, with the bank since 1955, heads the special industries division of the metropolitan banking department.

N.O.E. for 1969 were \$55.8 million, or \$3.32 per share, compared with \$48.3 million, or \$2.87 per share, in 1968.

STATEMENT OF CONDITION, December 31, 1969

RESOURCES	
Loans & Discounts	\$111,071,397.65
Banking House, Furniture & Fixtures	2,809,569.99
Other Assets	87,658.30
Accrued Income Receivable	1,513,460.52
Federal Reserve Bank Stock	294,000.00
CASH, BONDS & DUE FROM BANKS:	
U. S. Government Bonds	\$ 7,414,847.52
Other Securities	17,882,435.76
Cash & Due From Banks	39,312,380.09
Total Cash, Bonds & Due From Banks	64,609,663.37
	\$180,385,749.83

LIABILITIES	
Capital Stock	\$ 4,800,000.00
Surplus	5,000,000.00
Undivided Profits	3,514,675.42
Total Capital	13,314,675.42
Reserve for Loan Losses	2,646,273.00
Accrued Taxes & Expenses	1,287,230.95
Unearned Interest	674,684.19
Federal Funds Purchased	100,000.00
Deposits	162,362,886.27
	\$180,385,749.83

OFFICERS

Jno. P. Butler	Chairman of the Board
C. J. Kelly	President
G. S. Cone, Jr.	Executive Vice Pres.
Wilbur A. Yeager, Jr.	Executive Vice Pres.
Moss E. Hulsey	Senior Vice Pres.
Wm. H. McCright, Jr.	Senior Vice Pres.
Reid Caskey	Vice Pres.
John Kelly, Jr.	Vice Pres.
John A. Steele, Jr.	Vice Pres.
William J. Mewhorter	Vice Pres.
Wendell W. Hoover	Vice Pres. and Cashier
Harry W. Clark	Vice Pres. Econ. Develop.
Edward B. Weyman	Vice Pres.
Ray P. Moudy	Vice Pres.
O. J. Edwards	Assist. Vice Pres.
J. William Milner	Assist. Vice Pres.
Harlan C. Michael	Assist. Vice Pres.
George H. Glass	Assist. Vice Pres.
Boley B. Embrey	Assist. Vice Pres.
James D. Stephenson	Building Manager
Minnie L. Baker	Assistant Cashier
Dan Simmons	Assistant Cashier
Don Easterling	Assistant Cashier
Tim Nesbitt	Assistant Cashier
B. D. Snody, Jr.	Assistant Cashier
O. B. Frank	Assistant Cashier
Douglas B. Henson	Econ. Research Officer

TRUST DEPARTMENT

Marshall S. McCrea, Jr.	Vice Pres. & Senior Tr. Officer
William E. Fincher	Vice Pres. & Tr. Officer

Midland, Texas

A. David Uechi	Assist. Vice Pres. & Tr. Officer
James M. Graham	Trust Operations Manager
Randall Gibson	Vice Pres. & Tr. Invest. Officer
Fred G. Middleton	Vice Pres. & Tr. Officer
Larry L. Melton	Trust Officer
Robert L. Noah	Trust Land Manager

OIL & GAS DEPARTMENT

Charles D. Fraser	Vice Pres. & Petroleum Engineer
J. T. Mays	Petroleum Engineer
Autry C. Stephens	Petroleum Engineer

SYSTEMS AND PLANNING DEPARTMENT

Robert W. Bechtel	Vice Pres.
John Lendrum, Jr.; C. B. A.	Comptroller
F. W. Fetters	Assist. Cashier
Allen Atkins	Systems Analyst

AUDIT DEPARTMENT

Wm. B. Johnston	Auditor
Lonnie C. Early	Assistant Auditor



Promise for the 70's

To meet challenge, to encourage progress, this is our promise for the '70's.

There is nothing new about this, of course. For as we enter this new decade, we are mindful that progressive, responsible growth has been typical of Detroit Bank & Trust through all our 120 years.

We are mindful, too, that it is the confidence of our customers that has enabled Detroit Bank & Trust to grow with our community, to move steadily forward to the position we hold today as one of the nation's leading banks.

As we move to the '70's with you, we are most keenly aware of our responsibility to you and our community. We can promise the best and broadest service in the years ahead because we've been keeping that promise longer than any other bank in the state.



THE DETROIT BANK & TRUST COMPANY Consolidated Statement of Condition, December 31, 1969

ASSETS

Cash and Due from Banks.	\$ 308,297,680
United States Treasury Securities.	202,079,027
State and Municipal Securities.	321,250,491
Other Securities.	<u>3,864,700</u>
Total Securities.	527,194,218
Federal Funds Loaned	8,250,000
Commercial and Consumer Loans.	785,800,096
Real Estate Mortgage Loans	<u>474,280,249</u>
Total Loans	1,268,330,345
Bank Premises and Equipment	25,057,372
Accrued Income Receivable and Other Assets.	<u>27,297,110</u>
TOTAL	<u>\$2,156,176,725</u>

LIABILITIES

Demand Deposits	\$ 698,467,283
Savings and Personal Time Deposits.	1,014,295,554
Other Time Deposits.	<u>170,417,276</u>
Total Deposits	1,883,180,113
Funds Borrowed.	74,935,000
Unearned Income.	11,613,090
Accrued Expenses and Other Liabilities	<u>26,009,863</u>
Total Liabilities.	1,995,738,066

RESERVES

Reserve for Loan Losses.	<u>23,053,064</u>
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CAPITAL ACCOUNTS

Capital Stock—\$10 par value.	24,513,360
Shares Authorized and Outstanding—2,451,336	
Surplus.	96,000,000
Undivided Profits.	<u>16,872,235</u>
Total Capital.	<u>137,385,595</u>
TOTAL	<u>\$2,156,176,725</u>

On December 31, 1969, securities having a par value of \$166,900,000 were pledged where permitted or required by law to secure liabilities, public and other deposits totaling \$75,900,766 including deposits of the State of Michigan of \$18,482,609.

Board of Directors

WALKER L. CISLER
Chairman of the Board
The Detroit Edison
Company

FRANK A. COLOMBO
Executive Vice President
The J. L. Hudson
Company

LOUIS A. FISHER
Director

WILLIAM A. FISHER
Director
(Died Dec. 20, 1969)

WALTER B. FORD II
Chairman of the Board
Ford & Earl Design
Associates, Inc.

EDWARD J. GIBLIN
Executive Vice President
Ex-Cell-O Corporation

WILLIAM E. GRACE
President
Fruehauf Corporation

LESLIE H. GREEN
Chairman
Automotive Materials
Corp.

WILLIAM B. HALL
Executive Vice President

CHARLES H. HEWITT
Director

JASON L. HONIGMAN
Senior Partner
Honigman, Miller,
Schwartz and Cohn

ROBLEE B. MARTIN
Vice President
Fruehauf Corporation

JAMES McMILLAN
Director

RAYMOND T. PERRING
Chairman

H. LYNN PIERSON
Chairman of the Board
Dura Corporation

ROBERT F. ROELOFS
President
Great Lakes Steel

C. D. SMITH
Executive Vice President
Parke, Davis & Company

C. BOYD STOCKMEYER
President

ARBIE O. THALACKER
President
Detrex Chemical
Industries, Inc.

CLEVELAND THURBER
Senior Partner
Miller, Canfield,
Paddock & Stone

HERBERT B. TRIX
Director
The Standard Products
Company

KENNETH J. WHALEN
President

Michigan Bell
Telephone Company

JAMES O. WRIGHT
Director
Wallace-Murray
Corporation

WILLIAM R. YAW
President
Wabeek Corporation

More than 80 offices in and around Detroit, and an office in London, England too!



**DETROIT
BANK
& TRUST**

You're 120 years to the good when you bank at Detroit Bank & Trust Member FDIC

Northern Trust, Chicago, Advances 22 on Staff; Earnings Increase 18%

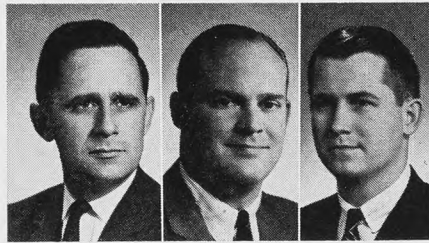
CHICAGO—Northern Trust has announced the promotions and appointments of 22 officers. Thomas L. McDermand was named senior vice president in the new business division and 11 others were advanced to vice presidents.

Named vice presidents in the banking department were Ernest H. Kraemer in the international banking division and Raymond R. Ott in the personal banking division. New second vice presidents in that department are Dean V. Banick in division four, and Spencer H. LeMenager and George P. Tyson, both in the middle states division. Messrs. Tyson and LeMenager travel in Indiana, Kentucky, Tennessee, Mississippi and Alabama, as well as several other states.

In the trust department, new vice presidents are John T. Blunt in the family business interests division; Ralph G. Hulett, Thomas E. Ingram, Willard



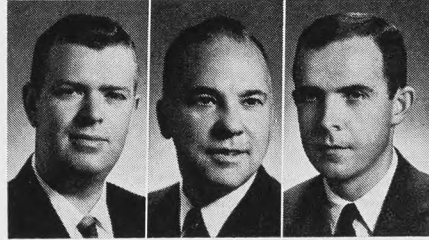
McDERMAND



KRAEMER

TYSON

LeMENAGER



GLEASON

OTT

DEREDICK

C. Kayser Jr. and D. Quigg Porter Jr., all in the investments division. Named second vice presidents in the trust department were Gregory G. Cornell in the personal trust division and Melvin H. Schillen in the probate division.

Two were named vice presidents in the bond department: Laurance H. Bender in the retail and institutional sales division, and Robert L. Yoder in the money market division. Promoted to second vice presidents were Richard C. Fox in the retail and institu-

tional sales division, and Michael J. McManus in the New York Office.

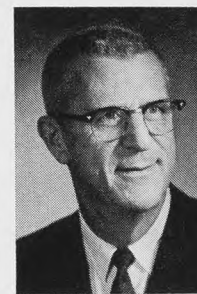
Robert G. Dederick was named vice president and economist in the economic research department and Harold C. Warner Jr. was promoted to second vice president and associate economist.

In the administrative department, John J. Gleason was named vice president in the financial reporting, taxes and accounting section. John J. Robinson was promoted to second vice president in that section and Charles B. Hoag was named manager in the profit planning division.

In other news, Northern Trust has released preliminary earnings figures for year-end. Consolidated net operating earnings for 1969 rose to \$16,107,000 from \$13,622,000 in 1968, an increase of 18.2%. On a per-share basis, earnings were equal to \$8.05 in 1969, compared to \$6.81 in 1968.

Security Pacific National Names Rehm Exec. VP

LOS ANGELES—Security Pacific National has elected Norman H.



REHM

Rehm an executive vice president and a member of the bank's managing committee. Mr. Rehm, formerly a senior vice president, assumes overall responsibility for the metropolitan, national and international banking

departments.

Mr. Rehm joined the bank in 1928 and was named vice president in 1956 and senior vice president in 1967.

Bank of New York Advances 3, Shifts Sheldon to Holding Co.

NEW YORK—Lyle J. Pirnie has been elected vice president and comptroller of Bank of New York. Joseph F. Fadell was elected auditor, and Juris M. Mednis has been promoted to operations officer.

Mr. Pirnie joined the bank in 1960 and was named assistant comptroller in 1961. In 1963 he advanced to assistant auditor then to auditor. He replaces Gerald L. Sheldon, executive vice president, as comptroller. Mr. Sheldon will be devoting his time to the Bank of New York Co., Inc., holding company of which he is treasurer.

Mr. Fadell joined the bank in 1954 and was named assistant auditor in 1963 and deputy auditor in 1968. Mr. Mednis joined Bank of New York in 1962. He was named assistant investment officer in 1967, assistant treasurer in 1968 and assistant operations officer in 1969.

STATEMENT OF CONDITION OF

Hamilton NATIONAL BANK KNOXVILLE, TENNESSEE

At the Close of Business December 31, 1969

RESOURCES

Cash in Vault and Due from Banks	\$45,758,998.82	
United States Government Bonds	39,266,207.69	
State, Municipal and Listed Bonds	16,665,499.51	\$101,690,706.02
Loans and Discounts, Net	126,082,063.44	
Overdrafts	46,380.66	
Stock in Federal Reserve Bank	315,000.00	
Bank Buildings, Furniture and Fixtures	3,389,895.33	
Interest Earned, Not Collected	684,689.64	
Prepaid Expenses (Taxes, Insurance, etc.)	983,967.24	
Other Assets	33,162.19	
TOTAL RESOURCES	\$233,225,864.52	

LIABILITIES

Capital Stock	\$ 5,000,000.00
Surplus, Undivided Profits and Reserves	13,174,284.87
Interest Collected—Not Earned	1,734,079.60
Reserve for Dividends	225,000.00
Notes Payable	5,125.00
DEPOSITS	213,087,375.05
TOTAL LIABILITIES	\$233,225,864.52

Member of Federal Deposit Insurance Corporation
Member of Federal Reserve System

No time for standing still

The Fourth, sitting solidly on its downtown Wichita corner, has never been much for standing quietly by while its world expands. Instead, the bank grew through the years of youth and adolescence — trying years, as those always are — to its present position as the state's largest commercial bank.

Reaching for leadership, it recognized responsibility, and moved ahead under the astute direction of bankers with a view toward the future. Today, the pattern continues in succession of leadership, backed up by officers in the fourteen separate areas of bank operation. Forward thinking men, leading the bank confidently into the new decade. The 70's: calculated to be the decade of *the bank*.

DIRECTORS

A. DWIGHT BUTTON
Chairman of the Board

*A. D. BARNETT
Barnett Oil Company

HEBER BEARDMORE
President, Beardmore Oil Inc.

OLIVE ANN BEECH
Chairman of the Board and
Chief Executive Officer,
Beech Aircraft Corp.

JAMES R. BOYD
Senior Vice President

VIRGIL S. BROWNE, JR.
Investments

SHELDON COLEMAN
President, Coleman Company, Inc.

W. DALE CRITSER
Financial Consultant

DWIGHT FERGUSON
President, Bank of Woodward, Okla.

*H. A. FUNKE
Investments

JORDAN L. HAINES
President

*HARRY H. HEIMPLE
Investments

WALTER P. INNES, JR.
Investments

WILLIAM T. KEMPER
The Kemper Investment Company

A. W. KINCADE
Chairman of the Board
Fourth Financial Corporation

HARRY LITWIN
Chairman, The Litwin Corp.

W. R. MURFIN
Murfin Drilling Company

J. F. O'SHAUGHNESSY
Vice President, Lario Oil & Gas Co.

RICHARD H. PRICE
President, Dick Price Motors, Inc.

H. DEAN RITCHIE
Ritchie Bros. Construction Co.

*J. E. SCHAEFER
Director Emeritus
The Boeing Company

E. B. SHAWVER, II
Partner, Prairie Land & Cattle Co.

WESLEY H. SOWERS
Management Counsel

DWANE L. WALLACE
Chairman of the Board
Cessna Aircraft Co.

NESTOR R. WEIGAND
Partner, J. P. Weigand & Sons

BEN M. WHEAT
Vice President
The Boeing Company

E. V. YINGLING, JR.
Investments

LYLE E. YOST
President, Hesston Corporation

*Advisory Director

STATEMENT OF CONDITION . . . DECEMBER 31

1969

RESOURCES

Cash and Due from Banks	\$ 62,022,451.63
U. S. Government Securities	16,968,916.56
Public Housing Authority Securities	4,501,331.72
Municipal Securities	30,031,472.39
Trading Account and Other Securities	1,791,068.70
Stock in Federal Reserve Bank	645,000.00
Securities Purchased Under Agreements to Resell	13,466,000.00
Federal Funds Sold	3,000,000.00
Loans and Discounts	147,288,481.86
Commodity Credit Corporation Loans	335,000.00
Credit Card Receivables	6,484,452.00
Bank Premises and Equipment	4,721,993.51
Other Resources	535,999.25
Total Resources	<u>\$291,792,167.62</u>

LIABILITIES

Demand Deposits	\$174,768,956.94
Time Deposits	83,920,501.22
Total Deposits	\$258,689,458.16
Federal Funds Purchased	3,075,000.00
Reserve for Taxes, Interest, etc.	1,552,599.10
Income Received — Unearned	1,078,506.53
Total Liabilities	<u>\$264,395,563.79</u>

RESERVES

Reserve for Loan Losses	\$ 2,477,524.13
-----------------------------------	-----------------

CAPITAL ACCOUNTS

Capital Stock — \$5.00 Par Value	\$ 10,500,000.00
2,500,000 Shares Authorized	
2,100,000 Shares Outstanding	
Surplus	11,000,000.00
Undivided Profits	3,419,079.70
Total Capital Accounts	<u>\$ 24,919,079.70</u>
Total Liabilities, Reserves, and Capital Accounts	<u>\$291,792,167.62</u>

NOTE: Securities are reported at amortized cost. The Market Value of Trading Account and Other Securities is — 1969, \$1,600,927.71; 1968, \$7,735,382.50.



THE FOURTH

The Fourth National Bank and Trust Company, Wichita, Market and Douglas, Wichita, Kansas 67202.

Member F.D.I.C.



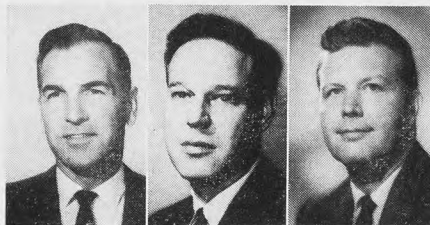
THIS IS THE BANKERS BANK

The
TEXARKANA NATIONAL
Bank



**CORRESPONDENT
CENTER
IN THE
FOUR STATES
AREA**

Promotions Announced by Ft. Worth National



TUTTLE WILLIAMS WHITWORTH

FORT WORTH—Fort Worth National has promoted nine officers and named seven new officers. In addition, stockholders have elected Gaston Hallam to the board. He is president, Ben E. Keith Co.

The nine new officers are: vice presidents, P. Eugene Tuttle, James A. Whitworth and Norris Williams, all formerly assistant vice presidents; assistant vice presidents, L. O. Brightbill III, Edwin G. Gilbert Jr., Bob A. Seymour, Franklin D. Spears and William E. Whiteside, all formerly assistant cashiers; and trust officer David G. Peoples, who was an assistant trust officer.

Mr. Whitworth is in the bank's correspondent banking department.

The seven new officers are: Robert E. Walsh, trust officer; Robert Connelly, Bill Prichard and Bruce Thomas, assistant cashiers; Larry Cooper and Gene Dunbar, assistant trust officers; and Don Bohannon, assistant controller.

Four Promoted, Two Retire at Fifth Third Bank, Cincinnati

CINCINNATI—Four promotions and two retirements have been announced by Fifth Third Bank. William J. Dorn, cashier, and Albert W. Mueller, vice president, have retired with a combined total of some 87 years in banking.

Mr. Dorn started with the bank as a clearing house clerk and his banking

career spanned 39 years. Mr. Mueller began his banking career in 1921 with the old Western Bank, which later became a part of Fifth Third Bank.

Howard C. Schnebelt has been named cashier, succeeding Mr. Dorn. He has been in banking since 1940. Ronald M. Mersch and Walter W. Nuckols were promoted to assistant vice presidents. Mr. Mersch began his banking career with the Citizens Bank of St. Bernard, later taken over by Fifth Third. Mr. Nuckols joined Fifth Third in 1961 and is currently in the national and new business division. Carl E. Wilkinson was named trust officer. He has been with the bank since 1963.

Boatmen's Bancshares Elects Two New Vice Presidents

ST. LOUIS—John S. Monroe Jr. and Philip N. McCarty have been elected vice presidents of Boatmen's Bancshares, Inc., the bank holding company which owns Boatmen's National.

Mr. Monroe was formerly auditor of First National of Minneapolis and also served as secretary-treasurer and director of First National Building Corp. Prior to that he was assistant controller of First National of Minneapolis. Mr. McCarty was formerly with Southeast Bancorporation, Inc., of Miami. He has eight years of experience in financial administration. Prior to joining Southeast, he was assistant vice president in the corporate planning department of First National of Miami.



McCARTY



MONROE

OFFICERS

C. K. McCAN,
Chairman of the Board
JOHN J. WELDER,
Vice Chairman of the Board
W. B. CALLAN, President
ROGER WILLIAMS, V.P.
DAVID E. SHEFFIELD, Exec. V.P.
WM. OSTER, JR., Sr. V.P. & Cash.
W. L. ZIRJACKS,
Sr. V.P. & Tr. Off.
E. A. MUNSCH, V.P.
AL S. VOGT, V.P. & Asst. Tr. Off.
BILLY W. RUDDOCK, V.P.
WALTER C. RICHBURG, V.P.
JOHN V. LARSON, V.P.
ELMER F. HOWARD, V.P.
AARON A. WIELAND, Comp.

FIRST VICTORIA NATIONAL BANK

Victoria, Texas

Statement of Condition at the Close of Business December 31, 1969

RESOURCES		LIABILITIES	
Loans and Discounts	\$28,756,736.61	Capital	\$ 2,000,000.00
U. S. Government Securities	18,983,142.52	Surplus	4,000,000.00
State, County & Municipal Securities	12,370,752.68	Undivided Profits	2,280,750.05
Federal Reserve Bank Stock	180,000.00	Unearned Interest	212,433.58
Bank Building, Furniture & Fixtures	863,614.08	Reserve for Insurance, Taxes, etc.	2,162,105.25
Interest Earned—Not Collected	799,821.25	Reserve for Dividend Payable	
Other Assets	89,265.25	January 2, 1970	55,000.00
CASH ON HAND and with Banks	8,422,507.21	DEPOSITS	59,755,550.72
	\$70,465,839.60		\$70,465,839.60

See First Victoria National "FIRST," for Better Banking . . .



AMERICAN NATIONAL BANK AND TRUST COMPANY

STATEMENT OF CONDITION

AT CLOSE OF BUSINESS DECEMBER 31, 1969

RESOURCES

Cash and Due from Banks		\$ 57,148,462
Investment Securities:		
United States Government Obligations	\$19,190,789	
State, County and Municipal Obligations	19,778,654	
Other Securities	470,001	39,439,444
Loans		136,739,024
Federal Funds Sold		5,000,000
Accrued Interest on Bonds		519,809
Customers' Liability on Letters of Credit		376,388
Bank Premises and Equipment		10,933,178
Other Assets		551,916
Total Resources		<u>\$250,708,221</u>

LIABILITIES AND CAPITAL ACCOUNTS

Demand Deposits	\$145,859,029	
Time Deposits	66,706,149	\$212,565,178
Federal Funds Purchased		5,700,000
Mortgage Payable		3,765,610
Letters of Credit		376,388
Reserve for Loan Losses		2,683,900
Reserve for Unearned Interest		5,643,829
Other Reserves		1,097,058
Capital:		
Capital Stock—Common	\$ 5,000,000	
Surplus	10,000,000	
Undivided Profits	3,876,258	18,876,258
Total Liabilities and Capital Accounts		<u>\$250,708,221</u>

AMERICAN NATIONAL BANK AND TRUST COMPANY CHATTANOOGA, TENNESSEE

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Thirteen Appointments Made at Indiana Nat'l Bank

INDIANAPOLIS—Indiana National has elected four vice presidents—Philip E. Arnold, Thomas J. Hall and Harold E. Moon Jr., metropolitan division; and Gary K. McWilliams, In-



MOON McWILLIAMS HALL ARNOLD

diana division. All had been assistant vice presidents.

In addition, the bank promoted two other officers and appointed seven new officers. Advanced from assistant cashiers to assistant vice presidents were William R. Kiesel and Donald V. Gootee. The new officers, all assistant cashiers, are: John M. Cahill, Ray L. Kappmeyer, George E. Keller, Mrs. Doris Lamb, James W. Magee, Paul C. Munson and Charles H. Stotts.

14 Promoted, Nine Elected At Republic Nat'l, Dallas

DALLAS—Republic National has promoted 14 officers and elected nine to officer status. Named vice presidents were Eugene C. Fiedorek, Jack A. Collins, James P. Wilson Jr., Rodger J. Mitchell and Joe B. Fortson III. Messrs. Collins and Wilson are in the correspondent bank division. All were formerly assistant vice presidents.

