

# NORTHWESTERN *Banker*

JUNE  
1943



#### FOOD WILL WIN

Bankers Are Helping Farmers on the Home Front  
See Page 12



South Dakota - Minnesota - North Dakota - Conventions

Pages 17 - 18 - 20



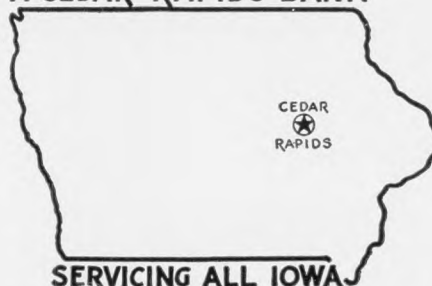


## KEEPING STEP

For sixty-two years this bank has kept step with the financial growth of Iowa and the Middle West, building up an organization which can take emergencies in its stride.

Banks and their customers, having business in this area, are invited to use the facilities of this bank for the efficient handling of their items.

A CEDAR RAPIDS BANK



## MERCHANTS NATIONAL BANK

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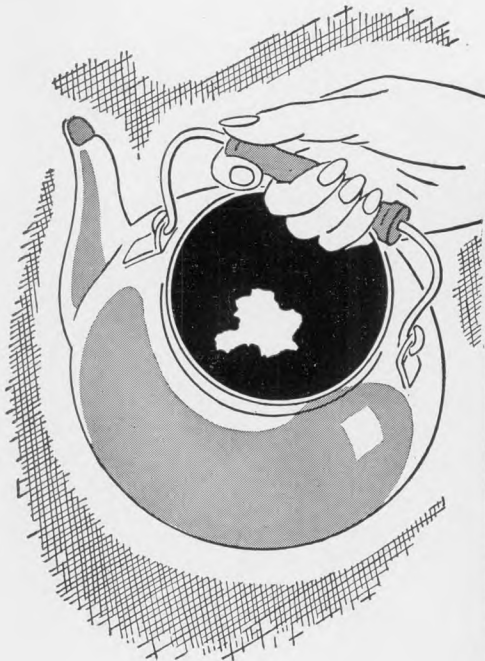
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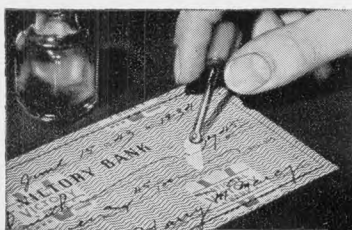
# Like a hole in a kettle . . .

## THAT White Spot MAKES AN ALTERED CHECK Useless



Look what happens when anyone attempts to alter either the face or back of any check written on La Monte Safety Paper! A GLARING WHITE SPOT shows up instantly — inescapable evidence that the check has been tampered with! This, of course, makes a check WORTHLESS—for no bank teller any-

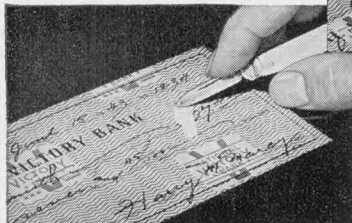
where, and no other sensible person, would think of cashing or endorsing such a disfigured check. » » La Monte Safety Papers have become widely recognized as the standard of safety in check protection. Today they are used by over 75% of America's leading banks—and outstanding industrial corporations from coast to coast. » » To appreciate the amazing effectiveness of La Monte Safety Paper in preventing fraudulent alteration, make the three simple tests illustrated at the left. That shows what forgers and counterfeiters are up against when you ask your printer or lithographer for "checks on La Monte Safety Paper."



Try to remove anything written on La Monte Safety Paper with Ink Eradicator — and PRESTO — a WHITE SPOT appears!



— or use an Eraser as gingerly as you please — again that tell-tale WHITE SPOT shows up!



— or try to scratch it off with a penknife. No use — there's that WHITE SPOT, again!

# LA MONTE *Safety* PAPER

GEORGE LA MONTE & SON, Nutley, N. J.



The wavy lines are a La Monte trade-mark

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Federal Reserve Bank of St. Louis





## A TEAM FOR *Victory!*

From the split-second timing of gridiron strategy to the perfect precision of plane-ground force coordination, efficient teamwork is an outstanding American characteristic.