New assistant vice presidents include Jack W. Nunnelee, Daniel J. White, C. Irving Ahlgren, A. R. Hughes, Richard G. Long, George R. Farris, Donald W. Crump, Ed E. Sammons Jr. and Horace Little. Mr. Farris is with the bank's Southwestern division.

Newly elected to officer status as banking officers were Jack Haaker, Ray Holubec, Ben F. Loffin Jr., William C. Wilson, George Peters, Frank McLaughlin, Leland D. Payne, Paul J. Burch and William R. Sullivan. Mr. McLaughlin is assigned to the correspondent bank division.

Kemper, Holman Promoted at Wells Fargo Bank

SAN FRANCISCO—Wells Fargo Bank has elected Robert L. Kemper and John F. Holman executive vice presidents. Both new appointees will continue their present duties. Mr. Kemper is chief financial and operat-

ing officer and Mr. Holman is a senior loan officer responsible for administration of the loan portfolio.

Mr. Kemper also is vice president and treasurer of Wells Fargo & Co., the bank's holding company, and assistant secretary and assistant treasurer of Wells Fargo Bank International Corp., the bank's wholly owned Edge Act subsidiary in New York. Mr. Holman has been with the bank 41 years, primarily in loan activities. He was made chairman of the loan committee in 1967.

Becker Named Vice President at Illinois National, Springfield

SPRINGFIELD, ILL.—Alvin G. Becker has been named vice president-trust officer of Illinois National. He will head the bank's trust department. Larry E. von Nordheim has been appointed to the new position of accounting officer at the bank. He will be responsible for management of the accounting department and operational systems and procedures throughout the bank.



BECKER

Mr. Becker was previously associated with American National of Chicago, where he held the position of second vice president-trust officer. He is a member of the bar associations of Chicago and Illinois. Mr. Von Nordheim had previous experience with Price Waterhouse & Co. in Peoria, Ill., where he was a senior accountant.

14 Promotions Announced at Central National, Chicago

CHICAGO—Central National has announced 14 promotions, as well as its year-end income figures. Advanced to vice presidents were Gary B. Carlson, second vice president in the personnel department; Angelo L. Luciano, second vice president in the commercial banking department; and John W. Thompson, formerly a senior attorney in the law department.

New second vice presidents are Thomas W. Hoagland, Frank H. Myrard, Urban J. Schellhase and David A. Steinbrink of the commercial banking department. All previously were assistant cashiers.

Frank J. Cyr was advanced from assistant cashier to second vice president in the marketing division of information services. Also promoted to second vice presidents were Eduardo Matamala of the international banking department and Richard E. Ward of the personal banking department. Both formerly were assistant cashiers.

Dean B. Dolan, formerly manager

in the comptroller department, was named assistant comptroller. William Bates of methods and results, Frank Dwojacki of Central Charge and Bruce Piotter of customer service were all named managers.

Central National reported income before securities losses of \$3,012,095 or \$3.68 per share in 1969, as compared to \$2,022,782 or \$2.47 in 1968. After securities transactions losses in 1969, net income was \$2,638,441 or \$3.22 per share. Comparable figures for 1968 were \$1,488,804 or \$1.82.

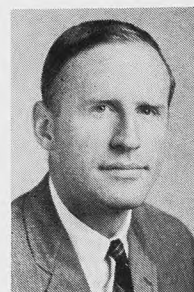
Gen. Gleason Resigns as VP of First National, Chicago

CHICAGO—General John S. Gleason has resigned as vice president of First National and Thomas R. Williams has been appointed to succeed him as head of loan division. General Gleason, who joined the bank in 1937, leaves to devote full time to other personal and business interests.

Enlisting in the Army in 1941, he rose to the rank of lieutenant colonel during World War II. He was named brigadier general in 1956, promoted to major general in 1959 and is currently assistant deputy commanding general for the U. S. Continental Army Command.

In other action, First National has named 12 new assistant cashiers. They are Lawrence E. Fox, Alan R. Giever, Anne T. Groskopf, E. Herbert Klein, Donald G. Kumorek, A. Reeve Loomis, Charles L. Monroe Jr., Steven G. Nystrom, Richard Pierce, Patrick E. Rea, Edward Z. Tucker and Virginia Johannson Willard.

Get New Assignments



THEOBALD



COLLINS

Thomas C. Theobald and Paul J. Collins, senior vice presidents at New York City's First National City, have received new assignments. Mr. Theobald now heads the investment management group, succeeding Executive Vice President Robert L. Hoguet, who has retired. Mr. Collins has been named chairman of the group's investment committee with the responsibility of coordinating all investments managed by the bank for its customers. Mr. Theobald went to Citibank in 1960 and Mr. Collins in 1961.

Chemical New York Corporation

Principal Subsidiary

CHEMICAL BANK

Consolidated Statement of Condition

At December 31, 1969

Assets

Cash and Due from Banks	\$1,942,184,000
Securities:	
U. S. Government	511,160,000
State and Municipal	730,782,000
Other	41,701,000
TOTAL SECURITIES	1,283,643,000
Loans	5,868,165,000
Federal Funds Sold	230,320,000
Premises and Equipment	84,461,000
Customers' Liability on Acceptances	179,202,000
Accrued Income Receivable	77,844,000
Other Assets	73,665,000
TOTAL	\$9,739,484,000

Liabilities

Deposits:	
Demand	\$4,883,100,000
Savings	529,666,000
Time	1,080,068,000
Foreign Branches	1,389,837,000
TOTAL DEPOSITS	7,882,671,000
Borrowed Funds	707,037,000
Acceptances Outstanding	182,176,000
Accrued Taxes and Other Expenses	67,296,000
Dividend Payable	8,720,000
Other Liabilities	67,689,000
TOTAL	8,915,589,000

Reserve

Reserve for Possible Loan Losses	122,856,000
--	-------------

Capital

5 ⁷ / ₈ % Capital Notes Due 1992	50,000,000
5% Convertible Capital Notes Due 1993	52,748,000
TOTAL CAPITAL NOTES	102,748,000

Stockholders' Equity:

Common Stock, \$12 Par Value	
Shares Authorized 33,000,000 Outstanding 13,415,963	160,992,000
Capital Surplus	303,884,000
Retained Earnings	133,415,000

TOTAL STOCKHOLDERS' EQUITY	598,291,000
TOTAL CAPITAL	701,039,000
TOTAL	\$9,739,484,000

Assets carried at \$562,813,000 in 1969 were pledged to secure public funds and for other purposes required by law.
Member Federal Deposit Insurance Corporation

142 Offices in Greater New York

MAIN OFFICE: 20 Pine Street, New York, N. Y. 10015
OVERSEAS BRANCHES: London (City and West End) • Frankfurt • Nassau
REPRESENTATIVE OFFICES: Paris • Mexico City • Caracas • Bogota • Rio de Janeiro
Buenos Aires • Manila • Tokyo • Beirut

Directors

Chemical New York Corporation Chemical Bank

WILLIAM S. RENCHARD
Chairman

HULBERT S. ALDRICH
Vice Chairman

HOWARD W. McCALL, JR.
President

HENRY UPHAM HARRIS
Chairman, Harris, Upham & Co. Incorporated

HAROLD H. HELM
Chairman of Executive Committee, Chemical Bank

RICHARD K. PAYNTER, JR.
*Director and Retired Chairman,
New York Life Insurance Company*

ROBERT G. GOELET
Real Estate and Investment Management

KENNETH E. BLACK
*Chairman of the Board,
The Home Insurance Company*

HENRY L. HILLMAN
*President, Pittsburgh Coke & Chemical Company
Pittsburgh, Pa.*

H. I. ROMNES
*Chairman of the Board,
American Telephone and Telegraph Company*

LAMMOT duPONT COPELAND
*Chairman,
E. I. duPont de Nemours & Co., Inc.
Wilmington, Del.*

GRANT KEEHN
*Chairman of the Finance and Real Estate
Committees, The Equitable Life Assurance
Society of the United States*

IRWIN MILLER
*Chairman of the Board,
Cummins Engine Company, Inc.
Columbus, Ind.*

GEORGE R. VILA
*Chairman and President,
Uniroyal, Inc.*

CROWDUS BAKER
*Retired Vice Chairman of the Board,
Sears, Roebuck and Co.
Chicago, Ill.*

ROBERT C. TYSON
*Chairman, Finance Committee,
United States Steel Corporation*

J. WILSON NEWMAN
*Chairman, Finance Committee,
Dun & Bradstreet, Inc.*

W. THOMAS RICE
*President,
Seaboard Coast Line Railroad Company
Jacksonville, Fla.*

WILLIAM P. MARSH, JR.
New York

AUGUSTUS C. LONG
*Director and Member of Executive Committee,
Texaco Inc.*

LEWIS P. SEILER
*Chairman of the Board,
Associated Dry Goods Corporation*

T. VINCENT LEARSON
*President,
International Business Machines Corporation*

G. KEITH FUNSTON
*Chairman of the Board,
Olin Corporation*

AUGUSTINE R. MARUSI
Chairman and President, Borden, Inc.

Bank Advisory Committee

FRANK K. HOUSTON	B. F. FEW
N. BAXTER JACKSON	GILBERT H. PERKINS
ADRIAN M. MASSIE	ISAAC B. GRAINGER
ROBERT J. McKIM	CHARLES H. KELLSTADT
FREDERICK E. HASLER	HAROLD W. COMFORT
MAURICE T. MOORE	C. W. NICHOLS, JR.
JAMES BRUCE	JOHN L. GIBBONS

Earnings Reports

First National

BIRMINGHAM—Net income for 1969 amounted to \$7.9 million, or \$3.94 per share, compared with 1968 earnings of \$6.9 million, or \$3.47 per share.

American National

CHICAGO—N.O.E. for 1969 were \$8.7 million, or \$4.32 per share. Figures for 1968 were \$8 million, or \$3.99 per share.

American Fletcher Corp.

INDIANAPOLIS—N.O.E. for 1969 were \$9.1 million, or \$6.37 per share, compared with \$6.3 million, or \$4.78 per share, in 1968.

Union Planters National

MEMPHIS—N.O.E. of \$5 million, or \$3.36 per share, were reported for 1969, compared to 1968 figures of \$4.9 million, or \$3.25 per share.

Bank of New York

NEW YORK—N.O.E. for 1969 were \$26.9 million, or \$4.81 per share, compared with \$22.8 million, or \$3.89 per share, in 1968.

Morgan Guaranty

NEW YORK—N.O.E. for 1969 for Morgan Guaranty Trust, owned by J. P. Morgan & Co., amounted to \$84.1 million, or \$4.59 per share, compared to \$78.1 million, or \$4.28 per share, for 1968.

Citizens & Southern National

ATLANTA—N.O.E. in 1969 were \$14.9 million, or \$1.50 per share, compared with \$13 million, or \$1.30 per share, for 1968.

Harris Trust

CHICAGO—1969 N.O.E. were \$16.3 million, or \$6.53 per share, compared with \$14.8 million, or \$5.92 per share, in 1968.

La Salle National

CHICAGO—N.O.E. for 1969 were \$2.5 million, or \$3.65 per share, com-

pared with \$2 million, or \$3.10 per share, in 1968.

Central Bancorp., Inc.

CINCINNATI—N.O.E. for 1969 were \$5.9 million, or \$4.78 per share, compared to figures of \$5.3 million, or \$4.30 per share, in 1968. Central Bancorp controls Central Trust, Cincinnati, and Citizens National, Marietta.

First National

CINCINNATI—Net income for 1969 was \$9.3 million, or \$6.18 per share. Figures for 1968 were \$7.9 million, or \$5.25 per share.

First National

DALLAS—N.O.E. for 1969 were \$14.6 million, or \$3.02 per share, a gain of 13.8% over comparable income for 1968, when the per-share figure was \$2.65.

Mercantile National

DALLAS—Net income for 1969 was \$7.4 million, or \$4.21 per share, compared to \$6.4 million, or \$3.67 per share, for 1968.

BankAmerica Corp.

SAN FRANCISCO—N.O.E. for 1969 were \$153.8 million, or \$4.48 per share. Year-ago figures were \$136.4 million, or \$3.98 per share.

Merchants National

INDIANAPOLIS—1969 N.O.E. were \$3.9 million, or \$3.76 per share, compared with \$3.3 million, or \$3.17 per share, in 1968.

Union National

LITTLE ROCK—Net income for 1969 was \$582,000, or \$2.91 per share. Comparable figures for 1968 were \$532,000, or \$2.66 per share.

United California Bank

LOS ANGELES—1969 N.O.E. were \$29.3 million, or \$4.85 per share, compared with \$24.8 million, or \$4.11 per share, in 1968.

First National Bank Trustees

LOUISVILLE—N.O.E. for 1969 were \$6.9 million, or \$5.75 per share. Comparable figures for 1968 were \$5.7 million, or \$4.76 per share.

First National Holding Corp.

MEMPHIS—1969 N.O.E. were \$5.8 million, or \$3.87 per share, compared with 1968 figures of \$5.4 million, or \$3.57 per share.

Liberty National

OKLAHOMA CITY—N.O.E. for 1969 were \$3.2 million, or \$3.58 per share, compared with \$2.5 million, or \$2.79 per share, in 1968.

Valley National

PHOENIX—1969 N.O.E. were \$12.6 million, or \$1.57 per share. Figures for 1968 were \$9.5 million, or \$1.18 per share.

Boatmen's Bancshares, Inc.

ST. LOUIS—N.O.E. for 1969 were \$2.5 million, or \$3.31 per share, compared with \$2.3 million, or \$3.08 per share, in 1968.

Detroit Bank

DETROIT—N.O.E. for 1969 amounted to \$19.2 million, or \$7.82 per share, compared to \$15.1 million, or \$6.16 per share, for 1968.

Manufacturers Bank

DETROIT—Net income for 1969 was \$11.7 million, or \$6.85 per share. Figures for 1968 were \$8.7 million, or \$5.11 per share.

Trust Company of Georgia

ATLANTA—N.O.E. for 1969 were \$9.5 million, or \$4.38 per share. Figures for 1968 were \$8.3 million, or \$3.85 per share.

First Chicago Corp.

CHICAGO—1969 N.O.E. were \$52.8 million, or \$5.26 per share, compared to 1968 figures of \$47.8 million, or \$4.78 per share.

Fort Worth National

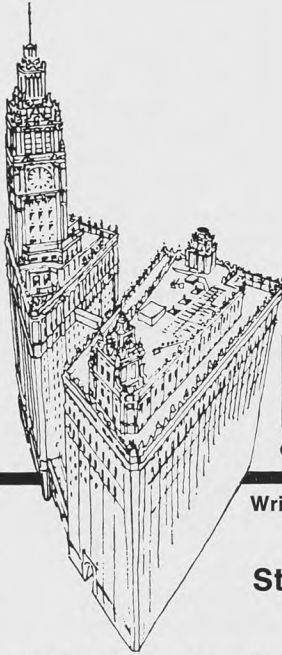
FORT WORTH—1969 N.O.E. were \$4.8 million, or \$3.82 per share, compared with \$3.8 million, or \$3.01 per share, in 1968.

Bank of the Southwest

HOUSTON—Net income for 1969 was \$8.3 million, or \$3.42 per share. Comparable figures for 1968 were \$7.5 million, or \$3.10 per share.

Houston Bank

HOUSTON—N.O.E. for 1969 were \$880,000, or \$3.40 per share, compared with 1968 figures of \$614,000, or \$2.54 per share.



National Boulevard Bank

OF CHICAGO

Wrigley Building • 400-410 N. Michigan Avenue • 467-4100

Statement of Condition December 31, 1969

RESOURCES

Cash and Due from Banks	\$ 50,342,903
Securities:	
United States Treasury Securities	\$ 24,652,375
State and Municipal Securities	22,061,128
Other Securities	749,396
Total Securities	\$ 47,462,899
Loans:	
Commercial Loans	\$ 57,048,982
Instalment Loans	24,581,528
Real Estate Loans	43,848,584
Total Loans	\$125,479,094
Federal Funds Sold and Securities Purchased Under Agreements to Resell	\$ 4,937,195
Bank Premises and Equipment	1,123,406
Other Resources	2,677,242
Total Resources	\$232,022,739

LIABILITIES

Demand Deposits	\$143,874,694
Time and Savings Deposits	70,627,565
Total Deposits	\$214,502,259
Other Liabilities	2,253,621
Total Liabilities	\$216,755,880

VALUATION RESERVES

Reserve for Possible Loan Losses	\$ 3,112,992
Reserve for Securities	750,000
Total Valuation Reserves	\$ 3,862,992

CAPITAL ACCOUNTS

Capital Stock (150,000 shares par value \$20.00)	\$ 3,000,000
Surplus	7,000,000
Undivided Profits	1,285,977
Reserve for Contingencies	117,890
Total Capital Accounts	\$ 11,403,867
Total Liabilities, Valuation Reserves and Capital Accounts	\$232,022,739

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

BOARD OF DIRECTORS

- MYRON F. RATCLIFFE**
President, Miami Corporation
Chairman
- WILLIAM O. BEERS**
President
Kraftco Corporation
- DR. DAVID G. BRAITHWAITE**
Chairman and Chief Executive Officer
Nalco Chemical Corporation
- ROBERT H. BURNSIDE**
Group Vice President and Director
International Harvester Company
- VICTOR M. CAIN**
Director, Snap-on Tools Corporation
- PAUL M. CORBETT**
President, Johnson & Higgins
- ROBERT L. EDENS, JR.**
Executive Vice President
J. Walter Thompson Co.
- MARSHALL FIELD**
Publisher
The Chicago Sun-Times and
The Chicago Daily News
- HENRY C. FORDTRAN**
Executive Vice President
- W. W. McCALLUM**
President
W. W. McCallum and Associates
- JAMES L. O'KEEFE**
O'Keefe, Ashenden, O'Brien, Hanson,
Lyons and Associates
- W. IRVING OSBORNE, JR.**
Chairman and President
Pullman Incorporated
- FRANK C. OSMENT**
President
Amoco International Oil Company
- THOMAS H. PEARCE**
President, National-Standard Co.
- JOHN H. PLATT**
Consultant
- IRVING SEAMAN, JR.**
Chairman Executive Committee
Chief Executive Officer
- DANIEL C. SEARLE**
President, G. D. Searle & Co.
- JOHN W. SHELDON**
President, Chas A. Stevens & Co.
- HENRY G. VAN DER EB**
President
Container Corporation of America
- J. W. VAN GORKOM**
President, Trans Union Corporation
- HANS W. WANDERS**
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- WILLIAM WRIGLEY**
President, Wm. Wrigley Jr. Company



The talk-it-over
bank—for you,
the people you
work for, the
people who work
for you

Bankmark Prepares for Master Charge Switch



Credit Systems, Inc., St. Louis, held a series of meetings in Missouri and Kansas last month to outline the details of its switch from the Bankmark card to the Master Charge card. Member banks of CSI heard a history of the system and previewed promotional plans for the change-over. They were also trained in conversion procedures. Chatting at one of the St. Louis meetings are, from left, Dr. Robert L. Jones of Indianapolis, who handled the sales training portion of the meetings; James P. Dowd, CSI vice president and treasurer; Richard P. Tennant, CSI president; and Emil E. Schuster of First National, St. Louis, who is CSI chairman.

■ **CITIZENS FIDELITY**, Louisville, has expanded its Broadway Office, bringing the branch's number of square feet to 4,500. New furnishings, fixtures and paintings also were added.

'Outside' Director

(Continued from page 38)

positions once their lack of service to the bank becomes evident.

The rubber stamp is another type. He is more common, but his numbers are decreasing. This fellow is a director for the recognition and often for the honorarium he gets for attending directors' meetings. (Most banks do not pay a fee to directors who are not in attendance at board meetings.) The rubber stamp echoes the sentiments of management and rarely voices a thought of his own. He is a follower and contributes little to the trust which has been tendered to him. To be sure, a tribe which has only chiefs cannot long endure, but a bank's board is no place for the rubber stamp.

The prestige-name director is another of the vanishing breed. He is a director only because of his fame and/or position. He rarely attends meetings and has practically nothing to do with the formulation of bank policy. His bank directorship is one of many such honors and he hardly has the time to conduct his own affairs. He often disappears from the slate of directors when up for re-election, and at no loss to the bank in question. After all, how many depositors choose a bank based on the eminence of the names on the board?

Happily, most directors are industrious and conscientious. They perform their functions diligently. They are at-

tentive to the affairs of the bank. As "outsiders," their existence is justified because most banks serve various economic elements of the community and it is important to have a cross section represented on the board. As Harold Koontz has so aptly stated, "The inclusion of outsiders on a board of directors may and should provide assurance that . . . leadership will have the advantage of a broader and more diversified experience more accurately attuned to society."**

A few glittering generalities as to the nature of some directorates may be gleaned from a comprehensive survey of the 456 directors of 35 banks made by the author. The "average" bank had some 13 directors at a time when the minimum directorate consisted of five members and the maximum 25. Of these, 72 were full-time executive officers of the bank involved, or approximately two per bank. In addition, of some 49 board members already retired from their businesses or professions, 12 had been officers in commercial banks. Thus, 369 directors, or about 81%, were "outsiders" to banking.

Of the "outsiders," several were from fields closely akin to commercial banking, including 12 from savings banks and five who wished to be identified as "financial consultants." Yet, only one certified public accountant found his way into this select company and not a single stockbroker was listed in the tabulation. (The members of the securities industry are practically barred from service as bank directors by the National Banking Act and Federal Reserve Regulation R.)

Not surprisingly, no less than 75 attorneys served as bank directors. This was by far the most significant occupation of the outside directors, and in most cases, the senior partner in the law firm serving as the bank's general counsel was seated on the board. (A strong argument may be made that such men are not outsiders in the strict sense.) The next most common calling was executives of manufacturing firms, while merchants and insurance men tied for third place. The remainder consisted of real estate brokers and investors, doctors, auto dealers, and (in agricultural areas) farmers. Showing that one's occupation is no particular criterion for a directorship, the study included as directors two sanitary engineers (plumbers, for the uninitiated), two housewives, at least one clerk, a veterinarian and a barber!

Of the surveyed banks, approxi-

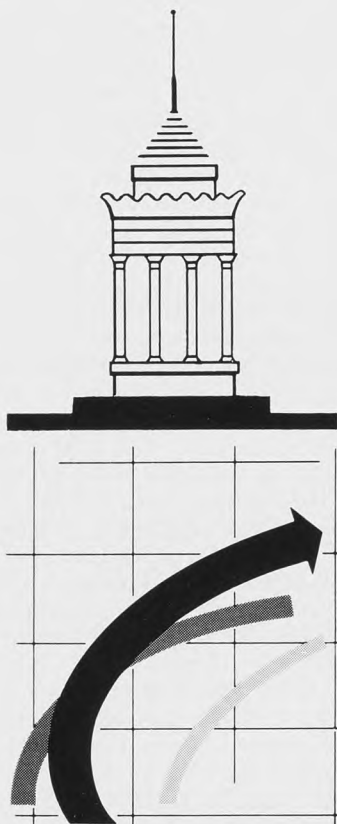
** Koontz, Harold. "The Board of Directors and Effective Management." McGraw-Hill Book Co., 1967.

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correspondent
banking**

**FRANKLIN
NATIONAL BANK**

NATIONAL DIVISION
410 MADISON AVENUE at 48th St.
New York, N. Y. 10017

Member F.D.I.C.



Statement of Condition as of December 31, 1969

Hibernia National Bank IN NEW ORLEANS

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

RESOURCES

Cash on Hand and Due from Banks	\$ 77,185,606.11
Federal Funds Sold	12,000,000.00
U. S. Government Obligations	40,549,349.31
Municipal Bonds	31,582,316.07
Stock in Federal Reserve Bank	720,000.00
Loans and Discounts	171,864,418.44
Interest Earned	2,417,799.92
Customers' Liability on Acceptances	102,105.32
Stock, Hibernia Building Corp.	1,000.00
Bank Buildings, Furniture and Equipment	4,007,309.79
Other Assets	582,119.74
TOTAL	\$341,012,024.70

LIABILITIES AND CAPITAL ACCOUNTS

Deposits	\$303,496,230.69
Federal Funds Purchased	5,200,000.00
Liability on Acceptances	\$ 276,541.36
Less: In Portfolio	174,436.04
Quarterly Dividend, Payable January 2, 1970	320,000.00
Reserve for Interest, Taxes and Expenses	1,980,430.81
Discount Collected but not Earned	2,311,252.53
Common Capital Stock (800,000 shares @ \$10. par)	\$ 8,000,000.00
Surplus	16,000,000.00
Undivided Profits	3,602,005.35
Total Capital Funds	27,602,005.35
TOTAL	\$341,012,024.70

mately seven had assets under \$5 million, nine were in the \$5-\$50 million range, six in the \$50-\$100 million category, eight in the \$100-\$500 million bracket and five with assets in excess of \$500 million. Urban, suburban and rural banks were represented as well as unit and branch banks. Two banks had been chartered recently, the rest were well-seasoned.

The larger banks tended to have a greater number of directors, but only one had the full complement of 25. It is usually well-considered to have room on the board for outstanding persons should they suddenly become available for appointment or election. This posture is also advantageous when contemplating mergers or consolidations. Several proposed mergers have failed to reach fruition because the parties could not agree as to which directors were to be eliminated in order to satisfy the maximum limitation on the surviving bank.

The average age of the directors was 62 and the mean length of service on the boards was 15 years. The boards studied showed an average control of 35% of the direct ownership of the outstanding common stock of the banks. The larger banks, without exception, revealed director stockholdings below this level. The 35 banks were chosen in a most unscientific

manner; the statistics were available. Yet, the reader is invited to compare the salient facts concerning the directors of his bank. The similarities should prove startling.

Perhaps they are not "bankers," but outside directors have made significant contributions. They are aware of their duties and potential legal liability as well as the ramifications inherent to holding a directorship in a regulated industry. These directors provide strong leadership for their banks and they communicate with management by means of a give-and-take dialogue. They have formulated the written policies which state the bank's objectives and they have evolved techniques of bank administration to enhance the meeting of these objectives. Through their meaningful participation, the commercial banking industry continues to thrive as an ever-expanding and vital segment of our economy. • •

Credit Card Fears

(Continued from page 18)

never had credit is a good risk until he proves otherwise.

Most individuals and families respect their credit and pay their obligations promptly. But there is a small

minority of people, otherwise honest, who have not shown the ability to handle their credit satisfactorily. Many are indeed credit addicts, who cannot say no and end up so overloaded that they are not able to meet their obligations. Industry and banking have an obligation to help protect these credit infants from themselves.

Highly favorable experiences in installment lending are in large measure due to the almost universal practice of securing credit information on all prospective new loans and purchases. This also is true in retail credit extensions. It is estimated that the petroleum industry has close to 100 million credit cards outstanding and almost all were credit pre-qualified. Retailing has almost as many credit cards outstanding, and almost without exception the credits were checked before cards were issued. Why didn't banking follow the same procedures when they entered the field? Is the individual holding a bank card any different or better than one holding the oil or retail card? Isn't he really the same individual? And now he has another card or two or three more cards.

What do you really know about him? What do you know of his ability to pay, his method of payment, his total obligations which may affect his ability to pay? Will the low credit limit of \$300 to \$500 protect you? What does it cost you to service a small but delinquent account? The majority of banks have not been in the card business long enough to establish loss and delinquency patterns. Some already don't like what they see. Loss patterns generally begin to

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FIRST NATIONAL BANK

OF CAMDEN, ARKANSAS

STATEMENT OF CONDITION

December 31, 1969

RESOURCES

Cash on Hand and in Banks	\$ 3,281,947.68
U. S. Government Bonds	3,149,670.93
Other Bonds and Securities	3,791,152.91
Stock of Federal Reserve Bank	40,500.00
Loans and Discounts	9,305,930.38
Bank Premises and Equipment	776,972.33
Accrued Income	150,005.04
Prepaid Expenses	5,793.52
TOTAL	\$20,501,972.79

LIABILITIES

Capital Stock	\$ 500,000.00
Surplus	850,000.00
Undivided Profits	326,782.80
Reserves	97,769.05
Reserves Accrued for Taxes and Other Expenses	57,766.84
Income Collected, Not Earned	332,553.96
Federal Reserve Bank Transit Account	479,540.25
Other Liabilities	20,000.00
Deposits	17,837,559.89
TOTAL	\$20,501,972.79

Member Federal Reserve System and
Federal Deposit Insurance Corp.

"jell" at about 18 to 24 months after entry.

Some banks are setting up internal controls and "early warning" systems to alert them to troublesome accounts. Others are looking to their credit bureaus for reciprocal or other warning services to warn them of overloading or early trouble developing in individual accounts. Many are purchasing credit reports on accounts which indicate trouble might be brewing. Nearly all banks are now pre-checking all new cards before issuance with either credit reports or by meeting other credit criteria.

Reports generally are being ordered on all requests for increases of line limits. The larger the line requested, the more complete credit information is needed to properly evaluate its desirability. Whatever your needs are, the credit bureau can make its file of factual information available in the form and manner desired. Purchase of adequate credit information is an investment to preserve the safety and value of your portfolio.

Bankers know that credit card operations will involve higher delinquencies and losses than similar totals of carefully selected consumer credit loans and purchases. But both delinquencies and losses can be controlled and kept at acceptable levels with proper credit policies, implemented with adequate credit information and proper servicing of the account after its opening. The collectibility of these accounts depends largely on the credit standards applied in opening the accounts. Mass lending may vary some of the techniques and procedures, but the basic credit fundamentals remain the same.

Banks traditionally have been leaders in the consumer credit field and their importance in the field has been a great stabilizing force for the industry. Many credit leaders feel that banks should list all credit card accounts with the bureau just as they do their installment loan portfolio. Since the bulk of credit granting is made using only bureau file information, this fragmentation is harmful to the industry and to the credit community. Complete information in the files of the credit bureau is essential to all credit granters. It also aids greatly in locating the "skips" and lost addresses arising from the approximately 34 million moves of consumers annually. The file information, good or bad, will follow the consumer to the new location and assist in the control of your accounts.

One of the essential elements for profits in this business is the proper selection of dealers or merchants.

Sound dealers and particularly those selling bigger ticket items produce profitable business and are much sought after by all. Credit bureau information can be most helpful in this selection.

Bank credit cards open a whole new vista of service in banking—service to the consumer, service to the retailer, a transfer of debts from other credit granting groups to banking. But critics are asking "Will revolving credit monetize current expenses into a permanent debt?" Will the strong entry of oil credit cards into revolving credit coupled with the unlimited availability of credit through bank credit cards

lead to major changes in our credit structure? Probably not, but who can tell. So far, credit cards have not encouraged consumers to excessive use, except in individual cases. Wherever it leads, adequate credit information on the individual accounts will be of great assistance in providing whatever controls are needed. Such information is currently only available through our credit bureau system in which we all co-operate.

And the key to it all is not technology—since that is available now—but rather what the consumer wants and demands of this rapidly growing credit card movement. • •

CONSOLIDATED STATEMENT OF CONDITION
**MERCHANTS NATIONAL BANK OF
MOBILE, ALABAMA**
AND THE MERCHANTS NATIONAL BUILDING CORPORATION

AT THE CLOSE OF BUSINESS DECEMBER 31, 1969

RESOURCES

Cash and Due from Banks	\$ 39,063,481
U. S. Treasury Securities	27,731,718
Securities of Other U. S. Government Agencies and Corporations	542,541
Obligations of States and Political Subdivisions ..	23,434,344
Other Securities (Federal Reserve Bank Stock) ...	300,000
Loans	114,309,862
Land and Buildings	2,429,532
Branch Bank Premises	1,166,521
Electronic Data Processing Equipment	353,279
Other Fixtures and Equipment	444,439
Customer's Acceptance Liability	186,419
Accrued Income Receivable	1,384,342
Other Assets	192,163
TOTAL RESOURCES	\$211,538,641

LIABILITIES

Deposits	\$184,147,954
Mortgage Indebtedness (Merchants National Build- ing Corporation)	575,000
Acceptances Outstanding	186,419
Unearned Income	1,526,885
Dividend Payable—(January 2, 1970)	450,000
Deferred Credits—(Federal Reserve Bank)	5,005,950
Reserves for Taxes, Interest and Expenses	1,313,134
TOTAL LIABILITIES	\$193,205,342

Reserves on Loans and Securities Reserve for Bad
Debt Losses

\$ 2,068,251

CAPITAL ACCOUNTS:

Common Stock—Total Par Value	\$3,000,000
(Number of Shares Authorized and Outstanding 300,000)	
Surplus	7,000,000
Undivided Profits	4,380,404
Reserves for Contingencies and Other Capital Reserves	1,500,000
Surplus and Undivided Profits (Mer- chants National Building Corporation)	384,644
TOTAL CAPITAL ACCOUNTS	16,265,048

**TOTAL LIABILITIES, RESERVES, AND
CAPITAL ACCOUNTS**

\$211,538,641

Contingent Liability on Letters of Credit issued but
not drawn against

\$ 1,618,565

Member Federal Deposit Insurance Corporation

Illinois News

An Israeli Honor



Accepting the "banker of the year" medal from the Greater Chicago Committee for the State of Israel Bonds is Irving Seaman Jr., left, chief executive officer of National Boulevard Bank, Chicago. Presenting the prime minister of Israel's medal is City Treasurer Marshall Korshak. The award recognizes Mr. Seaman's contributions to the banking industry and to civic activities.

■ **WESTERN NATIONAL**, Cicero, has named Frank C. Burckhardt and Clarence Evans assistant cashiers.

■ **AVENUE STATE BANK**, Oak Park, has promoted Benjamin P. Douglass to vice president in charge of accounting operations; George Q. Evans to cashier; and C. Wilbert Schaper to assistant cashier. Mr. Douglass succeeds Theodore A. Winkelmann, who has retired after 52 years; Mr. Evans succeeds Martin W. Samuel, who has retired after 33 years.

Millikin Nat'l Bank of Decatur and Millikin Trust Merge

DECATUR—Millikin National and Millikin Trust have merged through an exchange of stock. The trust company has become the trust department of Millikin National and employees of the trust company continue as employees of that department. The name of the merged bank is Millikin National.

Millikin National has named Leonard H. Jacob senior vice president and trust officer; Donald Brown, vice president, investments; Bernie McNabb, assistant vice president and farm manager; and John Baird, assistant trust officer. All men were with Millikin Trust.

Capital Boost, Promotion Made at 1st of Mattoon

MATTOON—First National has announced a \$300,000 capital increase through a 100% stock dividend. The board also transferred \$300,000 from undivided profits to surplus. Following these actions, capital is \$600,000 and surplus \$1,000,000.

The bank also named Edward J. Behm, director of farm services, a vice president.

■ **ELMHURST NATIONAL** has promoted Byron T. O'Connor to assistant vice president and Fred L. Winters to assistant cashier. Mr. O'Connor is a loan officer. Mr. Winters is in the customer service department.

Robert E. Straus Honored



Robert E. Straus, retiring chairman of American National Corp., the one-bank holding company for American National Bank, Chicago, receives a plaque honoring his service from Allen P. Stults, left, newly elected chairman, and William G. Ericsson, president. The plaque honors Mr. Straus' service with the bank since it opened in 1933. He has taken the post of chairman of the executive committee.

Demolition Is Started on Former Bank Bldg.

CHICAGO—Officials of First National have turned over keys to its old building for a wrecking company to begin full-scale demolition. The old building, a Chicago landmark since 1905, will clear the way for completion of the new First National Plaza complex.

Next to the 1905 structure is First National's new building, extending 60 stories above ground level. In the same area is the bank's 32-story office building still under construction. The site of the former landmark will be the location for the plaza complex with arcade shops, a restaurant, fountain, 500-seat meeting room and a retail banking center. The complex is expected to be completed in 1972.

Edgar Heymann Dies

CHICAGO—Edgar Heymann, vice chairman of the board since 1965 and a former president of Exchange National, died recently at 74 while vacationing in California. Mr. Heymann was president when Exchange National moved to La Salle Street in 1946. He became a director in 1928, two years after the bank was founded, and was named a vice president in 1942.

■ **DREXEL NATIONAL**, Chicago, has elected two vice presidents: Joseph Twitty, formerly an assistant vice president, and Miss Viola Korn, formerly an assistant cashier. George Dimakos has been promoted from assistant cashier to assistant vice president.

■ **MARINA BANK**, Chicago, has promoted Mrs. Lois Hansen from auditor to assistant vice president, operations department.

DU QUOIN STATE BANK DU QUOIN, ILLINOIS

Condensed Statement December 31, 1969

RESOURCES	
Cash and Due from Banks	\$ 1,400,237.07
U. S. Government Securities	4,602,521.23
State, County, and Municipal Bonds and Warrants	1,817,566.92
Other Domestic Securities	599,934.26
Federal Funds Sold	800,000.00
Federal Reserve Bank Stock	36,000.00
Loans and Discounts	\$ 7,133,682.38
Less Reserve for Bad Debts	141,215.12
	6,992,467.26
Overdrafts	216.53
Banking Premises (Inc. Furniture & Fixtures)	104,389.58
Other Assets	28,862.78
	\$16,382,195.63
LIABILITIES	
Capital Stock	\$ 500,000.00
Surplus	700,000.00
Undivided Profits	78,953.06
Reserve for Taxes	71,204.20
Reserve for Contingencies	24,000.00
Interest Collected But Not Earned	207,222.39
Deposits	14,800,815.98
	\$16,382,195.63

OFFICERS

Kenneth E. Cook , President	Edna W. South , Vice President
M. L. Griffin , Senior Vice President	W. C. Pfeiffer , Assistant Vice President
Allen G. Rountree , Vice President	K. J. Eaton , Assistant Cashier
W. A. Jasecko , Vice President & Cashier	Hazel M. West , Assistant Cashier
Marjorie Morris , Assistant Cashier	
Member Federal Deposit Insurance Corporation	Member Federal Reserve System



The First National Bank of Chicago



Consolidated Statement of Condition December 31, 1969

Assets

Cash and due from banks	\$1,387,959,000
United States treasury securities	295,673,000
Obligations of states and political subdivisions	580,337,000
Other securities	67,442,000
Trading account securities	136,322,000
Federal funds sold and securities purchased under agreements to resell	81,894,000
Loans	4,186,923,000
Direct lease equipment	40,618,000
Bank premises and equipment	178,742,000
Accrued income receivable	63,207,000
Customers' acceptance liability	48,203,000
Other assets	5,081,000
Total assets	\$7,072,401,000

Liabilities and Capital

Deposits—head office		
Demand deposits	\$2,674,813,000	
Time deposits		
Savings passbook deposits	\$ 774,533,000	
Other savings-type deposits	574,414,000	
Other time deposits	357,920,000	
Total time deposits	\$1,706,867,000	
Total deposits—head office	\$4,381,680,000	
Deposits—overseas branches and consolidated subsidiaries	1,431,424,000	
Total deposits	\$5,813,104,000	
Federal funds purchased and securities sold under agreements to repurchase	256,199,000	
Funds borrowed	135,377,000	
Acceptances outstanding	48,499,000	
Unearned discount	15,465,000	
Other liabilities	136,267,000	
Total liabilities	\$6,404,911,000	
Reserve for bad debts	\$ 97,175,000	
Capital stock—common \$20.00 par value	\$ 200,858,000	
	1969	1968
No. of shares authorized	10,042,910	10,500,000
No. of shares outstanding	10,042,910	10,000,000
Surplus		236,023,000
Undivided profits		28,582,000
Reserve for contingencies		104,852,000
Total capital		\$ 570,315,000
Total liabilities, valuation reserve and capital		\$7,072,401,000

Figures for overseas branches are as of December 23, 1969

Assets carried in the Consolidated Statement of Condition at \$822,342,000 on December 31, 1969 were pledged to secure United States government and other public deposits, trust deposits and for other purposes as required or permitted by law.

Board of Directors

THOMAS G. AYERS President, Commonwealth Edison Company
EDWARD F. BLETNER Vice Chairman of the Board
JOSEPH L. BLOCK Chairman, Executive Committee, Inland Steel Company
GAYLORD DONNELLEY Chairman of the Board, R. R. Donnelley & Sons Company
JOHN E. DRICK President
GAYLORD A. FREEMAN, JR. Chairman of the Board
WILLIAM B. GRAHAM President, Baxter Laboratories, Inc.
JOHN D. GRAY President, Hart Schaffner & Marx
ROBERT P. GWINN President, Sunbeam Corporation
BEN W. HEINEMAN President, Northwest Industries, Inc.
ROBERT S. INGERSOLL Chairman, Borg-Warner Corporation
HOMER J. LIVINGSTON Chairman of the Executive Committee
BROOKS McCORMICK President, International Harvester Company
LOUIS W. MENK President, Northern Pacific Railway Company
GORDON J. METCALF Chairman of the Board, Sears, Roebuck and Co.
JAMES F. OATES, JR. Director, The Equitable Life Assurance Society of the United States
PETER G. PETERSON Chairman of the Board, Bell & Howell Company
WILLIAM WOOD PRINCE President, F. H. Prince & Co., Inc.
GERALD A. SIVAGE President, Marshall Field & Company
ROBERT D. STUART, JR. President, The Quaker Oats Company
JOHN E. SWEARINGEN Chairman of the Board, Standard Oil Company (Indiana)
CHARLES R. WALGREEN, JR. Chairman of the Board, Walgreen Co.
GEORGE B. YOUNG Attorney
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JAMES B. FORGAN Former Vice Chairman of the Board
WALTER M. HEYMANN Former Vice Chairman of the Board
HERBERT V. PROCHNOW Former President

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Joseph C. Fenner, 48 Wall Street

London Branch
1 Royal Exchange Buildings

Frankfurt Branch
Neue Mainzer Strasse 31

Düsseldorf Branch
Heinrich-Heine-Allee 33

Brussels Branch
40 Avenue des Arts

Milan Branch
Via Broletto 13

Panama Branch
P.O. Box 1768
Panama I, Panama

The First National Bank of Chicago (Lebanon) S.A.L.
P.O. Box 1629, 59 Riad Solh St., Beirut

Far East Office—Tokyo
629 Chiyoda Building, Marunouchi

Mexico City Office
Paseo de la Reforma 379

First Chicago International Banking Corporation
1290 Avenue of the Americas, New York

Member Federal Deposit Insurance Corporation

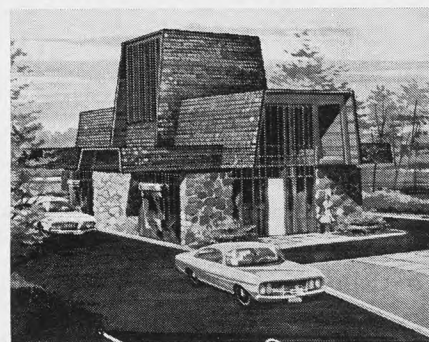
■ **VICTOR S. YTTERBERG**, executive vice president, Chicago City Bank, has retired after 53 years with the bank. The bank has elected Joseph A. Galante executive vice president in charge of commercial loans; George C. Carlson and Stanley G. Swanson senior vice presidents; and Eugene David vice president.

■ **EXCHANGE NATIONAL**, Chicago, has promoted Barry M. Alpert from second vice president to vice president, commercial loan department. The bank also has elected two assistant cashiers: Mrs. Gladys I. Westlund, loan review, and Mrs. Barbara A. King, industrial financing.

■ **MERCHANDISE NATIONAL**, Chicago, has promoted Robert C. Reule and Clarence J. Lehecka from vice presidents to senior vice presidents. Mr. Reule is head of the commercial lending department and Mr. Lehecka is senior operating officer. Promoted from assistant cashiers to assistant vice presidents were William R. Mayer, William E. Mason and Thomas E. Klawitter. Mrs. LaVerne T. Mann, Irwin A. Klopfer and Bernard J. Christiansen were named assistant cashiers.

■ **ARCHER NATIONAL**, Chicago, has named Thomas F. Kopera to cashier. He had been assistant cashier.

New Facility of Belleville Nat'l



Belleville National Savings Bank is constructing a new drive-in facility downtown. Above is the West Main Street entry to the facility where two flagpoles—one flying the American flag and the other the flag of Belleville—will be located. Scheduled for completion this spring, the facility will have several "firsts" of the area, said a bank spokesman. One "first" will be a night depository with an extending arm which will lock its own door after taking the deposit. Another "first" will be a visual auto teller that will direct a customer to a side island service carrier if all four teller windows are busy. Diebold, Inc. has supplied all new equipment.

Batavia Nat'l Changes Ownership

BATAVIA—Batavia National has transferred its ownership to Batavia Investment Co., a group of investors headed by Thomas V. Markle, president of Beverly Bancorporation, Inc., Chicago. Walter R. Johnson will remain as Batavia National's chairman. Robert F. Riley, formerly executive vice president of Gary-Wheaton Bank, was elected president and chief executive officer of Batavia National, and Elliott Lundberg was promoted from vice president to senior vice president.

■ **FIRST NATIONAL**, Chicago, has elected the following assistant vice presidents: Albert M. Bensen, Donald H. Evensen, James W. Ray Jr. and William C. Rose, administrative department; Raymond G. F. Coninx, international banking section; and John T. Durkin, trust department.

■ **FIRST NATIONAL**, Pekin, has promoted Robert D. Somers from manager, bookkeeping department, to assistant cashier.

Exchange National's N.O.E.

CHICAGO—N.O.E. for 1969 were \$2.6 million, or \$3.74 per share, compared to 1968 figures of \$1.8 million, or \$2.60 per share.

Lake Shore National's N.O.E.

CHICAGO—1969 N.O.E. were \$1.7 million, or \$3.73 per share. Figures for 1968 were \$1.5 million, or \$2.97 per share.

OUR GROWTH IN RESOURCES

Open for Business Since June 22, 1959

DECEMBER 31, 1959

\$3,298,071.75

DECEMBER 31, 1961

\$8,628,836.93

DECEMBER 31, 1963

\$14,464,535.88

DECEMBER 31, 1965

\$19,874,346.69

DECEMBER 30, 1967

\$28,119,170.73

DECEMBER 31, 1969

\$37,164,819.86

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C. WAYNE HIGHSMITH
Exec. Vice Pres. and Tr. Off.

NORMAN BACKUES
Vice President and Cashier

GEORGE G. GREGORY
Vice President

B. J. HOLT
Vice President

JAMES W. McROBERTS
Vice President and Counsel

KENNETH J. ROEH
Vice President and Tr. Off.

ALBERT A. MILLER
Asst. V. P. and Asst. Cashier

DELMAR G. TEGTMEIER
Asst. Vice President

KENNETH ZACHARSKI
Asst. Vice President

ROSEMARIE MOWE
Asst. Cashier and Asst. Tr. Off.

MARY OSBORNE
Asst. Cashier

DOROTHY FORHAN
Personnel Training Officer

JOHN SMITH
Auditor and Security Officer

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FRANCIS E. BIHSS, M.D.
Radiologist

***WILLIAM F. CURCURO, JR.**
Prudential Insurance Company of America

CHARLES L. DAILY
President

***JOHN L. DAVIS**
Freeman Coal Mining Corp.

MAX M. GOLDENBERG, M.D.
Surgeon

JOSEPH H. GOLDENHERS
Appellate Court Judge

JOHN D. GRIEM
President—Obear-Nester Glass Company

C. WAYNE HIGHSMITH
Exec. V. P. and Trust Officer

***WILFRED H. HOLLE**
Accountant

KARL P. KAMMANN
Investments

***RICHARD KAMMANN**
Investments

***MICHAEL P. KEELEY, JR.**
Keeley Brothers Contracting Company

JAMES W. McROBERTS
Attorney

MELVIN PRICE
Congressman—24th District

ALBERT F. SCHOENDIENST
Manager—St. Louis Baseball Cardinals

***RICHARD S. SLOCOMB**
Merrill-Lynch-Pierce, Fenner-Smith, Inc.

***Advisory Board**

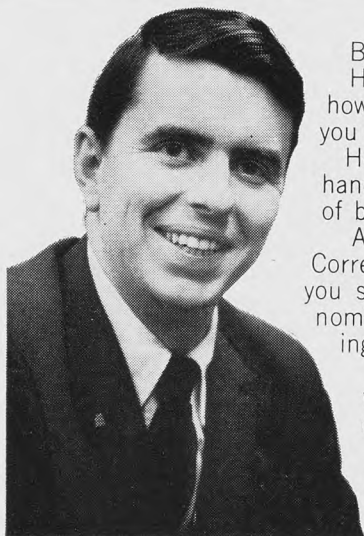
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Indiana News

Employee of 50 Years Honored; Six Promoted at Nat'l City

EVANSVILLE—National City Bank recently honored Alvin J. Stoffeth, vice president, for 50 years of service. The bank also has opened a branch at Seventh and Sycamore streets. A bank official has announced that two more branches are being planned.