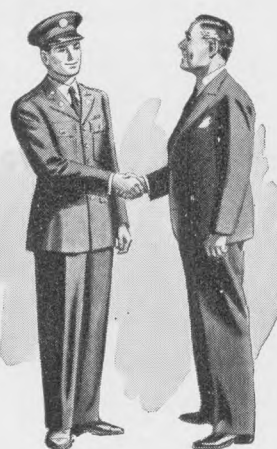
And it's a characteristic that American property insurance agents have demonstrated in this national emergency—in more ways than one. For instance, they are bringing sound insurance protection to American homes and American industry, and are maintaining efficient service to policyholders, in spite of many handicaps, such as shortage of help and curtailment of transportation facilities. And this in addition to many duties con-

nected with civilian defense—so important to the nation at war.

What's more, they are patriotically cooperating with our company in its modest contribution to financing the war through the Ninetieth Anniversary War Loan campaign in the following way:

*All new gross premiums collected on fire and other policies that the Home writes for the balance of the year are being invested in War Loan Bonds. These purchases are OVER and ABOVE the normal government bond purchases which the Company is continuing to make.*

That's American teamwork—and it's cooperation that can only spell Victory!



☆ THE HOME ☆  
*Insurance Company*  
NEW YORK

FIRE ★ AUTOMOBILE ★ MARINE INSURANCE

*Ninetieth Anniversary Year*





The following letters were received from Northwestern Banker readers. Your views and opinions on any subject will be gladly published on this page.

### Wants Northwestern Banker in North Africa

"Would it be at all possible for you to mail overseas the NORTHWESTERN BANKER and also the UNDERWRITERS REVIEW?"

"One of our employees is now in North Africa and we received a letter from him asking that we find out if it would be at all possible for him to receive these magazines. He states that if they were sent to him direct from you, he would receive them much better than if we were to mail them to him. Please advise."

W. H. BROWN, *Cashier, Tri-County Bank, Zeoring, Iowa.*

In replying to Mr. Brown, Ralph Moorhead, associate publisher, said, "I have taken this up with the officials of our local post office and they tell me that it is impossible for any publication to send regular subscriptions to our armed forces abroad. One reason is that transportation needs demand priority on food and ammunition rather than on reading material, and secondly, the post office has no way of knowing just how permanent may be the address of any individual soldier."

"I presume, furthermore, that all attention is given to first class mail in preference to second class and magazine matter."

"Thank you for your inquiry, however, and we are sorry that we cannot take care of your employee in North Africa."

### "An Outstanding Publication"

"I read the splendid article in the May issue of your good publication, the NORTHWESTERN BANKER, about 'Your Customers Look at You.' I congratulate you on an especially fine piece of work. I have shown not only the article but also the NORTHWESTERN BANKER to some of my associates and they agree with me that it is good."

"I am quite impressed by the job you are doing with the NORTHWESTERN BANKER, and in speaking with a representative of

one of New York's banking publications, a newspaper, he said that the NORTHWESTERN BANKER is one of the outstanding banking publications of the country."

JOSEPH BAME, *Manager of Advertising, The Commercial National Bank and Trust Company of New York, 46 Wall Street*

### Service Charges Are Higher in Florida

"Am pleased to receive the NORTHWESTERN BANKER regularly. I assure you that I find much of interest in every issue."

"I am especially pleased to learn that through the cooperation of the State Banking Department and the State Banking Board the Iowa banks have been able to get together on a uniform schedule of service charges. This schedule seems most equitable towards the customers."

"Am taking the liberty of enclosing herewith three folders covering the service charge schedule of the various forms of accounts carried by our banking group here in Miami. You will note that our schedule is much more drastic and we do live up to it most religiously here. Needless to say it brings us a handsome source of revenue."

"There is considerable activity here due to the fact that we have a great number of service men here, together with the extension of airports, etc. This has also created a lot of activity in real estate—especially residences."

CLARENCE S. RYE, *Vice President Little River Bank and Trust Company, Miami, Florida*

*Editor's Note: The following are the service charges used by Miami banks:*

"Savings accounts may be opened with any amount as low as \$5.00. Deposits may be made as often as the depositor wishes, without charge. Withdrawals may be made at any time."

"One (1) withdrawal per week, without charge, may be made on accounts with balances over \$500. Additional withdrawals may be made at any time, but each is subject to a charge of 10 cents. Each withdrawal on accounts with balances of \$500 or less is subject to a charge of 10 cents."

"Savings accounts closing within a period of nine (9) months from opening, or drawn below \$5.00 balance are subject to a service charge of \$2.00."

"Inactive accounts with balances of \$100 or less inactive for a period of six (6) months are subject to a service charge of \$1.00 each six (6) month period the account remains inactive."