In other action, the bank has promoted: from assistant cashiers to assistant vice presidents, James A. Altstadt, data processing department; William W. Arend, A. William Kiltz and Robert L. Miller. Messrs. Arend, Kiltz and Miller also were named managers of branch banks, respectively, Michigan and North Main streets, Maxwell Avenue and U. S. 41 North and Civic Center. Elected assistant cashiers were Gary A. Burk and C. James Tucker, data processing.

■ ANTHONY WAYNE BANK, Fort Wayne, has promoted Jay R. Powell to vice president, general bank administration; Kenneth B. Porter, assistant vice president, to cashier; and C. Robert Bier, manager of mortgage loan department, to assistant vice president. John L. Wilson was named assistant cashier, commercial loan department.

■ PEOPLES TRUST, Fort Wayne, has elected Edward S. Wolff, operations division, and Thomas Troutner, retail credit department, vice presidents. Elected assistant vice presidents and managers were: John Moser, new Time Corners Branch; Howard Martin, Bueter Road Office; T. R. Kenny, Southgate Office. Charles Axson was named assistant vice president, time payment plan. Named assistant secretary and assistant manager, Southgate Office, was Dan Skinner. Elected assistant secretaries, corporate banking division, were Douglas Scott and Jan Murphy.

■ RICHARD A. CANTIN was named manager, 38th Street Office, of Merchants National, Indianapolis. Mr. Cantin, a vice president, succeeds Lloyd W. Rinehart, who has retired as a vice president after 46 years with the bank.

■ JACK M. JOHNSON has been elected an assistant vice president at St. Joseph Bank, South Bend. He is an EDP operational manager.

Banker Studies Carving

CRAWFORDSVILLE—Because of a Christmas gift, Herbert C. Morrison, chairman of Elston Bank, is probably a better cook and carver.

Mr. Morrison received a course in French cooking as a Christmas gift from his daughter, Marian. The course—for men only—was held at the Dumas Pere School of French cooking in Glenview, Ill. Mr. Morrison studied the preparation of food to be carved and the art of carving from John Snowden, a master chef. A tasting critique completed the course.

Old Nat'l Promotes 12

EVANSVILLE—Old National has announced 12 promotions: Dan W. Mitchell and John E. Miller, from vice presidents to senior vice presidents; Donald R. Balser, Ben H. Evans, William A. Forche, Clyde W. Howlet, Richard W. Keerl and Don E. Partridge, to vice presidents; Donald R. Julian, Charles E. Meiser and Marvin Sunderman, to assistant trust officers; and Gary Bush, to manager, computer operations.

Mr. Balser and Mr. Partridge were trust officers and Messrs. Evans, Forche, Howlet and Keerl, assistant vice presidents.

■ BANK OF INDIANA, Gary, recently hosted a businessmen's "Outlook 1970" luncheon. Herbert V. Prochnow, international financial analyst and columnist of the *Chicago Tribune*, was the main speaker. Mr. Prochnow is a former Chicago banker.

■ IRWIN UNION, Columbus, has opened a temporary "port-a-bank" office until construction is completed on the bank's sixth branch. Construction of the new office, to be located in Columbus Center, is slated for completion this summer.

■ GARY NATIONAL has promoted Miss C. Betty Bonath, Mrs. Marcella M. Clary and Chester G. Smith from assistant cashiers to assistant vice presidents. Elected assistant cashiers were: Alfred Hammonds, Donald K. Hunsicker, Ronald E. Jones, John F. Kmetz, Robert Lee, Lawrence W. Turnquist and Donald J. York.

Rusch and Randazzo Elected to Posts at American Nat'l

SOUTH BEND—American National has elected Reynold H. Rusch president and chief operating officer. The bank also has elected Mariano Randazzo vice chairman. Mr. Rusch had been vice president and director of marketing at First Wisconsin National of Milwaukee. Mr. Randazzo, formerly executive vice president, has been with American National since 1961.

Lex B. Wilkinson remains chairman and chief executive officer of the bank and is president and chief executive officer of American Investment Co., Inc., American National's holding company. He was president and chairman of the bank. Mr. Randazzo is executive vice president of American Investment.

In other action, the bank's directors have recommended a 10% stock dividend and have transferred \$500,000 from undivided profits to surplus, increasing the latter from \$1,250,000 to \$1,750,000.

■ NORTHERN INDIANA Bank, Valparaiso, has elected Robert B. Coolman to the newly created post of vice chairman. Elected to succeed Mr. Coolman as president was Joseph W. Bibler, formerly executive vice president. The bank named Leslie Robinson executive vice president to succeed Mr. Bibler. Mr. Robinson had been an assistant cashier, correspondent banking department, at Northern Trust, Chicago.

■ IRWIN UNION, Columbus, has elected George Doup a director. He is president of the Indiana Farm Bureau and a Bartholomew County farmer.

■ AMERICAN FLETCHER National, Indianapolis, has named Paul A. Gerberick manager of the West Michigan Office and E. Michael Marmion manager of the Nora Branch. Mr. Gerberick has served as assistant manager, Southern Plaza Office, and has been manager of the State Building and Tacoma Offices. Mr. Marmion was manager of the West Michigan Street Office.

■ FIRST NATIONAL, Richmond, has named James W. Wagers director of public relations. He also is an assistant vice president. Mr. Wagers succeeds R. Reed Adelsperger, vice president, who was promoted to vice president and cashier.

Indiana Death

RUSSELL R. GROSS, chairman of Farmers National, Shelbyville, of an apparent heart attack. He was 72.



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Kentucky News

■ CHARLES CONRAD has been promoted from cashier to president at Peoples Deposit in Burlington. He has been with the bank since 1966.

■ W. P. COX has resigned as president of Brownsville Deposit. He had been president since 1948.

■ BANK OF CADIZ has received approval from the FDIC to construct a building at a cost of more than \$420,000. The building will have a modern design.

■ FIRST & PEOPLES, Russell, has named Elton F. Scott a director. He is a pharmacist and owner of Scott Drug Stores in Russell and Flatwoods.

■ NATIONAL BANK of Cynthiana has elected William A. Webber a director. He is president of Webber Farms, Inc.

■ SPRINGFIELD STATE has named Clarence L. Richardson vice president. He was assistant cashier at the Cecilian Bank, Cecilia.

■ COMMERCIAL BANK, Dawson, has named Donald H. Inglis and Morton Hibbs directors. Mr. Inglis is cashier and secretary to the board. Mr. Hibbs is employed by the state of Kentucky. The men fill vacancies created by the deaths of Chesley Franklin and W. A. Borries.

■ BOURBON AGRICULTURAL Bank, Paris, has begun remodeling. The renovation is expected to be completed this spring.

■ HARLAN NATIONAL is planning to erect a new building on the site of its present quarters. The bank has moved to temporary quarters. A modern three-story structure will replace the present two-story building.

■ WOODFORD BANK, Versailles, is constructing a branch in an area shopping center.

■ FIRST NATIONAL, Corbin, has named William E. Haarbauer to its advisory board. Mr. Haarbauer is head of the woven wire products division of National Standard Co.

■ FIRST SECURITY, Lexington, is planning to construct a branch in the Lansdowne Shopping Center. The branch is slated for completion this spring. The bank has opened temporary quarters in the shopping center.

Federal Reserve Bank Post

The Federal Reserve Bank of St. Louis has appointed George E. Reiter Jr. an assistant vice president with the Louisville Branch. He succeeds Louis E. Nelson, who has retired. Mr. Reiter heads the accounting department. Also appointed by the bank for a three-year term as a director of the Louisville Branch was James C. Zimmerman, executive vice president, Owensboro National.

■ FIRST STATE of Irvington has applied to the State Banking Commission to construct a branch in Hardinsburg. The new structure would have a modern design, parking areas, drive-in windows and night depository.

■ PEOPLES FIRST NATIONAL, Paducah, is constructing a new building that is expected to be completed this spring.

Citizens Fidelity Has Tax Guide

LOUISVILLE—Citizens Fidelity has sent copies of a 1970 U. S. Master Tax Guide to its correspondent banks. The guide is designed to help taxpayers prepare 1969 income tax returns.

■ HENRY ALEXANDER, cashier of First National in Clinton, has retired. He had been with the bank since 1944 and formerly had been with the Clinton Bank.

■ J. W. TOWNS has been elected president of Horse Cave State to fill the vacancy created by the death of Paul Austin. Mr. Towns had been executive vice president.

■ BANK OF COLUMBIA has completed its remodeling, which consisted of sandblasting, carpeting and adding a chandelier and greenery. The acquisition of an adjoining barber shop provides more space.

■ MADISON NATIONAL, Richmond has added 1,200 square feet at the rear of the bank, at a cost of about \$60,000. The additional space is being used for bookkeeping and accounting personnel.

■ FIRST STATE, Pineville, held an open house to mark its second remodeling and expansion program in five years. Remodeled and expanded were the bank's office space, conference room and bookkeeping department.

Clark County Nat'l of Winchester Purchased by Officers of Bank

WINCHESTER—A group of local businessmen has bought controlling interest in Clark County National from Garvis D. Kincaid, Lexington financier. The purchasers are: J. Smith Hays Jr., president of the bank; William H. Hodgkin, vice president, and Maurice W. Miller Jr., a director and farmer. Mr. Hays said there will be no changes in bank personnel.

Mr. Kincaid, who formerly owned majority stock in the bank, and J. D. Byington, an associate of Mr. Kincaid's, are expected to resign their bank directorships.

■ JAMES M. HILL, chairman of Bowling Green Bank, has retired after 32 years as a director and six years as chairman. He has been president of Hill-Motley Lumber and Hill-Worthington Insurance companies.

■ KENTUCKY TRUST, Louisville, has promoted Garnett Cook from senior vice president to executive vice president of trust administration and R. Keith Cullinan from vice president and trust officer to senior vice president and trust officer. Also elected a senior vice president was Clifford E. Clark Jr., head of the bank's First Kentucky Fire Insurance Agency. Promoted from assistant vice presidents to vice presidents were James S. Dissell and John L. English. Daniel L. Abbott, mortgage loans, became an assistant vice president.

■ SECOND NATIONAL, Ashland, is planning to construct a branch in the Midtown Shopping Center.

■ LONNIE DUNCAN has been named manager of the installment loan department at City National, Fulton. He was with First National in Mayfield.

■ NATIONAL BANK, Cynthiana, has opened its new building. Renovation was completed at a cost of more than \$250,000.

Kentucky Deaths

JOHN C. NICHOLS, vice chairman emeritus and a former president of First Security National in Lexington. He was 84. Mr. Nichols also was a former president of the Kentucky Bankers Association.

ALEX L. DAVIDSON, 76, a director of Bank Josephine in Prestonsburg. He also was a land appraiser for the bank.

A. C. (CLARK) COWLES, 76, vice president of Brownsville Deposit Bank and a former director.

CONDENSED STATEMENT DECEMBER 31, 1969

ASSETS

Cash and Due from Banks	\$163,728,122.31	
U. S. Government Securities	47,178,109.19	\$210,906,231.50
Municipal Bonds	42,309,894.88	
Other Securities	975,807.52	
Federal Reserve Bank Stock	960,000.00	
Bond Department Inventory	11,553,002.29	
Federal Funds Sold	14,000,000.00	
Loans	305,389,439.18	
Banking Premises and Equipment	4,979,312.52	
Investment in Subsidiary	75,000.00	
Customers Liability—Letters of Credit	1,114,420.98	
Interest Earned But Not Collected	3,451,714.31	
Other Assets	843,566.32	
TOTAL ASSETS		\$596,558,389.50

LIABILITIES

Deposits	510,499,389.50	
Federal Funds Purchased	22,986,800.00	
Dividend Payable January 2, 1970	440,000.00	
Reserved for Taxes, Interest and Expense	4,843,449.19	
Interest Collected But Not Earned	5,826,446.82	
Letters of Credit Issued	1,114,420.98	
TOTAL LIABILITIES	545,710,506.49	
Reserve for Loan Losses	5,455,854.44	
Capital Accounts:		
Capital Stock	\$ 8,000,000.00	
Surplus	24,000,000.00	
Undivided Profits	9,780,943.81	
General and Other Contingent Reserves	3,611,084.76	
TOTAL CAPITAL ACCOUNTS		\$ 45,392,028.57
TOTAL LIABILITIES, LOAN LOSS RESERVE, AND CAPITAL ACCOUNTS		\$596,558,389.50

DIRECTORS

WILLIAM H. ABELL
Chairman of the Board &
Chief Executive Officer,
Commonwealth Life
Insurance Co.

A. M. BRINKLEY, JR.
Chairman of the Board &
Chief Executive Officer

THOMAS W. BULLITT
Bullitt, Dawson & Tarrant

ALMOND COOKE
President,
Almond Cooke Broadway
Chevrolet Company, Inc.

WILLIAM S. CUTCHINS
Louisville, Kentucky

GEORGE E. EGGER
Louisville, Kentucky

HENRY V. HEUSER
President,
Henry Vogt Machine Co.

FREDERICH J. JOHNSON
President,
Louisville Transit Co.

MAURICE D. S. JOHNSON
President

CHARLES J. KANE
Executive Vice President

WILLIAM H. KENDALL
President,
Louisville & Nashville
Railroad Company

DINWIDDIE LAMPTON, JR.
President,
American Life & Accident
Insurance of Kentucky

T. BALLARD MORTON, JR.
President, Orion Broadcasting Inc.

J. ALBERT PARADIS
Chairman of the Board,
Brandeis Machinery
& Supply Corporation

P. BOOKER ROBINSON
Vice Chairman

WILLIAM C. SMITH
President,
Standard Oil Company
(Kentucky)

LEE B. THOMAS
Chairman of the Board,
Thomas Industries, Inc.

FRANK B. THOMPSON, JR.
President, Glenmore
Distilleries Company

WILLIAM VEENEMAN, JR.
President, Gould's Inc.

KENNETH H. WILLIAMS
President,
Stewart Dry Goods Co.

ADVISORY COMMITTEE

JOSEPH A. ENGELHARD
JOHN E. TARRANT
Bullitt, Dawson & Tarrant

OFFICERS

A. M. BRINKLEY, JR.
Chairman of the Board and
Chief Executive Officer

P. BOOKER ROBINSON
Vice Chairman

MAURICE D. S. JOHNSON
President

CHARLES J. KANE
Executive Vice President

JOHN T. C. LOW
Executive Vice President &
Senior Trust Officer

JOE L. HAMILTON
First Vice President—
Correspondent Banking

J. J. CROSS, JR.
Senior Vice President—
Operations

EDWIN L. TOMPERT
Senior Vice President—
Banking



Architect's sketch shows the new thirty-one story building to be constructed and owned as a joint development by Northwestern Mutual Life Insurance Company and Winmar Company, Incorporated. The building, scheduled for completion in 1971, will be known as the Citizens Fidelity Bank and Trust Company Building and the Bank will be the major tenant. Construction began on this project in November 1969.



Louisville, Kentucky

YOUR BANKAMERICARD BANK

Member Federal Reserve System and Federal Deposit Insurance Corporation

MID-CONTINENT BANKER for February, 1970

Tennessee News

Completion of Third Nat'l 'Spin-Off' by NLT Corp. Awaits IRS Tax Ruling

NASHVILLE—Divestiture of Third National by NLT Corp., a one-bank holding company, will be completed as soon as the IRS rules on the tax status of a distribution of bank stock to holders of NLT shares. It is expected that the distribution will be tax-free.

Decision to proceed with the "spin-off" immediately was reached by NLT directors at a meeting last month. Stockholders were immediately informed by letter of the request for an IRS ruling and at the same time were told that they would receive one share of Third National for approximately every 17 NLT shares held. Record date will be set after the ruling is received, and this is expected by April 1.

NLT is a holding company set up in December, 1968, to own Third National, National Life & Accident Insurance Co. and WSM Inc., owner of the radio station that features the Grand Ol' Opry. Since then Intereal Co. and NLT Computer Services Corp. have been brought under NLT ownership.

Decision to "spin-off" Third National resulted from the restrictive legislation affecting bank holding companies passed by the U. S. House of Representatives and due for consideration by the Senate early this year. The threat of such legislation has forced NLT to "mark time" for several months and the divestiture will enable the holding company to "move ahead," NLT executives commented.

NLT has 16,962,777 shares in the hands of approximately 10,300 holders.

■ **HAMILTON NATIONAL**, Johnson City, has promoted William S. Corpening, manager of the Walnut Street Branch, and James G. Burleson, trust officer, to vice presidents; C. Clifford Andes Jr., manager, Mountcastle Branch, to assistant vice president; and Allen Rhea, Mountcastle Branch, to assistant cashier and assistant branch manager.

■ **JOHN A. CHAMBLISS III** has been named manager of the new Lookout Mountain Branch of American National, Chattanooga.

■ **HAMILTON NATIONAL** Associates, Inc., Chattanooga, has declared a 2-for-1 stock split that will be subject to approval of stockholders at their annual meeting March 11. Hamilton Associates is a registered bank holding company which owns control of eight banks in Tennessee, among them Hamilton National, Chattanooga. The firm also owns two Georgia banks.

Fitzhugh Gets Fed Post

RIPLEY—James R. Fitzhugh, executive vice president, Bank of Ripley, has been named a director of the Memphis Branch of the Federal Reserve Bank of St. Louis.

Mr. Fitzhugh has been with his bank since shortly after returning from service in World War II, became executive vice president in 1964 and was given the additional title of cashier in 1968. He is a former mayor of Ripley.

E. Leonard Promoted to Sr. VP by Federal Reserve Bank

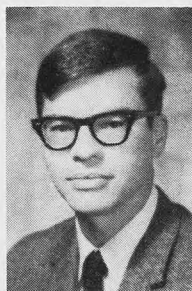
The Federal Reserve Bank of St. Louis has named Eugene A. Leonard senior vice president. He will retain his position as manager of the Memphis Branch.

Mr. Leonard joined the bank in 1961 as an economist and in 1967

he was made vice president and manager of the Memphis Branch.

Also appointed by the Federal Reserve Bank of St. Louis for three-year terms as directors of the Memphis Branch were: Lewis K. McKee, chairman, National Bank of Commerce, Memphis; and James R. Fitzhugh, executive vice president and cashier, Bank of Ripley.

■ **VALLEY FIDELITY**, Knoxville, has elected James F. Smith Jr. senior vice president in charge of the investment and fund management department. He had been responsible for the BankAmericard program. The bank also promoted Joseph C. Rollins from assistant vice president to vice president and manager, BankAmericard department. Francis D. Clepper was named comptroller. He had been auditor.



LEONARD

Austin Elected Exec. VP at Third National; 12 Others Are Promoted

NASHVILLE—Third National has promoted H. Leroy Austin from senior vice president to executive vice president and Thomas A. Cooper from vice president and trust officer to vice president and senior investment officer.



Among employees promoted at Third National of Nashville were, left to right: Donald F. Phillips, trust officer, to vice president and real estate officer; Thomas A. Cooper, vice president and trust officer, to vice president and senior investment officer; H. Leroy Austin, senior vice president, to executive vice president; John O. Ellis and Clifford J. Harrison Jr., trust officers, to vice presidents and trust officers.

Other changes included the promotions of John O. Ellis and Clifford J. Harrison Jr. from trust officers to vice presidents and trust officers; Donald F. Phillips from trust officer to vice president and real estate officer; Kenneth C. Coker and Alden H. Smith Jr. from assistant trust officers to trust officers.

The bank also elected Barry S. Goad trust operations officer; Harold W. Taylor assistant operations officer; Millard D. Tomlin Jr. trust accounting officer; Leonard Wood and Wirt C. McKnight assistant trust officers; and Allen Kennedy commercial officer.

New Asst. VPs Named

NASHVILLE—Commerce Union has named James H. Bond, George O. Herbert Jr., Carl H. Hutson and Roy L. McDonald assistant vice presidents. The bank also has elected Richard A. Hamilton and Gary G. Meyer administrative officers and has named Terrence H. Cooksey, Robert R. Harriman and William H. McKeand banking officers.

■ **CITIZENS UNION**, Rogersville, has elected Robert S. Lane president. He succeeds the late Robert C. Armstrong Jr. Mr. Lane, formerly executive vice president and cashier, has been with the bank 23 years.

Tennessee Death

ROBERT C. ARMSTRONG JR., president of Citizens Union in Rogersville. Mr. Armstrong, 64, had been with the bank since 1946.



He decided to join our retirement program in Moosejaw.

So our correspartner came in out of the cold to call Chattanooga 615 —265-3581. He said that every employ- ee in the Moosejaw bank was happy about joining the program we admin- ister for correspondents. Very happy. Not only because their futures seem

more secure. But also because their presence seems more appreciated.

The men in our Correspondent Banking Department get calls every day from far-sighted officials who want to know about the program. You have our number to make a good thing happen.

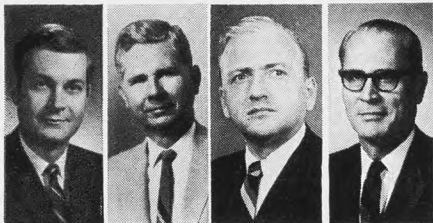
Hamilton of Chattanooga
makes good things happen

Alabama News

First of Birmingham Announces Promotions

BIRMINGHAM—First National has announced several promotions.

In the trust department, Harold F. Miller Jr., vice president and trust officer, advanced to vice president and senior trust investment officer; Plato G. Britton, trust officer, also was elected vice president; John H. Goff Jr., trust officer, was made vice president and trust investment officer; and E. Preston Hawkins, formerly trust officer, was named vice president and real estate officer. Hugh B. Harris, Henry A. Long Jr., Nathaniel F. Perkins and C. W. Scott Jr. were promoted from assistant trust officers to trust officers. Charles J. Anderson was advanced to assistant trust officer.



GOFF HAWKINS MILLER BRITTON

Promoted in the commercial department were: Mrs. Sarah Brengelman, Harold Graham Jr., M. L. Kendrick and H. Eugene Pace, from assistant cashiers to assistant vice presidents; Mack McCollum, from auditor to assistant vice president and auditor; Leonard S. Biggs, Don C. Edge, Arthur W. Bell and R. Warren Kinney, to assistant cashiers; and Joe Christian, from assistant auditor to assistant cashier and assistant auditor.

George K. Bonkemeyer, assistant cashier, was made assistant vice president and remains manager, Valley Road Branch; Milford Williams Jr., assistant manager, Fairfield Branch, and Mrs. Anna F. Chapman, assistant manager, Leeds Branch, were elected assistant cashiers. Mrs. Loretta L. Shrader, now assistant manager, Bessemer Branch, was elected assistant cashier and will become assistant manager, West Lake Branch, when it opens early this year. Larry J. Gray is the new assistant manager of the North Birmingham Branch.

■ AMERICAN NATIONAL, Mobile, has elected Arthur R. Outlaw a director. Mr. Outlaw is assistant secretary-

treasurer and director of Morrison Cafeterias Consolidated, Inc. He also is a former Mobile mayor and city commissioner.

■ BIRMINGHAM TRUST National has named R. C. Allen Jr. manager of the bank's new branch, located in the bank's Main Office. Mr. Allen was in correspondent banking more than 20 years. He was named vice president in 1957.

'Asst. Cashier' Title Dropped by 1st Nat'l of Mobile

MOBILE—First National has eliminated the title "assistant cashier" for 20 of its 24 junior officers. Chairman William H. Ambrecht said, "This change was taken to make officer titles more descriptive of individual responsibilities and consequently more meaningful to the general public."

According to a bank official, First National is the first bank in Mobile to abandon the traditional title. Among new titles substituted for assistant cashier are: loan, data processing, marketing, correspondent and international officers.

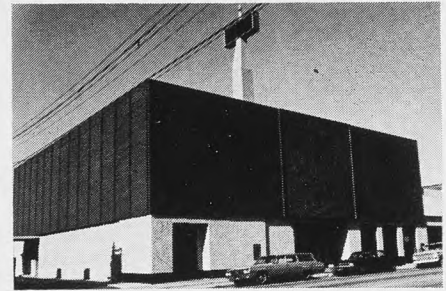
■ ROLAND ADAMS, chairman of the Bank of York, was given a plaque for his 50-year association with the bank. He is a former president of the Alabama Bankers Association.

■ B. J. MOORE has been elected president of First Colbert National, Sheffield. He succeeds Fryar E. Draper, who resigned to devote more time to the community's civic needs. Mr. Moore was vice president in charge of the installment loan division at Exchange Security, Birmingham.

■ PEOPLES BANK, Montgomery, has named Assistant Vice President Russell Richardson manager of the Normandale Branch. He will succeed A. Clayton Bartlett, vice president, who has become president of the newly chartered DeKalb Exchange Bank in Gresham Park, Atlanta.

■ SHAREHOLDERS of First National, Birmingham, have approved a 10% stock dividend, which boosts capital from \$20 million to \$22 million. In the December issue of MID-CONTINENT BANKER, it was incorrectly stated that the dividend to be voted on by shareholders at their annual meeting in January was 20%.

New Look in Opp



First National, Opp, recently held an open house celebration to show the public its remodeled and enlarged quarters. Top photo shows the "old look," bottom photo shows the modernized exterior of the building. Exterior features Facia-Wal, a covering made by Maco Corp., Huntington, Ind., that masks the original facade.

Banker in Brilliant Files Suit to Stop Opening of Branch

A suit has been filed in Marion County Circuit Court seeking to stop Rankin Fite, speaker of the House of Representatives and president of Marion County Banking Co., from opening a branch across the county line in Addison, Winston County. The suit has been filed by J. Cline Weeks, president of Security Trust of Brilliant.

Because it was chartered before laws prohibiting banks from having branches outside their home county, Marion Banking Co. claims exemption under a "grandfather clause." Mr. Weeks has asked the court to clarify the law to see if the Marion bank has a legal right to take advantage of the clause.

The case is similar to a federal court suit filed last summer to stop the merger of State National, Decatur, and Central Bank, Birmingham. A federal court blocked the merger, but because of conflicting federal statute, not the state law.

■ STATE NATIONAL of Alabama, Huntsville, has promoted Stephen R. Edmondson, assistant cashier, to assistant vice president. Gary H. Sullivan has been named assistant cashier, Huntsville Office, and John G. Butler, president of a telephone cooperative, has been named vice president, New Hope Office.

■ CITY NATIONAL, Birmingham, has declared a 10% stock dividend.



the pre-computer computer.

It used to be that bank accounting was a simple matter of pencil lead and a little elbow grease.

Then came more customers. Wider services. Daily savings interest. Required accrual accounting. And, fortunately, the electronic age. Today a large bank like First National can handle all its complicated accounting procedures very simply and quickly, by computer.

And so can your bank. At probably less cost than the man-hours required to do it the old way. Because First National's computer equipment was designed with the capacity, speed, and flexibility to take care of your needs as well as our own.

Let us tell you how First National computer services can help you reduce operating costs, eliminate time-consuming manual computations, and simplify your whole banking operation. Call, wire or write The First National Bank of Birmingham, P.O. Box 2534, Birmingham, Alabama 35202; phone 205-328-5120.

Some people, of course, will insist that pencil-and-paper accounting was good enough in the old days and still should be.

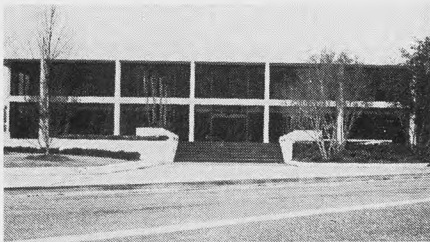
The way we figure it—what if the horse and buggy had been good enough for Henry Ford?

The First National Bank
of Birmingham

Mississippi News

New Two-Story Building Opened by 1st Mississippi National

HATTIESBURG—The new main headquarters of First Mississippi National have been opened in downtown Hattiesburg. Comprising more than 27,000 square feet of operational space, the new building has three drive-in teller units and a parking area for 80 cars.



The new two-story structure of First Mississippi National, Hattiesburg, is encased in solar bronze plate glass and accented with white concrete columns. A plaza with trees, shrubs, sculpture pool and fountain is located at the bank's main entrance.

The main banking level, on the first floor, has 13 teller stations and conference rooms, among other services. An employees' recreation room with kitchen facilities is in the basement and the installment loan, credit and marketing departments are located on the second floor.

■ PEOPLES BANK, Starkville, has promoted L. F. Mallory Jr. from vice president and trust officer to executive vice president and trust officer. Promoted from assistant vice president to vice president was Charles S. McElroy.

Deposit Guaranty Nat'l Buys 2-Acre Plot

JACKSON—Deposit Guaranty National has purchased two acres of property in downtown Jackson. The property was the largest single parcel of available commercial land in Jackson's central business district and it has immediate access to three major thoroughfares.

Bank officials are evaluating the types of structures to be erected on the land.

■ COAHOMA NATIONAL, Clarksdale, has named Jerry B. Dantone auditor. He has been with the bank since September and was formerly an officer at First National, Clarksdale.

■ CITIZENS NATIONAL, Meridian, has promoted Robert C. Rutledge Jr. from cashier to vice president and has named him manager of the new Twenty-Second Avenue South Branch.

Speed Gets Meridian Post

UNION—Peoples Bank has elected James T. Speed senior vice president and manager of its new Meridian Branch. Mr. Speed's responsibilities as branch manager will include those of chief executive officer. He was vice president, Bank of Quitman.

■ ATTALA NATIONAL, Kosciusko, has elected J. H. Hogan an assistant vice president. He was an assistant cashier at Bank of Batesville.

■ M. H. MOORE has transferred from Bank of Eupora, a branch of the Grenada Bank, to the Grenada Bank. He has been elected a vice president, a post he held at Bank of Eupora. Mr. Moore fills the vacancy created by the transfer of Charles T. Causey, who transferred to the Louisville Branch. Mr. Moore is a loan officer and head of Grenada Bank's new advertising and business development department.

■ GILBERT DEMPSTER, vice president and trust officer of Citizens National, Meridian, has retired after 42 years.

■ DEPOSIT GUARANTY, Jackson, has named Frank C. Allen president of the Monticello Bank.

■ CHARLES L. LeFLORE has been named manager of Grenada Bank's new installment loan and consumer finance division. Mr. LeFlore had been district supervisor of the Gulf Coast district of Universal C.I.T. Credit Corp.

■ PEOPLES BANK, Biloxi, has begun a Gold Seal passbook savings program. The plan will pay 5% interest with an initial deposit of \$100 or more and continuing deposits of \$25 or more.

■ HIRAM TODD, a director for 30 years at Lamar County Bank in Purvis, has resigned. Mr. Todd also had been a director and a former vice president at First National in Hattiesburg. Joe M. Hinds Jr. has been elected to succeed Mr. Todd at the Lamar County Bank.

■ COMMERCIAL NATIONAL, Laurel, has begun construction on a mall and park area located on the site of the original bank building and south of the new building.

■ BANK OF LELAND has opened a branch in Stoneville. The branch has a drive-in window and a parking area.

Mississippi Death

WILLIAM J. LOVE, vice president of National Bank of Commerce in Columbus, at 73.

The Peoples Bank & Trust Company of Tupelo, Mississippi

Condensed Statement at the Close of Business December 31, 1969

ASSETS	
Cash and Due From Banks	\$ 4,092,691.62
U. S. Government Securities	8,855,825.78
U. S. Government Agency Sec.	1,088,862.50
State, County and Municipal Bonds	6,220,547.80
Other Securities	22,800.00
Federal Funds Sold	400,000.00
Loans & Discounts	25,452,659.47
Accrued Interest Rec.	650,939.01
Banking Houses	190,104.02
Furniture & Fixtures	139,177.96
Other Assets	31,982.00
TOTAL ASSETS	\$47,145,590.16
LIABILITIES AND CAPITAL	
Capital Stock	\$ 600,000.00
Surplus	1,800,000.00
Undivided Profits and Reserves	1,060,367.96
Accrued Interest, Taxes & Exp.	3,460,367.96
Unearned Discount	815,303.64
Other Liabilities	333,033.36
Deposits	53,250.00
	42,483,635.20
TOTAL LIABILITIES AND CAPITAL	\$47,145,590.16

C. R. BOLTON, Chairman of Board
 C. C. EASON, President
 MARION W. SMITH, Executive Vice-Pres.
 PAUL HURT, Senior Vice-Pres.
 JOE F. SIMPSON, JR., Senior Vice-Pres.
 A. M. FURR, Vice-Pres.
 J. M. CLARK, Vice-Pres. & Trust Officer
 MRS. EUGENIA SMITH, Asst. Vice-Pres.
 J. W. SMITH, JR., Asst. Vice-Pres.
 MRS. AGNES CARTER, Asst. Vice-Pres.
 THURSTON DAVIS, Asst. Vice-Pres.
 B. C. HANSON, Asst. Vice-Pres.

J. R. FORD, Asst. Vice-Pres.
 JOHN L. KILLIAN, Asst. Vice-Pres. & Auditor
 R. FULTON THOMPSON
 Asst. Vice-Pres. & Asst. Trust Officer
 MRS. MARJORIE COGGINS, Asst. Cashier
 MRS. SUE COLLINS, Asst. Cashier
 MRS. DOIS SMITH, Asst. Cashier
 MRS. MARIE GULLETT, Asst. Cashier
 JOHN P. RUTLEDGE, Asst. Cashier
 MRS. BARBARA YARBROUGH, Asst. Cashier
 E. W. CONWILL, Cashier
 EASON LEAKE, Asst. Cashier

Member of Federal Deposit Insurance Corporation

Five Officers Are Promoted at First National, Greenville

GREENVILLE—First National has announced a reorganization of its officer structure designed to increase the services the bank offers. Five officers have been promoted. Ray K. Smith has been named executive vice president, Nathan P. Adams was advanced to senior vice president and trust officer, Robert Farmigoni was named vice president and cashier, and Edward M. Guss was promoted to vice president, marketing. George W. Green III was named assistant cashier.



SMITH ADAMS FARMIGONI GUSS

Mr. Smith has been with First National since May, 1957, and was named a director in 1967. Mr. Adams recently celebrated his golden anniversary with the bank. He was elected to the board in 1944. Mr. Farmigoni joined the bank in June, 1966, as cashier. Mr. Guss came to First National in 1967 as assistant vice president in the newly created department of marketing and advertising. Mr. Green joined the bank on a full-time basis in November, 1967, and has been associated with the installment loan department.

■ J. B. ANDERSON JR., assistant vice president at Delta National, Yazoo City, was presented a pin honoring his 35 years of service with the bank.

■ DEPOSIT GUARANTY, Jackson, has named James O. Lenoir president of its Mechanics Branch in McComb. He will continue to serve as chairman and chief executive officer of the McComb advisory board.

■ BANK OF NEW ALBANY is planning to construct a two-story building with a traditional design. The new building will have customer and employee lounges, a conference room, drive-up window and night depository. Bank Building Corp. of St. Louis is general consultant for the project.

■ CITIZENS BANK, Hattiesburg, has named Robert T. Gaston Jr. an assistant vice president and assistant trust officer and T. B. Sims an assistant cashier. Mr. Gaston has been with the bank since 1968. He will work

in the trust department. Mr. Sims continues as a public relations officer.

■ PEOPLES BANK, Tupelo, has received a plaque in appreciation for the bank's 21-year participation in the Lee County Negro RCDC program. The award was given by the RCDC.

■ CITIZENS BANK, Philadelphia, has elected four new directors: Ray Gipson, a partner in the public accounting firm of Gipson & Price; Norman A. Johnson Jr., chairman of the Mississippi Public Service Commission; Steve Webb, a vice president of a hardwood company; and W. G. Yates, president of W. G. Yates & Sons Construction Co.

■ TRUCKERS EXCHANGE, Crystal Springs, has completed its remodeling program at a cost of more than \$100,000. Both the interior and exterior have been renovated.

■ FIRST STATE, Waynesboro, has promoted James C. Bonner from assistant cashier to assistant vice president and Ennis H. King from assistant cashier to cashier.

■ SENATOBIA BANK has opened its East Main Street drive-in branch.

■ MRS. EUGENIA SMITH, assistant vice president of Peoples Bank, Booneville, has been named "Woman of Achievement for 1969" by the Booneville Business & Professional Women's Club.

■ FIRST NATIONAL, Jackson, has named Charles B. Coward and Joe T. Dehmer Jr. assistant cashiers. Mr. Coward is a loan officer at the Westland Plaza Office.

■ FARMERS & MERCHANTS BANK, Bruce, a new bank that received its FDIC authority last August, is constructing a building downtown. The bank is currently operating in temporary quarters until the new semi-colonial-style building is opened next month. Joe H. Steele is managing the temporary quarters and also supervising the establishment of the new bank.

■ BANK OF CLARKSDALE is constructing a new three-story structure and bank officials hope the new building will be completed in April. The structure, which is being erected by Bank Building Corp., St. Louis, will have directors' and public meeting rooms and an expanded computer area.

■ MERCHANTS & MARINE Bank, Pascagoula, has named Vice President James W. Flowers a director.

we do more

Think First!
FIRST national bank
 IN MERIDIAN MISSISSIPPI MEMBER FDIC

Your Heart Fund Fights

HEART ATTACK
 STROKE
 HIGH BLOOD PRESSURE
 INBORN HEART DEFECTS



Louisiana News

Five New VPs Are Named at American of Baton Rouge

BATON ROUGE—American Bank has promoted five officers to vice presidents and elevated 13 others. Named vice presidents are Robert J. Songy, John H. Crabtree, O. J. Lasseigne Jr., Arton A. Bertrand and W. Leslie Pierce.

Mr. Songy joined the bank in 1956 and is currently assigned to the correspondent banking division. Mr. Crabtree became associated with American Bank in 1966. He is in the bank's investment division. Mr. Lasseigne came to the bank in 1954 and manages the Interstate Office. Mr. Bertrand, who is an investment officer, joined the bank in 1960. Mr. Pierce, a trust officer, came to American Bank in 1967.

Elected assistant vice presidents were Charles E. Bradley Jr., Emile Fournet, J. Ray Heil, Mrs. Patsy Barnes, Carroll Netterville, Ted Morris, A. Bridger Eglin and Larry Tullos.

■ GUARANTY BANK, Alexandria, has begun the "Blue Chip savings account" plan. The plan enables a customer of Guaranty to draw 5% instead of 4% on passbook savings accounts. The plan requires a minimum initial deposit of \$500 and subsequent deposits of \$25 or more.

■ GUARANTY BANK, New Roads, has named William H. Scott a vice president and cashier. He has been with the bank since 1960.

■ COMMERCIAL NATIONAL, Shreveport, has promoted Bill Phares to assistant manager of the Youree Drive Branch and Darrell George to assistant manager, Pierremont Branch.

Rapides Bank Names Director

ALEXANDRIA—Rapides Bank has elected Roane E. Hathorn, executive vice president, to the board. He has been with the bank since 1952.

The bank also has promoted the following assistant vice presidents to vice presidents: Robert C. Drouet, W. D. Keith, J. Willard Price, Miss Annie Cazes Price, J. Wayne Wilkerson, John B. Slater Jr. and Jerry C. McClung.

Foremost Insurance Post

Foremost Insurance Co. has named Tandy E. Jackson district manager, Louisiana, Delta Division. Foremost's home office is in Grand Rapids, Mich. Mr. Jackson was an agent with State Farm Insurance Co., Coushatta. Foremost Insurance specializes in writing mobile home and recreational vehicle insurance in all states except Hawaii.

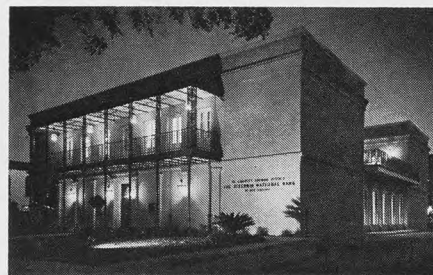
■ INTERNATIONAL CITY BANK, New Orleans, has promoted Edward Butler from assistant cashier to assistant vice president and manager of the University Office. Elected assistant cashiers were: A. J. Hingle, head of the bookkeeping department; Mrs. Phyllis McAnally, head of the collateral department; and Miss Julie Oufnac, assistant manager of the Carrollton Office.

■ AMERICAN BANK, Houma, has named Vernon Hudman and John Wiemann advisory directors of the East Houma Branch. Mr. Hudman operates a liquor and sporting goods store and Mr. Wiemann owns a furniture and appliance store.

■ CITY BANK, Natchitoches, has elected Billy L. West a director. Mr. West is president and general manager of Gibson Products Co.

■ GULF NATIONAL, Lake Charles, is constructing a new office to be called the University Branch. The new structure, to be located in the Gulfway Shopping Center, will encompass approximately 2,750 square feet and will have a time-and-temperature sign.

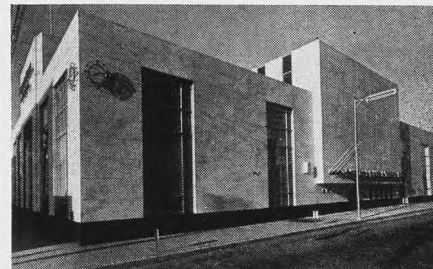
New Office for Hibernia Nat'l



Hibernia National in New Orleans has opened its new St. Charles Avenue Office, shown above. The new structure has 12 teller and two drive-up windows, a 24-hour depository, five conference rooms and a complete kitchen. Glass-enclosed corridors overlook the second-story court area. Conference rooms on the second floor have access to open-air courts furnished with seats.

New Four-Story Building Opened by Rapides Bank

ALEXANDRIA—Rapides Bank has opened its new building at Fourth and Murray streets, culminating a three-year expansion and modernization project. After ceremonies opening the new four-story building, door prizes were awarded—with a four-year-old boy winning the grand prize of a \$1,000 bill.



The classically designed building has structural provisions to permit future construction of 12 more floors. The new structure also has an "air door," which permits visitors to enter and leave without opening a door. The building, which has more than 70,000 square feet of floor space, is more than triple the size of the former structure.

Louisiana Nat'l Names VP

BATON ROUGE—John Bateman has been promoted from assistant vice president to vice president, commercial loan department, at Louisiana National. Elected assistant vice presidents were: Paul Melton, correspondent banking, and Sam Harris, personal loan department. Errol Gautreau was named a trust officer.

■ JAMES H. JONES, president of National Bank of Commerce in New Orleans, recently hosted a luncheon sponsored by the New Orleans Development Services (NODS). NODS assists in placing local Negro college graduates in New Orleans business firms. Presidents of 64 corporations and businesses were invited to the luncheon.

■ FIRST NATIONAL, Donaldsonville, has appointed Irwin Mollere, executive vice president, to the board. He has been with the bank since 1946.

■ FIDELITY NATIONAL, Baton Rouge, has paid its 87th consecutive cash dividend.

Louisiana Deaths

A. E. ZEVELY, president of Delta Bank in Port Sulphur. He was 66.

W. MITCHELL BROWN, 68, retired senior vice president of Louisiana Bank, Shreveport, after a lengthy illness.

Yes, you can

grow with **BNO**

New Orleans people say it:
 "BNO is the 'growingest' bank in town."
 We got that way by saying, "Yes, you can," to people
 all through this area—by helping other people—and
 other banks—GROW. We invite you to grow with BNO.

Statement of Condition, December 31, 1969

ASSETS	
Cash and Due from Banks	\$ 41,414,716
U. S. Treasury Securities	16,560,303
Securities of Other U. S. Government Agencies	4,095,000
State and Municipal Bonds	14,685,255
Stock in Federal Reserve Bank	222,100
Loans Outstanding	106,128,905
Federal Funds Sold	4,300,000
Furniture, Fixtures and Equipment	691,259
Interest Earned but Not Collected	1,041,810
Customers' Liability on Acceptances	122,852
Other Assets	414,125
TOTAL ASSETS	\$189,676,325
LIABILITIES	
Demand Deposits	\$ 98,478,990
Savings Deposits	24,129,652
Time Deposits	45,043,126
TOTAL DEPOSITS	\$167,651,768
Federal Funds Purchased	4,725,000
Accrued Taxes and Interest	1,591,756
Unearned Interest and Income Collected	2,453,931
Quarterly Dividend Payable	82,704
Liability on Acceptances	122,852
Other Liabilities	33,343
TOTAL LIABILITIES	\$176,661,354
RESERVES	
Provision for Possible Loan Losses	2,000,000
CAPITAL	
Capital Stock	2,584,500
Surplus	5,415,500
Undivided Profits	1,284,971
TOTAL CAPITAL ACCOUNTS	\$ 9,284,971
Capital Notes	1,730,000
TOTAL CAPITAL FUNDS	\$ 11,014,971
TOTAL LIABILITIES, RESERVES AND CAPITAL	\$189,676,325

Contingent Liability on Letters of Credit Issued but not Drawn Against—\$1,346,393

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION, FEDERAL RESERVE SYSTEM

BNO *Greater*
THE BANK OF NEW ORLEANS AND TRUST COMPANY

935 Common Street / New Orleans, Louisiana 70150

Arkansas News

New Assignments at Worthen Go to Lambert, Wills; Fortson, 16 Others Promoted

LITTLE ROCK—The Worthen Bank has announced 19 promotions, including those of Beverly J. Lambert III and D. Eugene Fortson to vice presidents.



FORTSON

division.

Mr. Lambert also has been named manager of the correspondent banking division, succeeding R. J. Wills, who has received a promotional transfer to manager of the commercial loan division. Mr. Fortson is manager of the marketing di-

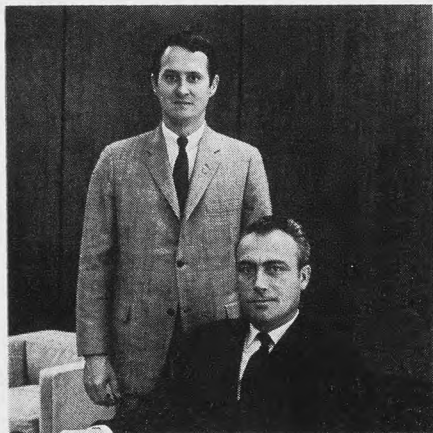


New assistant vice presidents at Worthen Bank are: (1st row, l. to r.) H. Wayne Harness and Frank J. Descoteau; (2nd row, l. to r.) Melva C. Little, William D. Bearden, Guy P. Mosley, Harry Crowe and James D. Ross; (3rd row, l. to r.) James P. Jett, Marion L. Myrick, Cole Martin, James N. Vail and H. H. Priest. Mr. Martin is in correspondent banking division.

Both Mr. Lambert and Mr. Fortson were assistant vice presidents. Mr. Lambert, with Worthen since last May, was formerly in the bank investment division. Previously, he had worked in banks in Memphis and in West Memphis. Mr. Fortson went to Worthen in 1968, and Mr. Wills has been with the bank 23 years, the last three as head of correspondent banking.

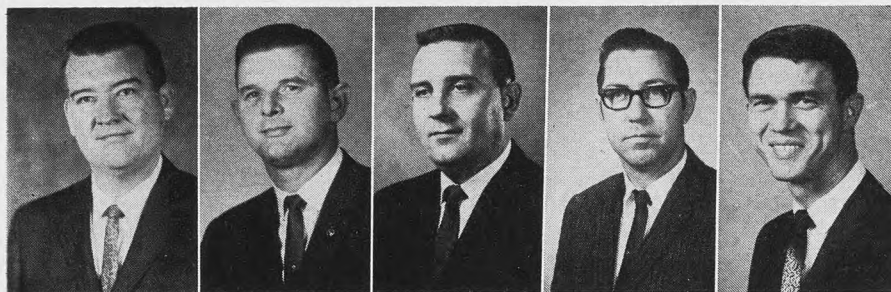
The bank has named 12 new assistant vice presidents—Harry Crowe, Melva C. Little, H. H. Priest, James N. Vail, William D. Bearden, Guy P. Mosley, Frank J. Descoteau, Marion L. Myrick, H. Wayne Harness, James P. Jett, Cole Martin and James D. Ross. Mr. Martin is in the correspondent banking division.

Worthen has appointed four new officers—Miss Carol Crain, marketing research officer; and F. Michael Williamson, B. Dickson Neal and John H. Stanley Jr., assistant cashiers.



Beverly J. Lambert III (standing) is new v.p. and mgr., correspondent banking division, Worthen Bank, succeeding R. J. Wills (seated). Mr. Wills, v.p., has received promotional transfer to mgr., commercial loan division.

Texarkana National Promotes Five Officers



COOK

ROCHELLE

DICKERT

AVANCE

HALTOM

Texarkana National has promoted B. Stan Cook from senior vice president to executive vice president; Norman C. Rochelle, vice president and cashier, to senior vice president; Guy Dickert Jr., vice president, to vice president and cashier; William I. Avance and Ray Haltom, assistant cashiers, to assistant vice presidents.