"Out-of-town checks deposited to savings accounts are handled at the exchange rate of one-tenth of 1 per cent with a minimum of 10 cents each. The account will be subject to charge for any exchange."

"No interest is paid on savings accounts."

### "Thanks for Your Cooperation"

"We wish to thank you for all of your cooperative assistance and help in making the meeting of Group 6 a success. We have the feeling that all of the visitors had a good time and a very profitable meeting. At least we Warren county banker folks feel that we were well repaid for all of our efforts and tried to make things go, and hope that some day we may have the privilege of having Group 6 in our city again."

"With all kind regards for you and your staff."

W. N. GRANT, *Vice President Peoples Trust and Savings Bank Indianola, Iowa*

### No General Convention

Ottmar A. Waldow, comptroller, the National Bank of Detroit, and president of the National Association of Bank Auditors and Comptrollers, has announced that because conditions of travel, due to war times, have not materially improved since 1942, and because of the serious shortage of administrative men in banks and the consequent difficulty for the members to leave their positions, the executive committee decided to follow the precedent of 1942 and not hold a general convention.

However, an abbreviated annual meeting will be held in Detroit, Michigan, September 24, 1943, to elect officers and to transact such other business as would ordinarily come before such a meeting.

At noon on September 24, in Detroit, there will be a meeting of the organization committee, and since the presidents of all conferences are members of that important committee, it is expected that they will be in attendance. Also in attendance will be the national committeemen, representing the Federal Reserve districts, and chairmen of the various standing committees.

*Northwestern Banker June 1943*





## Overseas Branches

### ARGENTINA

Buenos Aires  
Flores  
(Buenos Aires)  
Plaza Once  
(Buenos Aires)  
Rosario

### BRAZIL

Rio de Janeiro  
Pernambuco  
Santos  
São Paulo

### CANAL ZONE

Balboa  
Cristobal

### CHILE

Santiago  
Valparaiso

### COLOMBIA

Bogota  
Barranquilla  
Medellin

### CUBA

Havana  
Cuatro Caminos  
(Havana)  
Galiano  
(Havana)  
La Lonja  
(Havana)  
Caibarien  
Cardenas  
Manzanillo  
Matanzas  
Santiago