Changes at 1st of Crossett

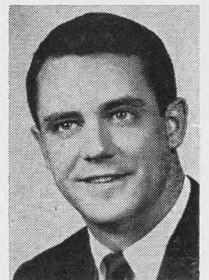


First National of Crossett has promoted C. E. Hannum, from vice president to senior vice president; R. D. Harper, assistant vice president to vice president; J. E. Griffin, cashier to vice president and cashier; William R. Phillips, assistant loan manager to assistant vice president; and Mesdames Betty Mann and Sandra Parrish to assistant cashiers. Seated, left to right, are: Mesdames Parrish and Mann. Standing, left to right, are: Messrs. Phillips, Griffin, Hannum and Harper.

Five Asst. VPs Elected at Commercial Nat'l

LITTLE ROCK

—Commercial National has promoted four assistant cashiers to assistant vice presidents and one officer from auditor to assistant vice president and auditor. Among those promoted from assistant cashier to assistant vice president was Lex Golden in the correspondent bank department.



GOLDEN

Others promoted were: Peter Braunfisch, operations; Harry F. Huchingson Jr., manager of the bookkeeping department; Ronald D. McKenzie, assistant to the manager, data processing department. Promoted from auditor to assistant vice president and auditor was Marshall D. Smith, head of the auditing department.

Neill Hart Promoted to Sr. VP at 1st Nat'l of Little Rock

LITTLE ROCK—First National has promoted Neill Hart Jr. to senior vice president; Robert L. Fikes to vice president; Robert E. Rogers and Louis Morgan, marketing, and Norman D. Rounsavall to assistant vice presidents. Edward I. Hepp and Sam McNair were named loan officers.

Mr. Hart, formerly a vice president, was promoted from head of the data processing department and will be in charge of the systems and operations division. Mr. Fikes will have responsibilities in the general banking division.



traveling? we'll spoil you on Ozark!



like this.



and this.



and this.



you'll like it.



and so will we!



Texas News

Year-End Promotions Announced at NBC of San Antonio

SAN ANTONIO—National Bank of Commerce has elected Charles D. Schutz senior vice president and petroleum engineer. He was a vice president.

The bank also elected Paul R. Clevenger vice president and petroleum engineer. Named vice presidents were: Roy Clark, in charge of public relations and advertising; Robert C. Johnson, in charge of mortgage loans; Lawrence A. Martin Jr., bond department; Harry W. Smith, in charge of the credit department; Mrs. Ethel K. Pullen and Lane T. Sealy, trust officers. Arthur A. Bain was named assistant vice president in charge of bookkeeping.

Elected assistant cashiers were: Lyndon H. Heimer, Donald J. Biediger, A. G. Pickard Jr., David S. Street, James M. Wright and George F. Worten. Anthony J. Shedrock was elected an assistant cashier and assistant trust officer. G. Eldon Winship Jr. was named trust officer; Miss Kathryn E. Hack, assistant trust officer; John P. Wilkinson, assistant comptroller; and Thomas D. Woodson Jr., assistant auditor.

New Posts at Victoria Bank

VICTORIA—George I. Durrett, Michael M. Kelly and Charles A. Kutcha have been elected vice presidents of Victoria Bank. Promoted to assistant vice presidents were Raimo E. Jones, Paul Pellegrino Jr., D. F. Peyton Jr. and Willard C. Schmidt. Directors also approved an increase in pension-plan benefits, raising the service credit base from 1½% to 1% for each completed year of service.

■ ORANGE NATIONAL has made the following promotions: Elmer Newman, formerly president, to chairman; Charles F. Henderson, senior vice president to president; and Arthur Wilson, senior vice president to executive vice president.

■ RICHARD SHARPE, executive vice president, First National of Brownwood, has been named Brownwood's outstanding citizen under 35 years of age.

■ FIRST NATIONAL, Amarillo, has promoted W. B. Lawrence, formerly

vice president and cashier, to executive vice president with general administrative duties. Also promoted was Bob J. McMurry, vice president, to vice president and cashier.

■ FIRST STATE, Hallsville, has elected Alex Azar a vice president. He was with the Pacific Finance Co., Longview. Mrs. Lucile Byrom, vice president, was promoted to vice president and cashier.

■ AMERICAN NATIONAL, Austin, has named two assistant cashiers and managers: Mrs. Max W. Grona, exchange and collection department, and David L. McGarah, building operations. Also named an assistant cashier was Charles E. Dixon, who had been with a Kansas bank.

Bohne, Hudson Retire at Fed in Dallas

DALLAS—The Federal Reserve Bank has announced the retirements of Roy E. Bohne, senior vice president and cashier, and Herman B. Hudson, assistant general auditor. Mr. Bohne has been with the bank since 1937 and Mr. Hudson since 1924.

In other action, the bank promoted Tony J. Salvaggio, vice president, to vice president, cashier and assistant secretary of the board; George C. Cochran III, assistant counsel and secretary of the board, to assistant vice president, assistant counsel and assistant secretary to the board; Robert A. Brown, assistant cashier, to assistant general auditor; and C. L. Vick, manager of the data processing department, to assistant cashier.

■ NORTHWEST NATIONAL, Houston, has elected Elton Brimberry and Howard Hightower directors. Mr. Brimberry owns Homestead Builders & Lumber Co. in Houston. Mr. Hightower owns Mabry Mill Works, Inc.

■ WESTERN NATIONAL, Houston, has elected William Driskell vice president in the general banking division. Mr. Driskell has been in the banking field 20 years.

Texas Death

CLIFFORD B. RAY, 73, retired assistant vice president of Bank of the Southwest, Houston. He joined the bank in 1927 and retired in 1961.

Smith Announces Retirement From NBC of San Antonio



SMITH

SAN ANTONIO—Vice Chairman Forrest M. Smith has retired from National Bank of Commerce after more than 50 years in the banking field. He will continue as a director.

Mr. Smith began his employment at NBC as president in 1952. Formerly, he had been with State National of El Paso 32 years. Mr. Smith also served as a director of the San Antonio Branch of the Federal Reserve Bank of Dallas six years.

■ PLANTERS & MERCHANTS STATE, Hearne, has named Mrs. Lena Meier assistant cashier.

■ EDWARD E. STUART, formerly vice president and cashier at First National in Kermit, has been elected executive vice president of First National in Farmersville.

■ FIRST NATIONAL, Farmersville, is constructing a new building that is scheduled for completion next month. The new building will have drive-in facilities and lounges for customers and employees.

■ FREDONIA STATE, Nacogdoches, is constructing a new building that will have 10,000 square feet of ground-level floor space and about 5,500 square feet of second-floor space. The new structure, which will have a modern design, is to be completed in July.

■ FIRST STATE, Coolidge, has elected Mrs. Doyle L. Holman president. She was executive vice president. The exterior of the bank is being remodelled.

■ TEXAS BANK, Dallas, has elected Donald K. Greer vice president. He also is head of the operations planning department. Named assistant cashiers were John S. Parten, Timothy L. Weston and Michael J. Gray.

■ FIRST BANK, Bryan, is planning to construct eight new drive-in facilities and parking lots for customers and employees. Construction is expected to be completed this spring.

■ MERCANTILE BANK, Houston, held a week-long celebration to open its new building and to observe the bank's fourth anniversary. With a modern design, the new building has three levels and a separate motor bank.

Comparative Balance Sheet

As of December 31, 1969 and 1968

	1969	1968
Assets		
Cash and due from banks	\$ 59,267,560	\$ 56,399,078
Investment securities:		
U. S. Treasury securities	13,644,945	6,922,331
Obligations of State and political subdivisions	24,610,915	24,337,702
Other securities	415,900	415,900
Total investment securities	<u>\$ 38,671,760</u>	<u>\$ 31,675,933</u>
Trading account securities @ cost	7,927,487	9,148,485
Federal funds sold	8,250,000	550,000
Other loans	188,694,941	165,512,441
Bank premises and equipment	5,138,703	6,866,952
Other real estate owned	68,874	5,354
Customers' acceptance liability	166,931	82,126
Other assets	7,030,150	2,789,128
Total Assets	<u>\$315,216,406</u>	<u>\$273,029,497</u>
Liabilities		
Deposits in domestic offices:		
Demand deposits — Due to Banks	\$ 50,446,082	\$ 46,551,566
Demand deposits — Other	116,366,851	98,892,680
Savings deposits	12,990,227	12,865,811
Time deposits	78,991,632	87,038,191
Total deposits	<u>\$258,794,792</u>	<u>\$245,348,248</u>
Federal funds purchased	26,875,000	1,375,000
Other liabilities for borrowed money	2,900,000	—
Accrued taxes and expenses	999,214	1,643,940
Bank's acceptances outstanding	166,931	82,126
Other liabilities	6,382,797	5,324,187
Reserves		
Allowance for possible loan losses	973,892	1,001,854
Capital Accounts		
Capital notes (4¾ % due 1989)	3,000,000	3,000,000
Equity capital:		
Capital stock common (\$10 par value) (617,400 shares authorized and outstanding)	6,174,000	6,174,000
Surplus	6,174,000	6,174,000
Undivided profits	2,775,780	2,906,142
Total capital accounts	<u>\$ 15,123,780</u>	<u>\$ 15,254,142</u>
Total Liabilities, Reserves, and Capital	<u>\$315,216,406</u>	<u>\$273,029,497</u>

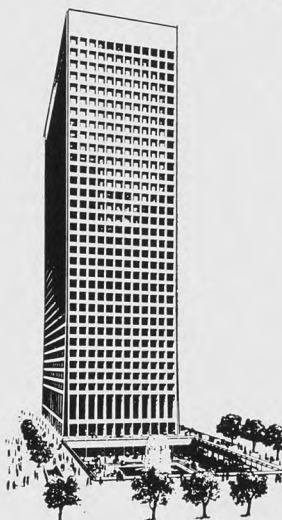
NOTE: The calculation of earnings per share, account classifications and related amounts shown on financial statements for 1968 are restated to conform with a recent change in Federal Reserve Regulations.

The Texas Bank



One Main Place

TEXAS BANK & TRUST COMPANY
OF DALLAS



ONE MAIN PLACE • DALLAS, TEXAS

Directors

***R. W. Baxter**
Industrialist

John S. Brown
President, Brown Aero Corporation

Sanders H. Campbell
Chairman of the Board,
Sanders Campbell & Co.

C. W. Cassidy, Jr.
President, Cassidy Feed Mills, Inc.

Maxwell A. Clappitt
President, Clappitt Paper Co.

L. E. Cranston
President and Director,
Mobil Pipe Line Company

P. B. (Jack) Garrett
Vice Chairman of the Board,
Texas Bank & Trust Company

W. R. Goddard
Chairman of the Board, C. B. Goddard
Investment Co.

J. M. Haggard, Jr.
Executive Vice-President, The Haggard
Co.

John T. Higginbotham, Jr.
Investments

John R. Hill, Jr.
President,
Gifford-Hill & Co., Inc.

***Ray E. Hubbard**
Oil Producer

Oscar C. Lindemann
President, Texas Bank & Trust Co.

R. Vincent Lynch
Chairman of the Board,
Lane Wood Inc.

***Harry Meador**
Investments

Henry S. Miller, Jr.
President, Henry S. Miller Co.

***Clint W. Murchison, Jr.**
Investments

William F. Neale, Jr.
President, Southwestern Contracting
Co.

Thomas N. Overton
Senior Vice President,
Texas Bank & Trust Co.

W. T. Overton
Real Estate

W. W. Overton, Jr.
Chairman of the Board and Chief
Executive Officer, Texas Bank &
Trust Company

***R. I. Payne**
Investments

Roland L. Pelt
President, Crown Construction Co.

Ernest E. Senft
Senior Vice President, Texas Bank
& Trust Company

Clyde Skeen
President, Ling-Temco-Vought, Inc.

Denys R. Slater, Sr.
Chairman of the Board, Fishburn
Cleaning & Laundry Co.

Peter P. Stewart
President, The Stewart Company

Jere W. Thompson
Vice President, The Southland
Corporation

William E. Weatherford
Partner, Weatherford Smith Thomas
Insurance

John D. Williamson, Sr.
Investments

*(Indicates Advisory Board Members)

Officers

W. W. Overton, Jr.
Chairman of the Board and Chief Executive Officer

P. B. (Jack) Garrett
Vice Chairman of the Board

Oscar C. Lindemann
President

NATIONAL ACCOUNTS DEPARTMENT

Wilfred B. Kirk
Senior Vice President

CORRESPONDENT BANK DEPARTMENT

Hugh K. Frederick, Jr.
Senior Vice President, Manager

Charles W. Baker
Vice President

Rex B. House
Vice President

W. Gerald Norman
Assistant Vice President

J. Patrick Mullican
Assistant Vice President



New Mexico News

New Multi-Bank Holding Firm May Be Started in State

ALBUQUERQUE—New Mexico may get its second multi-bank holding company pending the outcome of negotiations between First New Mexico Bankshare Corp., and several unnamed banks in the state and a stockholders' meeting that was being held at press time. First New Mexico Bankshare is now a one-bank holding company owning Albuquerque National.

If the firm is converted to a multi-bank holding company, Albuquerque National would be the "big brother" in a closely knit family of New Mexico banks. As a multi-bank holding company, First New Mexico Bankshare Corp. would be a "very large, very strong organization" that would be New Mexico-based and New Mexico-owned, according to Robert L. Tripp, president, Albuquerque National.

At present, New Mexico has only one registered bank holding company—Bank Securities, Inc., of Alamogordo.

■ **ROLAND STRASSER**, vice president at American National in Silver City, has retired after 33 years. The bank elected Bill DeSoto a vice president. He is a former assistant cashier at the Los Alamos Branch of First National in Santa Fe. Leroy Marek, cashier, was elected a director.

■ **FIRST NATIONAL**, Las Cruces, has elected Mrs. Elmer Carlson a vice president to head the recently created women's services division. Mrs. Carlson has been with the bank since 1968.

■ **MICHAEL E. PRICE**, president of Farmers & Merchants Bank, Las Cruces, has been named a director of American National, Silver City. Named advisory director was Willard Lewis, former executive director of the New Mexico Taxpayers Association. Directors retiring are Frank Light, Miss Margaret Wright and Earl Strong.

■ **WILLIAM A. HUNTER** has been elected a vice president of American Bank of Commerce, Albuquerque. He is assigned to the bank's industrial development and community relations programs. Mr. Hunter is a retired Strategic Air Command general.

■ **FARMERS & MERCHANTS BANK**, Las Cruces, has opened a new building for its Anthony Branch. An open house marked the event.

Community Concern Is Topic of Annual NMBA Seminar

"The Community and Its Banks" will be the theme of the 11th annual public relations seminar sponsored by the New Mexico Bankers Association. The seminar, to be held February 20-21, will mark the centennial year of banking in the Southwest.

The seminar will be held in the Palms Motor Hotel in Las Cruces. Among the seminar topics are: "Why Become Involved in Community Activities?"; "Political Participation—to What Extent?"; and "Industrial Development Is Bankers' Business."

■ **AMERICAN BANK of Commerce**, Albuquerque, has promoted Mrs. Reba Thomas from assistant cashier to assistant vice president. Mrs. Thomas, who will continue as director of advertising, joined the bank two years ago. The bank also named Mrs. Ramona Romero manager of the University Branch. She has been with the bank three years.

■ **HOT SPRINGS NATIONAL**, Truth or Consequences, has named Executive Vice President Wayne J. Negley secretary to the board and has promoted James L. Grider from assistant cashier to assistant vice president. The bank also elected Mrs. Mary Helen Martinez and Terry Miller assistant cashiers. Mrs. Martinez has been with the bank since 1957 and Mr. Miller joined the bank last September. He was employed by the city's police department.

■ **FIRST NATIONAL**, Espanola, has elected Dr. Darol Froman vice chairman. He has been a director for seven years. He was associate director of the Los Alamos Scientific Laboratory. Presently he is director of development for the Espanola Hospital. The bank also elected Fred Vasquez vice president and manager of the Fairview Branch. Robert Garcia and Levi Sandoval were named assistant cashiers in the loan department.

■ **SECURITY NATIONAL**, Roswell, has appointed Harry Birrell representative to senior citizens. In this post, he will specialize in senior citizen customer relations for the bank. He was a bus tour director for retired persons. Mr. Birrell also is a Navy veteran of 28 years.

Poage Retires; 4 Promoted at Albuquerque Nat'l

ALBUQUERQUE—Robert S. Poage, senior vice president and cashier, has retired from Albuquerque National. Paul H. Barnes, senior vice president and former controller, has been elected to succeed Mr. Poage.



BARNES

MORROW

POAGE

Everette Morrow, vice president and auditor, has been named vice president, cashier department; and Raymond E. Rose, assistant vice president, has been promoted to assistant vice president and auditor. The bank also has promoted J. Fred Reeves, assistant cashier at the North Fourth Street Office, to head of bookkeeping operations at the Main Office. Robert J. Geis has been transferred from the Main Office to North Fourth Street Office as assistant cashier and loan officer.

■ **ASHER M. SMITH** has been elected a vice president of Albuquerque National. He had been an assistant vice president. The bank also named Gordon Ankeny an assistant cashier. He is programing manager, data processing department.

■ **BANK OF NEW MEXICO**, Albuquerque, has elected three assistant vice presidents: Melvin E. Warren, John C. Green and Donald A. Downey. Mr. Warren is a loan officer and Mr. Green is collection supervisor, installment loan department; and Mr. Downey is assistant to the manager, North Valley Branch.

■ **A. W. HOCKENHULL**, a former governor of New Mexico, has retired as a director of Clovis National. He was named a director in 1912, elected president in 1926. Mr. Hockenhull resigned as president in 1946.

■ **MRS. RUTH HORNE**, assistant cashier of First National, Santa Fe, has been awarded a 30-year service pin. She is presently an operations officer.

New Mexico Death

THOMAS FOY, 89, chairman and a founder of Grant County State Bank in Silver City. He was president of the bank since its founding until 1968.

Republic National Bank of Dallas



COMBINED STATEMENT OF CONDITION AND EARNINGS

Statement of Condition as of December 31, 1969

	Republic National Bank	The Howard Corporation et al.	Combined Total
(in thousands of dollars)			
Assets			
Cash and Due From Banks	\$ 415,881	\$ 350	\$ 416,231
U. S. Govt. Obligations & Other Securities	431,365	207,185	638,550
Loans	1,179,478	2,960	1,182,438
Real Estate and Oil Properties	59,655	27,640	87,295
Other Assets	23,927	2,967	26,894
Total Assets	<u>\$2,110,306</u>	<u>\$241,102</u>	<u>\$2,351,408</u>
Liabilities and Shareholders' Equity			
Deposits	\$1,530,756	\$	\$1,530,756
Non-Deposit Funds and Borrowings	401,097	207,310	608,407
Other Liabilities	19,943	24,457	44,400
Valuation Reserves	30,769		30,769
Shareholders' Equity	127,741	9,335	137,076
Total Liabilities and Shareholders' Equity	<u>\$2,110,306</u>	<u>\$241,102</u>	<u>\$2,351,408</u>

Statement of Earnings, Year 1969

Total Operating Income and Revenues	\$ 109,720	\$ 8,109	\$ 117,829
Costs and Expenses:			
Operating and General Administrative	32,871	3,555	36,426
Interest	51,667	1,976	53,643
Applicable Income Taxes	8,200	668	8,868
Total Costs and Expenses	<u>\$ 92,738</u>	<u>\$ 6,199</u>	<u>\$ 98,937</u>
Operating Income Before Security Losses and Extraordinary Item	\$ 16,982	\$ 1,910	\$ 18,892
Security Losses	(2,934)		(2,934)
Extraordinary Item		224	224
Net Income	<u>\$ 14,048</u>	<u>\$ 2,134</u>	<u>\$ 16,182</u>

Per Share, based on 8,539,162 shares outstanding

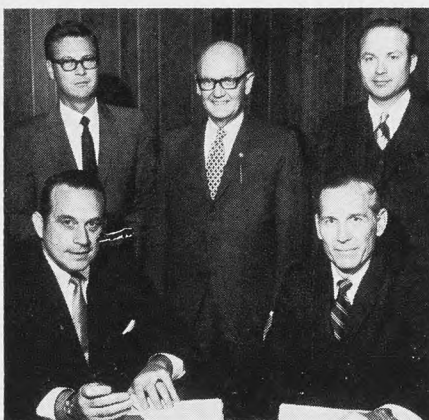
Operating Income Before Security Losses and Extraordinary Item	\$ 1.99	\$.22	\$ 2.21
Net Income	\$ 1.65	\$.25	\$ 1.90
Shareholders' Equity	\$ 14.96	\$ 1.09	\$ 16.05

Member FDIC

Oklahoma News

Computer Firm to Operate EDP Services at Liberty Nat'l

OKLAHOMA CITY—Liberty National will have its data processing work and market computer services managed and operated by National Sharedata Corp., a computer management company. The bank and the corporation have agreed on a five-year term at a fixed-cost basis.



Discussing Liberty National's and National Sharedata's service agreement are, seated, left to right: Presidents J. W. McLean, Liberty National, and Daniel Stuart, National Sharedata. Standing, left to right, are: Bill Frank, vice president, and Earl Sneed, executive vice president, both of Liberty National, and Tom Walker, senior vice president, National Sharedata.

National Sharedata is based in Houston and has offices in Dallas, Albuquerque and Birmingham. The corporation will use the bank's data processing personnel and computer system.

■ J. W. MICHAEL, vice president at Fidelity National in Oklahoma City, has transferred from the installment loan department to the commercial loan department. Frederick M. Hunter, assistant vice president, has assumed Mr. Michael's responsibilities in the installment loan department.

McDonald Gets FRB Post

W. H. McDonald, chairman of the executive committee, First National, Oklahoma City, has been appointed a director, Oklahoma City Branch, the Federal Reserve Bank, Kansas City. He replaces Howard J. Bozarth, vice chairman, Fidelity National, Oklahoma City. The Kansas City Fed also named Jack T. Conn, chairman, Fidelity National, to a third one-year term as 10th District representative to the Federal Advisory Council.

Davenport, Callaway Elected VPs at Fidelity Nat'l of Okla. City

OKLAHOMA CITY—Fidelity National has elected two vice presidents: Richard W. Davenport Jr., who will head the newly formed Master Charge credit card department, and A. Marshall Callaway Jr., who will be manager of the data processing department.



DAVENPORT CALLAWAY

Before joining Fidelity National, Mr. Davenport had been vice president and manager of the credit card division at Texas Bank in Dallas. In addition to nine years with Texas Bank, Mr. Davenport has worked in the credit and mortgage fields.

Mr. Callaway had been manager of the systems and computing department, national credit card center, Sinclair Oil Corp., before joining the bank. He had been with Sinclair 13 years.

Canton Bank Sold

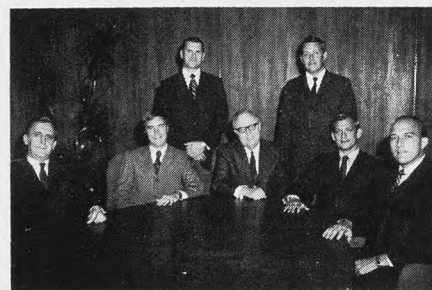
CANTON—William A. Belford, former assistant vice president of National Bank of Tulsa, has bought controlling interest in the Bank of Canton from C. Roy Shaw and Mrs. Sheila Shaw. Mr. Belford succeeds Mr. Shaw as chairman and president, but Mr. Shaw will remain a director.

Farmers & Merchants Promotions



Farmers & Merchants of Tulsa has promoted John Philips, seated, left, to vice president in charge of data processing and Tom King, seated, right, to assistant vice president and assistant manager. Mr. Philips was assistant vice president and assistant manager, data processing, and Mr. King was a programing instructor for an area data processing firm. The bank also promoted to assistant cashiers, standing, left to right: Louie Kirk, Doyle Partin and Ben Coker, all of the installment loan department.

Changes at 1st of Bartlesville



First National in Bartlesville has made the following promotions: Ben Harned Jr., vice president and cashier, to senior vice president; Barry M. Hudson, Edward F. Keller and Bruce E. Oakley, assistant vice presidents, to vice presidents; Neal T. Seidle, trust officer, to vice president and trust officer; Nelson V. Rogers, assistant cashier, to assistant vice president; and Robert C. Beard, junior executive trainee, to assistant trust officer. Seated are, left to right: Messrs. Oakley, Seidle, Harned, Hudson, Keller and standing: Messrs. Rogers and Beard.