### ENGLAND

London  
117, Old Broad St.  
11, Waterloo Place

### INDIA

Bombay

### MEXICO

Mexico City

### PERU

Lima

### PUERTO RICO

San Juan  
Arecibo  
Bayamon  
Caguas  
Mayaguez  
Ponce

### REPUBLIC OF PANAMA

Panama

### URUGUAY

Montevideo

### VENEZUELA

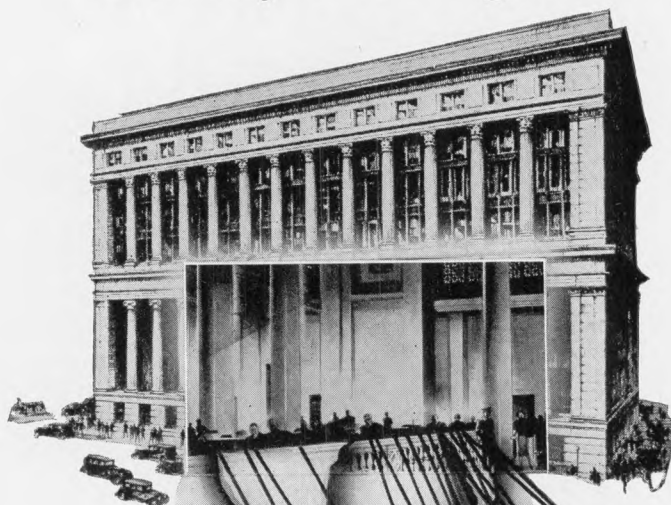
Caracas

**66 Branches  
in  
Greater  
New York**

**CORRESPONDENTS  
EVERYWHERE**

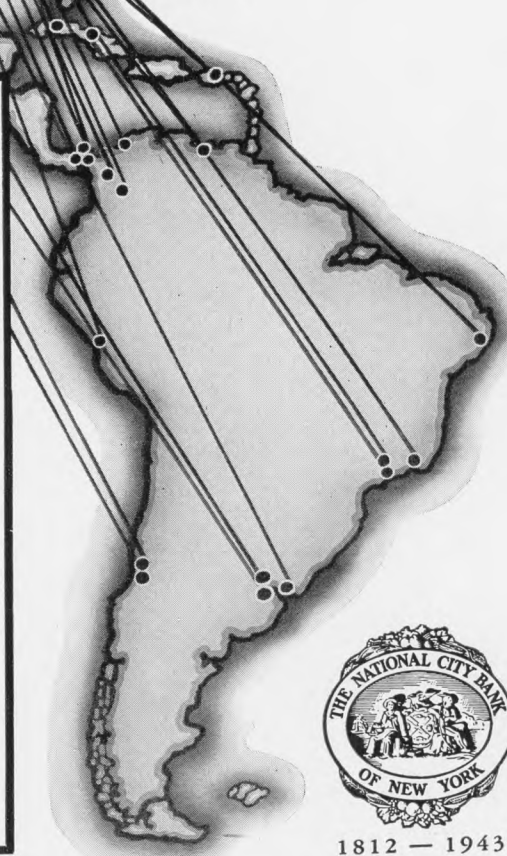


# NATIONAL CITY'S Inter-American Family *is Daily Growing Closer*



## THE NATIONAL CITY BANK OF NEW YORK

has a group of officials at  
Head Office wholly engaged  
in handling Latin-American  
relationships. They are in  
close touch with National  
City officials in 35 Latin-  
American Branches and  
many strategically located  
Correspondents throughout  
the Americas.



1812 — 1943

THE NATIONAL CITY BANK OF NEW YORK

Head Office: 55 Wall Street

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



JUNE  
1943

# NORTHWESTERN *Banker* DES MOINES

FORTY-EIGHTH YEAR

NUMBER 671

Oldest Financial Journal West of the Mississippi River

CLIFFORD DE PUY  
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Vice President

505 Fifth Ave. Suite 1806  
Telephone MUrray Hill 2-0326



## CONVENTIONS

### AMERICAN BANKERS ASSOCIATION

American Institute of Banking, Chi-  
cago—June 9-10.  
American Bankers Association, Wal-  
dorf-Astoria Hotel, New York City—  
Week of September 13.

### STATE ASSOCIATIONS

South Dakota, Mitchell—June 9-10.  
Missouri, Jefferson Hotel, St. Louis—  
June 10-11.  
Minnesota, Hotel Nicollet, Minneapo-  
lis—June 16-18.  
North Dakota, Fargo—June 18-19.  
Montana, Billings—June 21-22.  
Wisconsin, Milwaukee—June 23-24.  
Iowa, Fort Des Moines Hotel, Des  
Moines—September 5-7.

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# Across the Desk From the Publisher

## 20 Years of Banking From 1922 to 1942

Perhaps you will be as interested as we were in seeing what has happened in twenty years of banking in the United States from 1922 to 1943.

We have been analyzing the consolidated statements of American banks during the past twenty years and the four following divisions give some interesting figures and tell the story of a very exciting period in the history of banking in this country.

We have given the high and low figures for these four divisions, including: 1, Total Banks; 2, Deposits; 3, U. S. Government Securities; and 4, Loans and Discounts.

Here they are:

|                                       |                   |
|---------------------------------------|-------------------|
| <b>1. Total Banks</b>                 |                   |
| High, 1922.....                       | 31,034            |
| Low, 1942.....                        | 14,903            |
| <b>2. Deposits</b>                    |                   |
| High, 1942.....                       | \$100,905,000,000 |
| Low, 1933.....                        | 42,544,000,000    |
| <b>3. U. S. Government Securities</b> |                   |
| High, 1942.....                       | \$45,986,000,000  |
| Low, 1933.....                        | 8,286,932,000     |
| <b>4. Loans and Discounts</b>         |                   |
| High, 1924.....                       | \$50,264,392,000  |
| Low, 1935.....                        | 20,470,154,000    |

Another interesting comparison is that while the total number of banks from 1922 to 1942 decreased over 16,000, total deposits increased \$55,000,000,000.

Another comparison is that when our loans went to their lowest in 1935 and amounted to \$20,470,154,000, our total deposits were \$51,730,000,000 whereas now with an increase in loans up to \$24,179,000,000 our deposits have increased to \$100,905,000,000, thus American banking, as it always does, follows the ups and downs of the

economic cycle influenced by wars, depressions, and prosperity.

## Let's Be Proud of Our System

In an address before life insurance men, Dr. George H. Gallup, director of the American Institute of Public Opinion, expressed the view that the average American is worrying more about the money problem than anything else except, of course, the war.

We quite agree with that view, and we also believe that, under the system of Government established by our forefathers a hundred and fifty years ago, we have the best kind, which is the Capitalistic System, of achieving what we really desire in this country better than any other place in the world.