Stephenson Named President of Bank in Ponca City

PONCA CITY—Larry E. Stephenson, formerly senior vice president of Fidelity National in Oklahoma City, has been elected president and chief executive officer of Security Bank here.



STEPHENSON

Controlling interest in the Security Bank was purchased recently from the Meek family by Dwight G. and Donald E. Rymer. J. Robert Meek has resigned as president, a post he held since 1943, but remains as chairman. He is a former president of the Oklahoma Bankers Association. Dwight Rymer has been elected vice chairman. He is president of Citizens Bank, Morrison, and chairman of two Kansas banks—Strong City State and Cedar Vale State. Donald Rymer is president, First National, Gracemont.

The Meek family has been associated with the Security Bank since L. K. Meek joined it as cashier in 1918. His grandson, Maxwell Meek, is cashier and will remain in that post.

Mr. Stephenson had charge of correspondent banking and marketing at Fidelity National, which he joined in 1963.

Oklahoma Death

CHESTER DENNIS, 65, senior vice president of First National in Ardmore. He had been with the bank since 1925. His brother, Lester Dennis, is executive vice president, Security State, Comanche.

Need an Air-Minded Correspondent?



Go Forth with Tulsa

*...crossroads
of the
air age!*

For more than 40 years, Tulsa has been an air-minded city. Home of Spartan School of Aeronautics, one of the nation's oldest and most prolific aviation institutes. Wartime builder of Douglas aircraft. Present site of operations by McDonnell-Douglas, North American Aviation, AVCO. Picked as national base for jet engine overhaul and maintenance by American Airlines.

Tulsa's ultra-modern, jet equipped International Airport is the scene of increasing activity day by day. Nearly 1,000 international airline tickets are expected to be sold here in 1969. And plans are under way to designate Tulsa International as an official "Port of Origin" for direct shipment of export goods to foreign destinations.

No need to look to great lakes or gulf states for air-minded bankers. You'll find plenty of them right here in Tulsa. (And you won't need to look hard for Fourth National Bank when you arrive. It's the tallest building in town!) To get the full story on Tulsa's air age capabilities, just get in touch with Glenn "Red" Ward. He'll come flying your way in a hurry.



MEMBER F.D.I.C.

MID-CONTINENT BANKER for February, 1970

Kansas News

Russell Woolley Dies; Was Wichita Banker

WICHITA—Russell W. Woolley, president, Twin Lakes State, died of cancer January 20 after a long illness.

Mr. Woolley joined the bank as executive vice president and managing officer when it opened in 1966. Before that, he was in the correspondent bank department of Commerce Trust (now Commerce Bank) in Kansas City.

Mr. Woolley was the son of D. W. Woolley, who has just retired as vice president of Columbia Union National, Kansas City. The elder Mr. Woolley spent 26 years with the Federal Reserve, Kansas City, before joining Columbia Union's predecessor, Union National, in 1960.



WOOLLEY

Kansas State of Wichita Promotes Gray, McAdoo

WICHITA—Kansas State Bank has promoted Arnold Gray, cashier, to vice president and cashier and William A. McAdoo from assistant vice president and assistant trust officer to vice president and trust officer.

Kansas State also promoted Warren Vogel from assistant cashier to assistant vice president. Named assistant cashier was Gary Strait, who has been with the bank since 1968.

■ L. H. FISH, senior vice president, has resigned from Centerville State. Mrs. Nadine Brown, assistant cashier, has been elected a director.



McADOO GRAY

■ TOPEKA STATE has promoted Lyle Maddux from assistant cashier to assistant vice president. The bank also has increased its surplus from \$600,000 to \$700,000.

Burton Black Retires

WICHITA—Burton Black, vice president, has retired from Central State after 44 years in banking. His retirement was the subject of a recent feature in the Wichita *Eagle* and *Beacon*. He was associated with Kansas State in Wichita before joining Central State when it opened in 1962.

Mrs. Gray "Is Quite a Girl!"

TOPEKA—"The President of our Bank is quite a girl!"

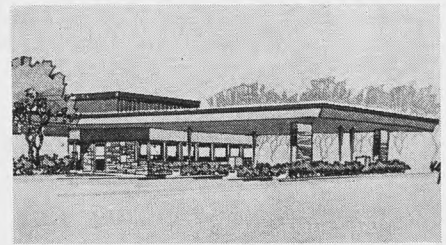
That was the headline Capital City State used on a page advertisement in the December *Kansas Banker* and various Topeka newspapers. As was to be expected, the unusual approach to bank public relations resulted in much comment and Mrs. Georgia Neese Gray, "the President," received many letters of congratulations.

The occasion for the ad was the fifth anniversary of the removal of the bank to Topeka after 72 years at Richland, where it was known as Richland State.

Ad copy recalled that Mrs. Gray was the first woman to be named Treasurer of the United States (by President Harry S Truman) and told how Mr. Truman dedicated the new bank in 1964. Pointing out that "Georgie" is our galloping gal president," the ad invited readers to "Come by! . . . Meet Georgia. Say hello to our president . . . she's quite a girl!"

To cap the stack (as they say in the Kansas hayfields), the ad was illustrated with a photograph of Mrs. Gray when she was plain Georgia Neese and (at a guess) about six years old.

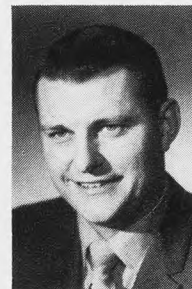
Expansion at Central State



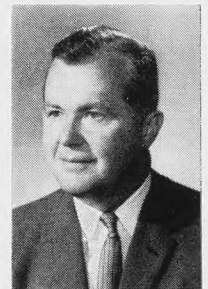
Central State of Hutchinson has begun a fourfold expansion program that includes a 1,069-square-foot addition to the southwest corner of the bank. The addition will have, among other services, a drive-in window with three Diebold visual auto teller stations. Also planned for the bank's enlargement is: an enclosed area under the east drive-in canopy with offices and meeting rooms; the acquisition of property for more parking areas and improved lighting and landscaping. The \$150,000 project is the bank's third expansion in three years, and is slated for completion this summer.

Selby and Carlson Are Assigned to Kansas for Commerce Bank

KANSAS CITY—Robert S. Selby and Richard D. Carlson have been assigned to travel Kansas for the correspondent bank division of Commerce Bank (formerly Commerce Trust).



CARLSON



SELBY

Mr. Selby, vice president, joined the bank late in 1968. He came from Swift & Co., where he was head cattle buyer in Kansas City. Mr. Carlson recently was released from active duty as a lieutenant with the 69th Brigade. He joined Commerce Bank in February, 1968.

■ CENTRAL NATIONAL, Junction City, has promoted Dan E. Craig from trust officer to vice president. He will work in the real estate loan and bond departments.

PROFESSIONAL CORRESPONDENT BANKING

COMMERCIAL NATIONAL BANK

6th & Minnesota Avenue

371-0035

Kansas City, Kansas

Member F.D.I.C.



MAX DICKERSON
Vice President



JIM BIRKBECK
Asst. Vice President

Clair Hyter Elected President of Central Plains Insurance

HUTCHINSON—Bankers Investment Co. has elected Clair D. Hyter president of Central Plains Insurance Group, a subsidiary of Bankers Investment. The latter is a Kansas-based time sales and consumer finance chain operating in seven southwestern states.



HYTER

Mr. Hyter succeeds Ralph Wesley, who has retired after 24 years. Mr. Hyter also was elected to Bankers Investment's board, succeeding A. L. Pierce Sr., who has retired. Mr. Hyter, who joined Central Plains in 1963, was elected executive vice president in 1965.

■ J. WESLEY ST. CLAIR, formerly executive vice president of Southgate State in Prairie Village, has been promoted to president. He succeeds his father, John N. St. Clair. The senior Mr. St. Clair has been elected chairman. The bank is planning to move into the Southgate Financial Center this spring. Formerly the Meadow Lake Shopping Center, the complex is in the process of redevelopment and will be occupied eventually by financially oriented companies.

■ ROSEDALE STATE is planning to construct a new building at a cost of more than \$650,000. The new structure will have three levels with a total floor space of about 20,000 square feet. Drive-in and parking facilities also are included in construction plans.

■ J. WARD MARTIN, a former senior vice president who had remained a director, and Samuel R. Garvin, senior vice president, have retired from Commercial National in Kansas City. Mr. Martin began his employment with the bank in 1916 and Mr. Garvin joined the bank in 1919.

American State's New Building



American State, Osawatomie, has opened its new contemporary-style building. In addition to a drive-in window, night depository and vault, the bank has an electronic flag pole on which the flag is raised and lowered automatically and is stored in a base. The flag will lower automatically in case of inclement weather.

■ REX R. DENHAM, president of Simpson State and a large shareholder in Farmers State in Asherville, has sold his stock to James P. McKeown, president of Farmers State. The banks will be merged and will be named Farmers State, Simpson. Mr. Denham will become president of Strong City State after the merger is completed and Mr. McKeown has been elected a director of the bank. Dwight Rymer, president of Citizens State in Morrison, Okla., will become chairman of Farmers State.

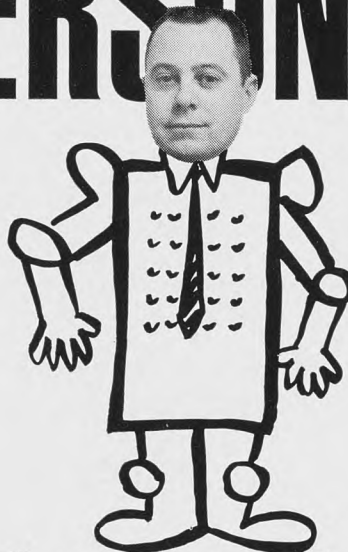
■ PEOPLES STATE, Cherryvale, is planning to construct new quarters this year.

Changes at 1st Nat'l

WICHITA—First National has promoted Darwin Roberts from assistant cashier to assistant vice president. The bank also has elected Mrs. Gwen Jones and J. D. Matheson assistant cashiers. Mrs. Jones has been with the bank since 1954.

■ MERCHANTS NATIONAL, Topeka, has named Jack Allen and Mike Astle assistant cashiers, commercial loan department. Mr. Allen has been building manager and Mr. Astle has been an administrative assistant, commercial loans.

WE'VE PERSONALIZED



Our Computer Service ...

Wouldn't you like to have more accurate and complete records for your customers? Dependable bookkeeping and interest calculations? Assistance with your 1099's? Interested in reducing your overhead?

Our Computer Service Team understands special problems...and how to solve them. That's why we give better service.

- Correspondent Specialists**
 Everett L. Crume, Vice President
 Donald D. Folks, Vice President
Agricultural Specialists
 Ronald R. Loudon, Vice President
 Vernon Whisler, Vice President

The American Way

AMERICAN NATIONAL BANK Member F.D.I.C.

6th & Francis • St. Joseph, Missouri • Phone 816 233-6141

Missouri News

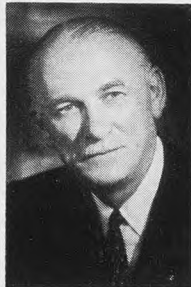
Rieger, K. C. Banker, Marks 50-Year Career

KANSAS CITY—Nathan Rieger, chairman of Mercantile Bank, recently observed 50 years in the banking profession.

Mr. Rieger began his banking career when he joined Home Trust, which was organized by his father in 1919. In 1933 Mr. Rieger was elected vice president of Mercantile Home, the new name of the reorganized Home Trust. In 1945 he was made president. The bank's name was changed again in 1949 to Mercantile Bank. Mr. Rieger was elected chairman in 1959.

The chairman's son, James, is president of Mercantile, and Mr. Rieger's 15-year-old grandson is showing an interest in banking.

■ CENTRAL WEST END Bank, St. Louis, has made the following promotions: William V. O'Brien from treasurer to vice president and treasurer; James L. Floodman Jr. from assistant vice president to vice president; Robert A. Wamhoff from auditor to assistant treasurer; and Robert J. Luecken to auditor.



RIEGER

Now It's Commerce Bank

KANSAS CITY—Commerce Trust officially became the Commerce Bank of Kansas City February 1. This action is in line with the policy of Commerce Bancshares, Inc., that all member banks of the registered bank holding company have the same name.

Northland Bank, Jennings, to Have New Building

JENNINGS—Northland Bank is planning to construct new quarters that will be triple the size of the present building. Scheduled for completion in mid-1970, the new structure will be the bank's third building. Northland Bank moved to its present quarters in the Northland Shopping Center in 1959. The new structure will be located across an entry road from the present building.

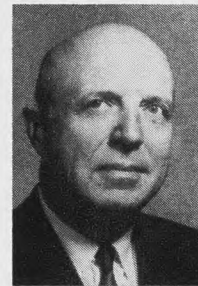
Northland Bank is a member of Mark Twain Bancshares, Inc., a registered multi-bank holding company whose members also include South County Bank, Mehlville, and Mark Twain State, Bridgeton.

Bocell Named Director

ST. JOSEPH—American National has elected James R. Bocell, a vice president and senior trust officer, to the board. He went to the bank in 1967 after 27 years with City National in Kansas City.

Ross and Woolley Retire From Columbia Union Nat'l

KANSAS CITY—Columbia Union National has announced the retirements of Paul Ross, vice chairman, and D. W. Woolley, vice president. It is a "second retirement" for both officials.



ROSS



WOOLLEY

Mr. Ross joined the former Union National in 1968 after retiring as a regional administrator of national banks for the 10th National Region. He was with the Comptroller of the Currency 34 years, stationed in St. Louis, Kansas City and Washington, D. C.

Mr. Woolley joined Union National in 1960 after a 26-year employment with the Kansas City Federal Reserve Bank. Prior to joining the Fed, he held top-management posts with several Kansas banks.

■ LEMAY BANK has promoted John Miller from cashier and auditor to vice president and cashier and Lowell Alexander and Frank Ziegler from assistant cashiers to assistant vice presidents. The bank also elected Emmett Rimmer assistant cashier; Alvin Coleman auditor; Leger Grindon trust officer; and Harry Conners manager of the insurance department.

OFFICERS

JORDAN LINDSEY
Chairman and President
DAYLE P. LINDSEY
Vice President
JAY W. CLAYPOOL
Cashier
DORIS M. MOORE
Assistant Cashier
JORDAN D. LINDSEY
Auditor and Assistant Cashier
VERNON WINKLER
Farm Representative & Assistant Cashier

DIRECTORS

JORDAN LINDSEY
GRACIA L. LINDSEY
DAYLE P. LINDSEY
JORDAN D. LINDSEY
WILMA S. WILLIS
RAY L. SHUBERT
CHARLES W. HIGHT

Established
102 Years Ago

"Bank on The Square Since 1868"

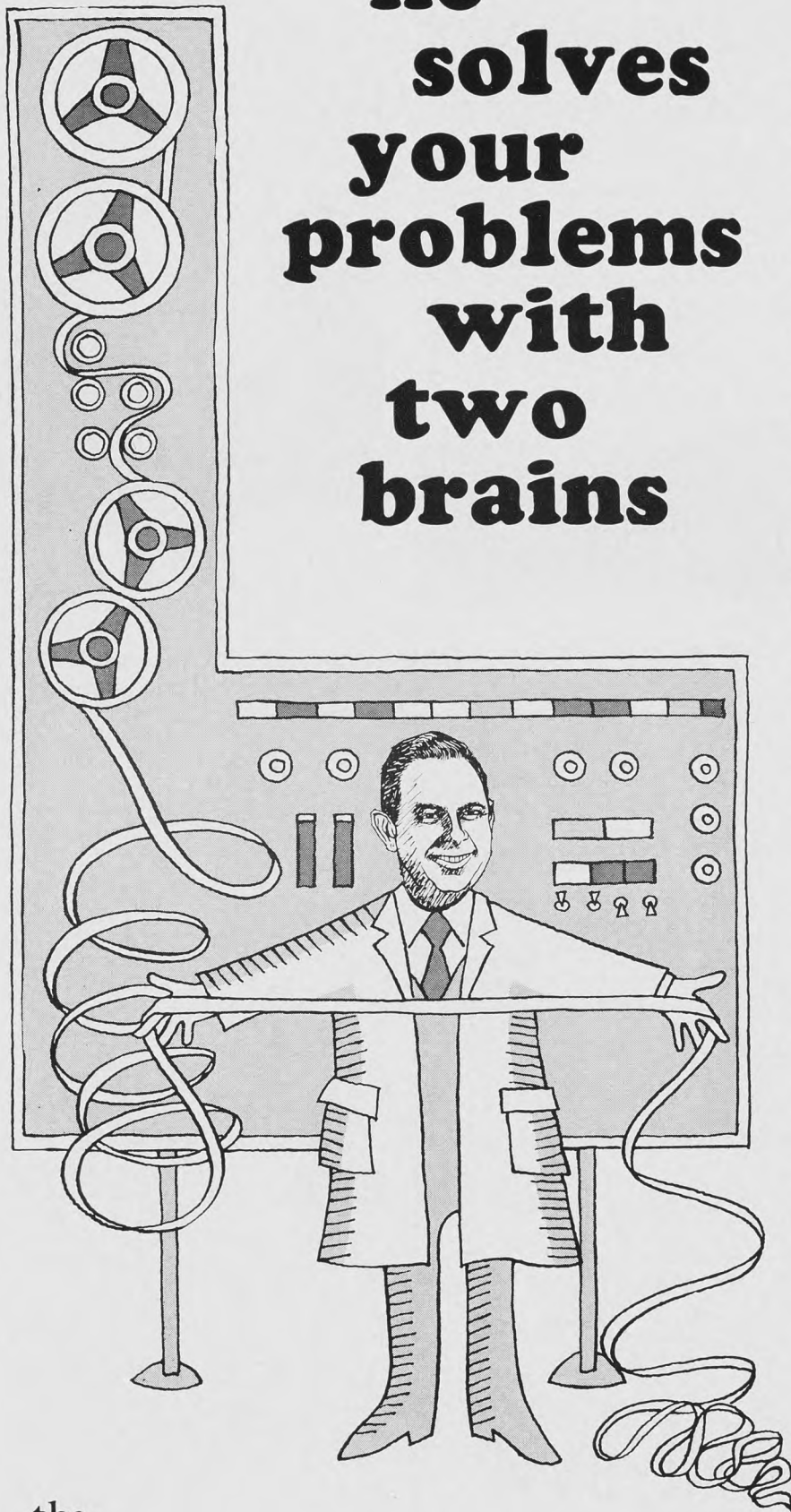
Allen Bank and Trust Company

Harrisonville, Missouri

	RESOURCES	
	Dec. 31, 1969	Dec. 31, 1968
Cash and Due from Banks	\$ 725,870.91	\$ 730,353.91
U.S. Government Bonds	1,066,627.94	1,366,188.97
Federal Agency Bonds	1,299,562.50	1,299,468.75
Municipal and School Bonds	978,495.06	876,125.78
Bank Building and Leasehold	7,502.42	8,144.13
Furniture and Fixtures	49,103.26	50,462.82
Loans and Discounts	4,609,282.18	4,290,939.23
Total	\$8,736,444.27	\$8,621,683.59
	LIABILITIES	
Capital	\$ 125,000.00	\$ 125,000.00
Surplus	300,000.00	300,000.00
Undivided Profits	214,725.11	152,736.33
Reserves	100,242.22	84,894.53
Dividend Payable	10,000.00	8,750.00
Deposits	7,986,476.94	7,950,302.73
Total	\$8,736,444.27	\$8,621,683.59

Member Federal Deposit Insurance Corporation

he solves your problems with two brains



His own, and an electronic one. Electronic Data Processing can do a lot — if you know how to use it. Howard Jones does. So he can put EDP to work for you to provide daily operations at time-saving speed, money-saving efficiency, and customer-saving accuracy. With EDP Howard can give you accurate controls . . . daily long lists . . . current account balances . . . service charge calculation and posting . . . automatic special problem notices . . . a more efficient audit trail . . . account historical data . . . speedy monthly statements . . . completely current posting . . . and more, with reduction of manual error. He does it for others, daily. He can do it for you. So you can devote your valuable time to more important things.

the
time
savers
of

UNION NATIONAL BANK PUBLIC SQUARE ■ S. S. STATION BOX 1157 ■ SPRINGFIELD, MISSOURI 65805 ■ 417/869-3511 ■ MEMBER F.D.I.C.

■ **MANUFACTURERS BANK**, St. Louis, has promoted Joseph R. Stahl-schmidt, assistant vice president, to vice president; and to assistant vice presidents, Ernest J. Brundick, formerly auditor, and David V. McCay, formerly assistant secretary.

■ **DAVID S. EBLEN** has been elected assistant vice president of Security Bank, Branson. His primary duties with the bank will be as public relations officer and in computer programing and operation. Mr. Eblen formerly was a captain in the Air Force, completing his duty late last year.

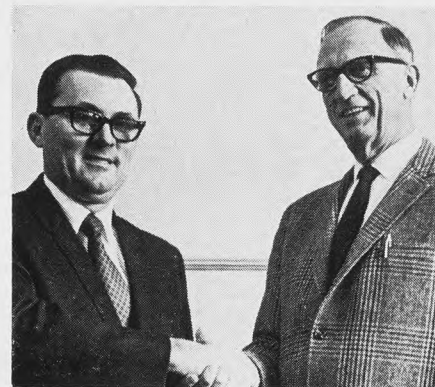
Best Year Reported

CLAYTON—Consolidated net income of County National Bancorporation and its wholly owned subsidiary, St. Louis County National, showed an increase in 1969 of 32% after taxes, reflecting the best year in St. Louis County National's history. N.O.E. after taxes were \$1.8 million, or \$6.32 a share, compared with \$1.4 million, or \$4.82 a share, in 1968.

■ **COLUMBIA NATIONAL** has become a member of Commerce Bancshares, Inc., a registered bank holding company. It is the 10th bank to become a Commerce Bancshares affiliate.

Cline Succeeds Courtney as Mexico Bank President

MEXICO—John R. Cline has been named president and a director of Mexico Savings Bank to succeed William R. Courtney, who has retired but will remain on the board.



John R. Cline, left, receives congratulations after being named president of Mexico Savings Bank from retiring president, William R. Courtney. Mr. Cline had been executive vice president. Mr. Courtney will continue as a director.

Mr. Cline had been executive vice president since September 1. He came to Mexico from Kirksville, where he had been executive vice president of Citizens National since 1962. Mr. Cline entered banking in 1949 as a note teller at First National in Monett.

Mr. Courtney had been president of Mexico Savings since 1942. Formerly he had been cashier and secretary-treasurer of Sedalia Bank. Mr. Courtney is a former president of the Missouri Bankers Association.

Robert Holle Elected VP at Northland Bank

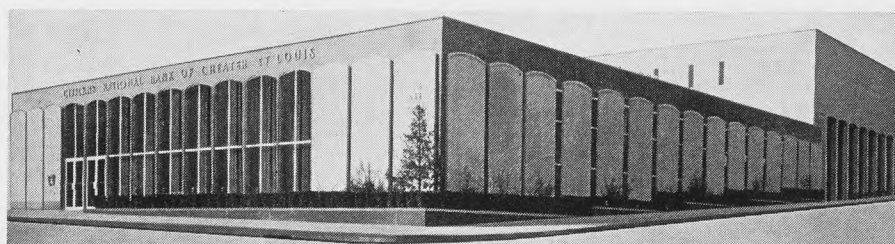


HOLLE

Northland Bank, Jennings, has elected Robert W. Holle a vice president. He has had seven years' experience in bank auditing, accounting and operations, and he will serve in these areas as well as in planned electronic data processing in his new post at the bank.

Hans Will has joined Mark Twain Bancshares, Inc., as internal auditor for the member banks, South County, Mehlville; Mark Twain State, Bridgeton; and Northland. Mr. Will was assistant controller of First National, St. Louis.

■ **BANK OF HOUSE SPRINGS** has appointed three advisory board members. They are: Kenneth H. Mays, president of Empire Fenton Furniture; E. J. Kellogg, purchasing agent for Monsanto Co.; and Abe Lieber, president of Arch Jewelry, St. Louis.