Roane Waring, national commander of the American Legion, expresses his thoughts on this important subject when he says, "The arsenal of Democracy was once a small group of communities where straight-thinking, stout-hearted men and women with boundless courage lived and worked.

"Because they wanted above all to have a free country, these stalwarts made a Capitalistic Nation. It ought to stay that way. But now that the toughest part of the nation-building is over, a lot of people—who ought to know better—have a tendency to shy away from the 'Capitalistic' idea.

"Let's be proud of our system—God knows we have a right to! Capitalism is the kind of system that has made America the greatest and most powerful nation on earth. A nation of unlimited opportunities, where every man can start with an equal chance, advance as far and achieve as

much as his own ability and brains and strength and energy can carry him. And that is more than anybody can say for any other kind of government!"

It is important, we believe, to keep in mind what the Capitalistic System has done in this country to help put this nation in the forefront of all the nations in the world and especially so as we eventually face victory throughout the world and come to sit around the council tables again to discuss the kind of a world we should live in and what we must do to preserve peace when the shooting is over.

In the meantime, let's be proud of our own Capitalistic System, and what it stands for in this country.

### "The Banker Has Come Back"

There can be no doubt in the minds of any thinking American that the banker today has really "come back" during the past 10 years of readjustment in our economic structure.

The great effort which bankers have given to war financing has probably done more than any one thing to again place them on the pedestal of public esteem—a position which they have been striving to reoccupy since 1932.

In discussing this very interesting question F. Palmer Armstrong, retiring president of the New Jersey Bankers Association, states the case for the bankers of the country in forceful language when he says:

"A year ago it was being said that the action of the banks in the coming financing of the war might be the test of the survival of our system of independent banking in this country. But today you do not hear any such statements. There is no doubt **left now**. The banker has come back.

"No other industry or business has come to the aid of the Government the way banks have in this emergency. And it has been service without adequate compensation.

"But now let us not be content with our return to our old place in the confidence of the public, but, by working together for what is right and just, let us even attain a higher place in the scheme of things than we ever held before. The opportunity is before us.

"Banking can and must build democracy, and democratic banking practice is, first and foremost, ethical banking practice."

Banks today are, of course, burdened with vari-

ous restrictions and taxes and competition and wage and hour laws and ration banking and a dozen other things that make it difficult to carry on their regular activities, but, in spite of all this, they have surmounted these obstacles and are going forward to do their share in helping to finance the war and win a victory, not only for democracy but also for chartered banking and private enterprise which will be invaluable when Mussolini is muzzled and the Nazis are no more and the "rising scum" of Japan is sinking into oblivion.

Yes, indeed, the banker has come back.

### Our "Kids" Are Winning This War

As Winston Churchill said in his speech before congress, the Democracies with all of their mistakes and failures and many times inefficiencies have still demonstrated to the world, and especially to their enemies, that a victorious army can be recruited from the fields, the factories, the filling stations, the offices and the stores.

Edward M. Warner, president of the City National Bank of Clinton, used this idea as a basis for copy in his local advertising, and it is such a fine tribute to the youth of America that we want you to read it. Here it is:

"When the history of these times is written, the impartial historian will give full credit to youth. For youth, in large measure, is winning this war.

"All honor to the 'kids!' The kid who was 'Butterfingers' on the sandlot; the kid who dribbled gas over your car's polished surface at the filling station; the kid who jerked sodas at your favorite emporium; the kid who delivered your newspaper; the 4-H farm boy who ditched his chores to drop a hook in Elk River, Deer Creek or the Mississippi . . . kids like these, who became men, our protectors overnight, are plucking victory out of the clouds, wresting it from hilltops, gaining it on the high seas. The cream of the entire world!

"We salute our kids . . . your kid and my kid."

Yes indeed, **our kids** are winning this war and the job which faces us is that after this war is won we still may win the peace.

*Clifford DePuy*



Our whole concept of a complete correspondent service is based upon the principle of determining the needs of our correspondents . . . and servicing them with the combined facilities of a well equipped transit department and an efficient personnel.