Statement of Condition as of December 31, 1969

RESOURCES

Cash and Due from Banks	\$ 4,532,174.73
U. S. Government Securities	8,940,499.36
Other Securities	3,927,945.00
Loans and Discounts	17,993,204.77
Furniture and Fixtures	246,185.87
Other Assets	248,219.61
Total	\$35,888,229.34

LIABILITIES

Deposits	\$32,905,510.41
Reserve for Bad Debt Losses	368,700.82
Other Liabilities	573,000.87
Capital Notes	393,000.00
Capital Stock	200,000.00
Surplus	800,000.00
Undivided Profits	648,017.24
Total	\$35,888,229.34

OFFICERS

J. O. HOLTON, JR.
President
HOWARD W. MILLER
Executive Vice President-Cashier
L. A. PIDCOCK
Vice President
S. A. DAYTON
Vice President
TERRY HATRIDGE
Assistant Cashier
HELEN RIGGS
Assistant Auditor

JOHN E. TETHERS, JR.
Vice President-Auditor
CATHERINE J. MULLEN
Vice President
WILLIAM U. CULLINANE
Assistant Vice President
ESTHER WOELKE
Assistant Cashier
LAURA MAE BOEMLER
Assistant Cashier

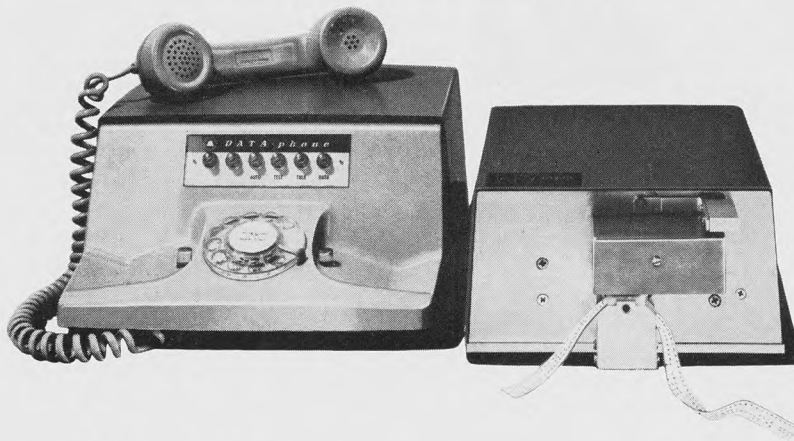
CITIZENS NATIONAL BANK

OF GREATER ST. LOUIS

7305 Manchester Ave. St. Louis, Mo. 63143 Mlssion 5-0666

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

This is the Laddonia State Bank Demand Deposit Computer Center.



One person, in 35 hours,
got all their systems ready for the computer.

It now saves Laddonia about 35 hours every week.

Every afternoon, equipment just like the two pieces shown above, transmits all of the Laddonia State Bank's demand deposit counter-work to Manchester Bank's computer in St. Louis in just 7 minutes.

In effect, Laddonia's transmission equipment becomes a sort of mini-computer.

Manchester's computer then processes this information and via courier service, finished printed reports are delivered to Laddonia before the start of their next business day.

Amazing you say.

Well, the really amazing part is

that it only took one person at Laddonia about 35 hours to convert their internal systems so they could hook up with our computer system.

Still more amazing is the fact that this computer demand deposit accounting system now saves seven people at Laddonia State Bank a total of about 35 hours each and every week.

So, in one week Laddonia got back the 35 hours it took to convert their systems. Now, every week, Laddonia has 35 extra hours they can use to be of greater assistance to that all important person called the customer. Amazing.

mb
MANCHESTER BANK



CHOUTEAU AT VANDEVENTER · ST. LOUIS, MISSOURI 63110 · 314-652-1400

FDIC

Open House Marks Centennial at Bank of Knob Noster

KNOB NOSTER—The Bank of Knob Noster recently held an open house to mark its centennial year. The bank completed 100 years of business in March, 1969, but celebrated the milestone in December. It was organized as the Knob Noster Savings Bank on March 29, 1869.

Visitors were given souvenirs and refreshments during the open house and displays depicted the bank's early history. On hand to greet those attending the celebration were A. C. Bass, Bank of Knob Noster president, and Frank B. Shephard, vice president, who has been associated with the bank for 62 years. Mr. Bass has been a Johnson County banker for over 50 years. Executive Vice President Weldon Brady was also present at the open house.

■ **CITY NATIONAL**, Kansas City, has promoted two officers in its Bankmark division—Alan B. Collins to assistant cashier and assistant manager and James C. Ainsworth to assistant cashier. Mr. Collins had been collection manager and Mr. Ainsworth had been sales manager.

■ **WEBSTER GROVES TRUST Co.** has named Roy Brackman manager, real estate sales and loan department. He has been with Webster Groves Trust since 1959. The bank also declared a 2-for-1 stock split.

Federal Reserve Bank Names Isbell Sr. VP



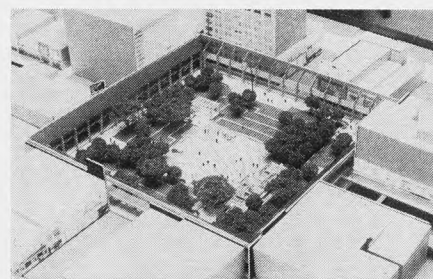
ISBELL

ST. LOUIS—The Federal Reserve Bank has promoted Wilbur H. Isbell from vice president to senior vice president. He had been vice president since January, 1968.

Mr. Isbell joined the bank in 1943 as a member of the examination staff. In 1955 he was transferred to the Memphis Branch, where he was assistant manager and cashier. He returned to St. Louis in 1957.

Frederic M. Peirce was renamed by the Federal Reserve System as chairman of the Federal Reserve Bank, St. Louis, and Federal Reserve agent at the bank for 1970. Mr. Peirce is chairman and chief executive officer, General American Life Insurance Co. in St. Louis.

Union Nat'l Aids Civic Project



A model of Springfield's public square after it has been renovated was recently on exhibit in Union National's lobby. The bank has pledged \$100,000 toward a goal of \$500,000 for the Springfield center city redevelopment plan that includes beautification of the public square and construction of a shoppers mall. Covering a two-square-block area of downtown Springfield, the redevelopment program will include construction of all-weather walks circling the square, landscaping and fountains. Union National also is planning a modernization and expansion program to harmonize with the city's beautification project.

■ **EDWARD F. OVERMYER**, assistant cashier of Boatmen's National, St. Louis, has retired after spending his entire 47-year business career with the bank.

Missouri Death

OLIVER J. HERPEL, 66, a vice president of Commerce Bank of University City, of an apparent heart attack January 5.

Look at the St. Joseph Stock Yards through the eyes of people who know

Because it's the only bank in the St. Joseph stock yards, the First Stock Yards Bank does business with them all—shippers, feeders, commission men, dealers, traders, The Stock Yards Company and the packers.

When you need the services of a bank that knows the livestock industry from one end to the other—call First Stock Yards Bank.

FIRST STOCK YARDS BANK
 South St. Joseph, Mo. MEMBER F. D. I. C.

**Commerce Bank of St. Joseph
Elects G. L. Peters Exec. VP**

Commerce Bank of St. Joseph has elected Gary L. Peters executive vice president. He had been a vice president of Commerce Bancshares, Inc., since 1968, acting as co-ordinator of activities between the holding company and its affiliate banks.



PETERS

He joined Commerce Bank, Kansas City, in 1964 under its management training program. He was elected an assistant cashier in the correspondent banking department in 1965 and was named an assistant vice president in 1966.

**Burkhartsmeier Is President
of Computer Subsidiary**



Burkhartsmeier

ST. LOUIS—First-Union Automation Services, Inc. (FAS), a newly formed subsidiary of First Union, Inc., has elected Anton Burkhardtmeier president. Mr. Burkhardtmeier also will continue

as vice president in charge of the data processing department at First National Bank.

In other action, FAS elected Paul J. Mozola a vice president. He came from United Computing Systems, Inc., St. Louis, where he had been branch manager. Earlier he served as senior sales representative in the St. Louis territory for Control Data Corp.

FAS provides optical reading and micromation services to reduce costs of computer operations. It serves computer users in the St. Louis area. First Union, a holding company, owns First National Bank and St. Louis Union Trust Co.

■ **FRANK E. HELBIG** and **Albert H. Krekel** have been elected assistant vice presidents of St. Louis Union Trust Co. Mr. Helbig remains assistant treasurer. Mr. Krekel had been an income tax officer.

Mark Twain Bancshares to Move

The executive offices of Mark Twain Bancshares, Inc., multi-bank holding company comprising South County Bank, Mehlville, Mark Twain State, Bridgeton, and Northland Bank, Jennings, have been moved into the new Pierre Laclède Building in Clayton. The executive offices will occupy about one half of the 20th floor.

Officers

CLARENCE H. APPEL
Chairman of the Board
ADOLPH H. ROEPER
Vice-Chairman and Sec'y
J. IRVIN OBST
President
WM. L. DIECKHAUS
Vice-President
EDWARD J. MUELLER
Cashier
C. F. LUETKEMEYER
Ass't Vice-President
JOSEPH C. HOOD
Assistant Cashier

Directors

CLARENCE H. APPEL
Chairman of the Board
ROBERT J. BERNARD
Wallace Pencil Company
ROBERT E. CHAPMAN
Chapman Insurance Agency
J. IRVIN OBST
President
ADOLPH H. ROEPER
Vice-Chairman and Sec'y
PAUL SCHATTTGEN
Schatttgen's Bake Shop
ANDREW E. SHEAHAN
The Sheahan Investment Co.
DAVID J. TOMPKINS
Attorney
EARL E. WALKER
Carr Lane Manufacturing Co.

STATEMENT OF CONDITION

December 31, 1969

RESOURCES

Cash and due from Banks	\$ 1,438,317.73
U. S. Government Securities	4,490,854.47
Other Bonds	2,325,890.40
Loans and Discounts	12,917,451.13
Federal Funds Sold	800,000.00
Overdrafts	704.28
Bank Building and Improvements	363,314.58
Vault, Fixtures and Equipment	71,130.74
Interest Earned—Uncollected	166,294.99
Other Resources	92,614.42

TOTAL \$22,666,572.74

LIABILITIES

Capital Stock	\$ 528,000.00
Surplus	702,500.00
Undivided Profits	553,740.33
Deposits	20,310,579.90
Unearned Discount	338,026.17
Reserve for Interest, Taxes, etc.	195,706.74
Reserve—Under Authority U. S. Treasury	38,019.60
Other Liabilities	None

TOTAL \$22,666,572.74

BIG BEND BANK

WEBSTER GROVES, MISSOURI 63119

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

BANK OF KENNETT

KENNETT, MISSOURI

Statement of Condition as of December 31, 1969

RESOURCES

Cash and Due from Banks	\$ 2,861,453.70
Federal Funds Sold	1,600,000.00
U. S. Government Obligations	\$2,655,579.77
Obligations of U. S. Government Agencies	4,249,324.42
Municipal Bonds and Other Obligations	4,013,512.60
Other Bonds and Securities	357,824.28

Loans Insured or Guaranteed by a Federal Agency	2,171,980.02
Conventional Real Estate First Mortgages	1,984,128.35
Commercial and Finance Company Paper	948,828.53
Other Loans to Corporations, Firms and Individuals	4,285,355.85

Overdrafts	6,062.93
Bank Building, Leases, Drive-In Facilities and Parking Lots	125,426.62
Furniture, Fixtures and Equipment	40,978.07
Other Real Estate	1.00
Accrued Interest Receivable	224,167.59
Prepaid Expenses	17,627.52
Other Assets	6,735.71

TOTAL RESOURCES \$25,548,886.96

LIABILITIES

Capital Stock	500,000.00
Surplus	500,000.00
Undivided Profits	729,348.82

Reserve for Interest Received in Advance	126,468.58
Other Reserves	402,227.11
Accrued Interest Payable, Taxes, Expense and Dividends	334,353.13
Other Liabilities	2,902.81
Deposits	22,953,550.51

TOTAL LIABILITIES \$25,548,886.96

OFFICERS

JOSEPH C. WELMAN	Chairman	THOMAS H. KINSEY ..	Vice Pres. & Cashier
W. C. McHANEY	Vice Chairman	ELMAN M. MERRITT ..	Vice President
A. L. DAVIDSON ..	Chairman, Exec. Comm.	CLYDE H. MATTHEWS ..	Asst. Vice President
W. F. SHELTON III ..	President & Trust Off.	LARRY D. SWINDLE ..	Asst. Vice President
JIM MERTON	Executive Vice Pres.	VERNA HARRISON ..	Asst. Cashier
JOSEPH S. KERR ..	Vice Pres. & Ag. Rep.	WILLIAM W. MARSHALL ..	Asst. Cashier
LONNIE L. KINCHEN ..	Vice President	R. L. MITCHELL ..	Asst. Cashier
		JANE TODD	Asst. Cashier

Member Federal Deposit Insurance Corporation

Statement of Condition

DECEMBER 31, 1969

RESOURCES

Cash and Due from Banks	\$4,596,089.01	
U. S. Government Bonds	9,568,249.99	\$14,164,339.00
Other Bonds and Securities	7,117,198.82	
Loans	23,980,054.18	
Bank Building	626,814.06	
Bank Fixtures and Vault Equipment	143,627.07	
Other Assets	77,332.24	
TOTAL RESOURCES	\$46,109,365.37	

LIABILITIES

Capital Notes	\$ 300,000.00	
Capital Stock	600,000.00	
Surplus	2,000,000.00	
Undivided Profits	821,719.55	
Reserves	565,060.57	\$ 4,286,780.12
Demand Deposits	28,795,333.91	
Savings Deposits	12,059,798.95	
Federal Funds Purchased	200,000.00	
Interest Collected Unearned	478,939.79	
Other Liabilities	288,512.60	
TOTAL LIABILITIES	\$46,109,365.37	

OFFICERS

SYLVESTER F. WITTE President	WALTER C. BRANNEY Exec. Vice President
FLETCHER E. WELLS Vice President & Cashier	HUBERT V. KRIEGER Auditor & Comptroller
JACK K. ISHERWOOD Asst. Vice President	JERRY L. BYRD Asst. Vice President
EARL D. PEPPERS Asst. Vice President	EARL R. LUNDIUS Asst. Vice President
LEONARD HUDDLESTON Asst. Vice President	DOLORES R. DIETZ Asst. Cashier
VIRGINIA MILLS Asst. Cashier	WILLIAM O. ROBARDS Asst. Cashier
MARIE WELLINGHOFF Asst. Cashier	WALLACE J. SHEETS Trust Officer
F. GILBERT BICKEL Vice President	HARRY C. MUMMERT Vice President

DIRECTORS

HERBERT W. ZIERCHER, Chairman
JOHN H. ARMBRUSTER
F. GILBERT BICKEL
WALTER C. BRANNEY
FRANK J. LAMA
EARL R. LUNDIUS
HARRY A. McKEE, JR.
HARRY C. MUMMERT
EDWIN C. RYDER, JR.
FLETCHER E. WELLS
SYLVESTER F. WITTE

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MEMBER F.D.I.C.

Wayne W. Martin Named VP at Federal Reserve Bank

KANSAS CITY—The Federal Reserve Bank has elected Wayne W. Martin a vice president. He was an assistant vice president supervising check collection. Mr. Martin joined the bank in 1953.



MARTIN

Promoted to assistant vice presidents were: Henry R. Czerwinski, accounting officer; Jerry D. Shreeves, personnel officer; and Carroll H. Wilkerson, research officer.

Officers named were: Gene L. Swackhamer and John F. Zoellner, research officers and economists; James R. Bowen, accounting officer; and Kermit R. Peters, operations officer.

Lundstrom Named Exec. VP at St. Louis Cass Bank



LUNDSTROM

ST. LOUIS—Douglas E. Lundstrom has been promoted from vice president to executive vice president at Cass Bank. Mr. Lundstrom, who joined the bank in 1958, was named assistant secretary in 1963 and a vice president in 1965.

The bank also promoted from assistant vice presidents to vice presidents Walter O. Bolhofner, Jerome L. Dempsey and Thomas F. Kubat. Donald R. Rowlett was promoted from comptroller to treasurer.

■ KENNETH POSLOSKY has been promoted from assistant vice president to vice president and Daniel J. Wichlan has been elected operations research officer, EDP, at First National, St. Louis.

Bank in Sunrise Beach Opens; Five Officers Named

SUNRISE BEACH—The new Lakeland State Bank has opened on Highway 5 between Versailles and Camden in Camden County with a capitalization of \$325,000.



BENDER

Gordon H. Bender is president and A. Overton Durrett, Kansas City, is chairman. Mr. Bender was vice president of Citizens State Bank in Ellisworth, Kan., for 20 years and also an executive vice president of Bank of Commerce, Chanute, Kan., for four years. Miss Verna J. Spratt has been named cashier and the Misses Jean Burns and Ann Bender assistant cashiers.

**Commonwealth Bank Is Opened;
Chairman, President Named**

WENTZVILLE—Commonwealth Bank has opened with a capitalization of about \$325,000 after controlling interest in its predecessor bank was purchased by Consumers Money Order Corp. of America.

The money order firm in 1967 acquired control of Farmers Bank of Emden. Missouri Finance Commissioner C. W. Culley last year approved the move of the bank to Wentzville and the name was changed to Commonwealth Bank. The move was opposed by Wentzville State Bank but the bank later withdrew its opposition.

R. Lester Whited is president of Commonwealth Bank and Gary Sosnoff, president of Consumers Money Order Corp., is chairman. Mr. Whited was president of Missouri State Bank in Sedalia.

**Businessmen Apply 3rd Time
for Bank in Ladue**

A group of businessmen has filed an application with the Missouri commissioner of finance, C. W. Culley, to establish a bank in Ladue. This is the third such application in the past two years. The first two were turned down by Mr. Culley and appeals on the rejections were refused by the state banking board.

The group is seeking to establish the Ladue Community Bank with an initial capital of \$200,000. A spokesman for the group said, "We feel there is a need for a bank in Ladue." Mr. Culley said the application will be studied.

Holding Company Expands

KANSAS CITY—Laurel Bank, Raytown, and Platte Woods Bank, Kansas City, have been acquired by Midwest Bancorporation, Inc., making the firm the third registered bank holding company in the Kansas City area. Laurel Bank stockholders were issued 60,000 shares of the firm's stock and Platte Woods stockholders were issued 27,500 shares.

MBA Slates Group Meetings

The Missouri Bankers Association has asked Dr. Charles W. Jarvis, dentist-humorist from San Marcos, Tex., to be the featured speaker for the 1970 MBA group meetings. Dr. Jarvis made the group tour in 1963.

The groups will meet: Sept. 14, Group Five, Washington; Sept. 15, Group One, Moberly; Sept. 16, Group Three, St. Joseph; Sept. 17, Group Two, Chillicothe; Sept. 21, Group Four, Kansas City; Sept. 22, Group Seven, Springfield and Sept. 23, Group Six, Sikeston.

MANUFACTURERS BANK

AND TRUST COMPANY OF ST. LOUIS

CONSOLIDATED STATEMENT OF CONDITION

AT DECEMBER 31, 1969

RESOURCES

Cash and Due from Banks	\$ 17,365,046.03
U. S. Government Obligations	8,634,549.46
U. S. Government Agencies' Securities	12,300,194.12
Public Housing Authority Bonds	299,032.00
State and Municipal Bonds	13,738,932.91
Stock—Federal Reserve Bank	150,000.00
Federal Reserve Funds Loaned	6,500,000.00
Loans and Discounts	43,446,774.14
Furniture, Fixtures and Equipment	117,644.67
Bank Premises	314,698.82
Overdrafts	551.58
Accrued Income Receivable and Prepaid Expense	1,161,238.89
	<hr/>
	\$104,028,662.62

LIABILITIES

Capital Stock (124,440 Shares—\$10.00 Par Value)	\$ 1,244,400.00
Surplus	3,755,600.00
Undivided Profits	974,417.89
Reserve Account	1,015,791.68
Accrued Taxes, Interest & Expense	792,233.54
Income Collected—Not Earned	184,471.29
Deposits	96,061,748.22
	<hr/>
	\$104,028,662.62

DIRECTORS AND ADVISORY BOARD

GEORGE I. BAGGOTT
Chairman of the Board and President

FRED J. BLUM

VINCENT B. D'ANTONI, D.B.A.
Assistant Professor of Finance,
University of Missouri in St. Louis

ROBERT F. DEIBEL, JR.
President, Dixie Mills Company

PATRICK J. DOWD
Vice-Pres. and Treasurer, Monsanto Co.

WALTER L. FREUND

FRANK S. HAGER
Executive Vice-President, C. Hager & Sons
Hinge Manufacturing Co.

LAMAR W. McLEOD

R. F. REININGER
Executive Vice President and Secretary

ROBERT J. RYAN
Chairman of the Board and Chief
Executive Officer, Nooter Corporation

A. H. SCHESSLER
Director, Union Electric Company

FRANK J. SELLINGER
Vice Pres.-Engineering,
Anheuser-Busch, Inc.

ALFRED F. STEINER
President, Alfred F. Steiner, Inc.

P. A. THIAS
Honorary Chairman

FRED R. WEBER, JR.
President, Fred Weber, Contractor, Inc.

HOWARD LEE YOUNG
President, American Zinc Company

SANDER B. ZWICK
President, Monark Petroleum Company

MANUFACTURERS



**BANK & TRUST COMPANY
of ST. LOUIS**

1731 SOUTH BROADWAY • ST. LOUIS, MO. 63104
MEMBER FEDERAL RESERVE SYSTEM
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

"Student Staff"

(Continued from page 20)

the young market centers around the student staff program," Mr. Penick explained. "We have sponsored various plays, seminars and programs conducted either by the young people or for the benefit of young people. Recently, we invited one of the local youth-oriented radio stations to conduct a remote broadcast from our lobby and invited all high school and college students in the area to visit the bank."

Looking ahead, the bank is planning a one-day seminar for high school students planning to enter college in September. This will be held in early spring and the student staff will be sponsor. At this seminar guest speakers and college student panelists will be invited to discuss money management, college life and curriculum and general economic subjects of interest to high school students.

The student staff consists of four boys and four girls including one Negro boy and one Negro girl. Chairman is Perry Carr, a recent Little Rock University graduate now employed in the bank. The bank's announcement ad pictured all nine young people. Later ads told how the staff would help students open free checking accounts, plan a savings program or make application for a college loan while assisting them in money management. ••

Patman Target

(Continued from page 37)

fact, the new chairman, Arthur Burns, was an adviser to President Nixon for the past year, but was not a Fed director.

4. To require that the Federal Reserve seek appropriations from Congress. The Fed doesn't go to Congress for appropriations now. Mr. Patman believes this prevents Congress from exercising any kind of meaningful annual review of the activities of the Fed or from checking any of its expenditures. The appropriations processes are essential to our democratic system, the veteran House leader said, and, in the past, have prevented bureaucrats and federal agencies from ignoring the public interest.

5. To require the Fed to submit to independent audits. The Fed's books are not audited, said Representative Patman. The General Accounting Office, which inspects the records of other government agencies, is not allowed to look at any of the Fed's activities, he continued.

6. To abolish the Federal Open

Market Committee and to lodge its powers and authority directly with the Federal Reserve Board. Thus, the 12 Federal Reserve Bank presidents would cease to sit in on Open Market Committee operations, where interest rates and money supply are set.

Representative Patman suggests that anyone interested in more details on this bill should contact his own congressman at the House Office Building in Washington, D. C. ••

New 'Time' Bond Offered by Continental Bank

CHICAGO—Continental Bank has introduced a new savings instrument called "5% time bonds" that will pay 5% annual interest and double in value in less than 14 years.

Compounded continuously, the bonds earn an effective annual interest rate of 5.13%. The 5% rate is guaranteed for the life of the bond—13 years, 315 days. The bonds may be sold for one-half their face value.

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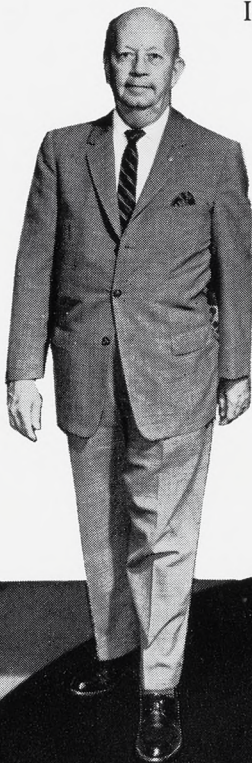
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BROADWAY, LOCUST, OLIVE AND SIXTH