*"Iowa's Friendly Bank"*

**CENTRAL NATIONAL BANK**  
**AND TRUST COMPANY**  
*of Des Moines*

*Member Federal Deposit Insurance Corporation*

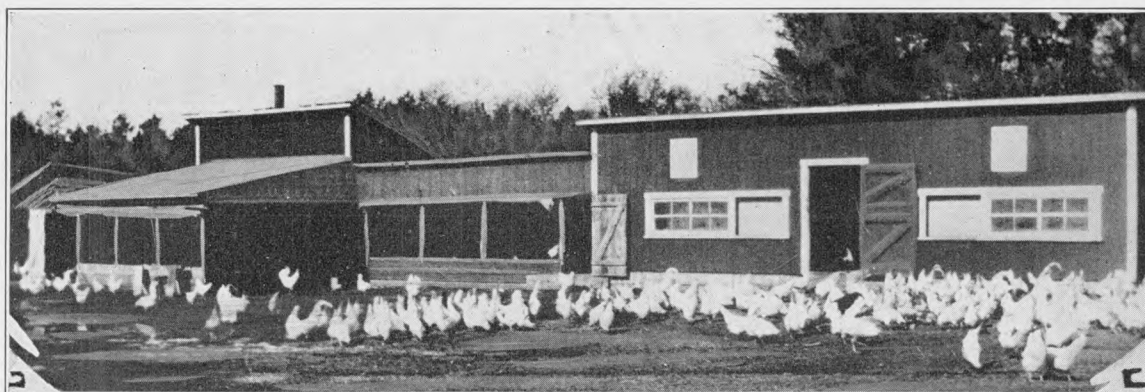




*If you would like extra copies of this picture we will be glad to send them to you with our compliments.—The Northwestern Banker.*

*Northwestern Banker June 1943*





Once upon a time the "chicken and egg money" was regarded as just a small sideline for farm income—but now the lowly hen is proving she can be a war winner, too.

# Help the Farmer Produce More Food

## Machinery and Labor Short-cuts to Pass on to Your Farmer Customers

THE importance of the production of an adequate supply of food in the total war effort is being more fully recognized as the war continues. It is imperative that there be food for our armed forces, for our civilian population, for our Allies, and for the people of the territories occupied by our armed forces. While we may have thought about it before, we are rapidly coming to realize that food is essentially a munition of war, and that in this leading agricultural section of the nation, each state must not fail to do its part.

Aside from the factor of weather—rainfall, temperature, etc., farmers always have with them the problem of labor and machinery, and of course right now this problem assumes serious proportions. Suggestions as to how to make farm labor and machinery more effective have been released by Iowa State College, and bankers may wish to pass on to their farmer customers some of the points outlined in the following:

### Making Farm Labor and Machinery More Effective

#### A. Crop Production

1. Repair all farm machines in advance of need
  - a. Not only will the machines give better performances but loss of time for repairs during the busy season will be avoided
2. Use the largest practicable power units
  - a. Within practical limits the

output of labor varies with the amount of power used

- (1) The largest practicable team of horses should be used
- (2) Full use of tractors should be made when available
3. Make maximum use of all available machines that save much labor
  - a. Such machines as tractors, combines and cornpickers
4. Use the more important labor saving machines as many hours per day as practicable through two or more shifts arranged for by neighborhood organization or individual hire
5. Use combination of machines, reducing the number of operations
  - a. Such as smoothing and disk harrows, plows with harrow attachments, etc.
6. Use labor saving machines in haymaking
  - a. Side delivery rakes, hay bucks, stackers, slings and forage harvesters can be made to save much labor in Iowa
7. Plan programs of work to avoid labor peaks
  - a. The time of planting or variety of crop will control to some extent the time of harvest
  - b. Some choice of crops may be made
  - c. Plan all work in advance
8. Do as much preparatory work as practicable in advance

- a. For example, early plowing, preparing seed, etc.

9. Reduce operations—cut corners
  - a. Make two cultivations with effective equipment take the place of three or four if possible
  - b. Omit stalk cutting, etc.
10. Plant tested and treated seed and avoid wasted labor
11. Set up standards of achievements
  - a. Check proposed production with "War Units" standards as developed in the community
12. Harvest crops with livestock
  - a. The "hogging down" of corn is often practicable

#### B. Dairy, Livestock and Poultry

1. Simplify chores
  - a. Eliminate any unnecessary operations
  - b. Store feeds near barns or lots
  - c. Use wagons and convenient equipment for moving feed
2. Plan time of farrowing pigs to avoid labor peak
  - a. Avoid cold weather farrowing unless adequate housing is available
3. Self-feed livestock and poultry
  - a. Use large capacity units that need to be filled at rather long intervals
4. Use automatic waterers
  - a. May be connected to small reservoirs if water system is not available

(Turn to page 31, please)

# Your Bank Has a Job To Do

By Hilton D. King

Chicago

THE RAW material of the small town or neighborhood bank is the money of the small merchant and businessman, of the workingman, farmer, and housewife, doing business or living in the limited area from which come the deposits that the bank processes into the loans and financial services that are its finished products. The writer doubts if there is another industry of business in which so little attention is paid to, and so little is known about, that important item, the source of raw material. On the other hand, it is almost certain that there are few if any other producers of raw material among whom will be found the outright ignorance about the business or finished goods into which their product goes, that is found among the said small merchants and businessmen, the workingmen, farmers, and housewives, about the banking business and what makes it tick.

Banking is a business, and bankers are businessmen, though having much in common with those who follow the more classic professions of law, etc. They are not sorcerers or magicians, and there is little of magic formula or of secret lore about banking. It is largely straight-forward, common-sense business, and explainable in words of one syllable. However, to the majority of the people who supply the raw material (deposits), and even to far too many of the purchasers of the finished products (loans and financial service) of small town and neighborhood banks, banking is still a mystery—a mystery once cloaked with false semi-sanctity, but of late unfortunately tainted with unjust suspicion of natural evil.

## So What?

All of which may bring from you the colloquial but pithy question: "So what?" To which the writer replies, with equal pithiness, "Plenty!" And, furthermore, now is the time to do it. In the first place, why not meet Mr. and Mrs. John Jones and make them informed friends?

Mr. and Mrs. John Jones, multiplied by  $x$ , are your depositors and customers. Now the Joneses that deal with small town and neighborhood banks are swell people by and large, good Americans who want to play fair and be reasonable—but the majority of them know little or nothing about banking, not much about finance, and probably not much more about the

The author, in his capacity as a long-time customer of small-town and neighborhood banks, and at several times a modest holder of stock in these banks, believes that ignorance on the part of depositors is not bliss, at least so far as the banker is concerned. In this article he suggests several ways banks can make their customers informed friends.

simpler economic laws than you do about Ohm's law of electrical relations or Einstein's theory of relativity. And because of this the Joneses are the possessors of a most amazing collection of false ideas and superstitious fears of banks, banking, and finance in general. This is a rather unhealthy condition for several reasons, and the neighborhood and small town bank can and should do something about it. Definite recommendations which are made below may be used as a framework for a fairly complete plan of action, or merely as a reservoir of ideas from which the individual bank can choose and combine those which best fit its needs and which it can use most effectively. However, the writer first wishes to point out two facts that affect banking generally and the neighborhood and small town bank in particular.

First, let us state the truism that there is no substitute for sound banking. But you know and I know that, both during the great depression and at other times, many sound and well-managed small banks have gone under due to a hysterical wave of baseless fear among depositors. Perhaps some bank closed a hundred miles away, or perhaps knowledge of a sizable loss or

of the freezing of some large asset of the local bank had leaked out. Then the backdoor gossip and the lunch-hour know-it-all went to work (and how they did work!), and trouble started. Now most of the bank's depositors may have had confidence in their bank, and most of them were well meaning and wished to be fair and reasonable—but it was all strange to them, this banking business, and they had so little knowledge with which to combat the rumor-monger and the hysterical fool that their inherent decency and fairness was of little avail. Of course deposit insurance has done much to overcome this problem—but has it lessened your responsibility for getting and maintaining the enlightened confidence of your depositors and borrowers any more than it has decreased your responsibility for sound banking? In the long run, in a free democratic society, any time an individual relinquishes to government a responsibility he can or should assume, he is the long-time loser. Though such "passing the buck" may be easy and popular, it is one swell way to lose political and economic freedom and one's own self-respect.

## Critical Days Ahead

Second, let us consider the critical days that lie ahead for those who sincerely believe that a system of free economy is essential if we are to have a free political system and all the other freedoms that we cherish. Times of change, crises, and danger always beget a hectic seeking of legislative panaceas by self-seeking demagogues and sincere though unsound fanatics. Times without number in the past the hard work that committees and individuals have done to frame sound banking laws, or to bring existing laws up to date to meet changed conditions has been rendered futile by the ignorance or indifference of voters, who either did not vote at all or voted from misinformed prejudice when a constitutional amendment was put on a referendum ballot. And have we a right to blame the voters for this, or for indifference to and failure to fight against bad banking and financial legislation proposed in Congress or the state legislatures, when we have done so little to inform them of the simple, basic facts about banking and finance?

Now for some specific suggestions on how to meet Mr. and Mrs. Jones

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and help make them informed friends and possibly better customers and more reliable producers of raw material.

### Public Relations

First, every small town and neighborhood bank should designate one of its staff as either a full-time or part-time (depending on the size of the institution) public relations and information man. He should be a good "mixer"—but not just a "popular" chap or a "glad hander", because more than anything else he should sincerely believe in the essential role played by the sound and honest bank in American life, be well informed as to this role, and be able to explain to and inform others in simple language about the why and how of banks and banking. He should be free during

banking hours so that he can at some time during each six-month period informally welcome and spend a few minutes chatting with every regular depositor and customer of the bank. During the first such conversation he could express personally the bank's wish to be of service, not only in the usual business of banking, but also in standing ready to offer informed, considered, and unbiased advice on financial problems. When he feels that the customer has time to spare for it, he could, perhaps, ask him into his private office for "just a few minutes' talk on this business of banking", and use this informal talk to get across what he can of how banking works and of the bank's importance to the community. All of this will tend to bring about the feeling that the bank is really interested in its customers

and make the customers interested in the bank.

Second, the bank should take advantage of the present community mindedness, brought about by mutual interest in and cooperative effort to forward the war effort and civilian defense, to show its friendly community spirit by offering to act as depository for even the smallest community funds allowing them to be checked against without charge or fee by the authorized and responsible officers or trustees. This will be appreciated and remembered by those men and women who are spending time and effort on these activities—who are quite often not business people, but who are, in some degree, leaders of thought and action.

### Part the Banker Plays

Third, the bank should take an active, vital interest in informing and educating the community, as well as its own depositors and customers, in the important part played by banks and banking in America's scheme of things. It can do this in many ways, with very little expense. For example: (1) It could offer to give yearly talks along this line by its public relations man or an officer of the bank at meetings of the local chamber of commerce, businessmen's association, parent-teacher association, or other community organizations. Such talks should always deal with banks and banking in general—never in any way "touting" or advertising your own bank. If there are two or more banks in the community, they should cooperate in these enterprises. (2) In addition to its annual statement of condition in the local paper (usually a stereotyped thing, and just a meaningless batch of figures to the uninformed), it could print this statement in inexpensive but enlarged pamphlet form, with brief explanations of the various items written in clear and simple fashion for laymen. Included in this pamphlet could be a summary of the year's business highlights; any changes in banking laws made or contemplated, with strictly fair commentary thereon; and short friendly introductions to new officers or members of the staff of the bank whom the public may meet. This pamphlet could be included with the depositors' next month-end statement and cancelled checks. (Many large corporations are doing this sort of thing for their annual stockholders' report now, and consider it very worthwhile). (3) Provide a speaker for a "Your Bank and Its Work" talk before an assembly period of the senior class of the high

(Turn to page 33, please)

## A Post-War Plan For the Money Question

*The following suggestions concerning our very important "money question" after the war have been prepared by G. M. Titus, president, Titus Loan and Investment Company, Muscatine, Iowa, and we thought the readers of the NORTHWESTERN BANKER might be interested in expressing their own opinions on this very timely topic.—Editor's Note.*

1. An international non-profit bank supported at first by England, the United States and Russia.

2. Located in this country because we have, I understand, 80 per cent or more of the gold of the world.

3. The facilities of this bank open only to nations who will stabilize their currencies in conformity with the regulations of the bank.

4. The charges of the bank only sufficient to pay expenses and properly conduct the same. This would indicate to all nations that the bank is established to facilitate international trading.

5. Since the business of three-fourths of the world is done with silver only, gold should be the base, but gold and silver on some reasonable ratio should be used.

6. If this were done, it would, in my judgment, secure greater world prosperity than has hitherto been known.

7. In my judgment, the postwar money question is the most important problem for solution.

8. It would probably be necessary for this country to pledge some portion



G. M. TITUS  
A Most Important Question

of its gold reserve to stabilize its interest in the international bank.

9. In my judgment, it would be very desirable if the suggestion for such a bank would come from England.

10. This whole money question should be acted upon in a non-partisan way. In other words, the solution should be on the part of both the Democrats and the Republicans in this country.

# 1943 Streamlined Banking

It Is Important that Bank Management Keeps Up  
With Changing Times

By M. W. Ellis

Iowa Superintendent of Banking  
Des Moines

THESE charts have been prepared with the idea of making what might otherwise be dry statistics, a bit more interesting to you. By means of the chart we can sometimes visualize figures better than they can be told to us.

Our principal job now is winning this war rather than worrying about bank profits but it is important that bank management keep up with the changing times.

All of the charts are based upon balance sheet and operating statements of the average of the 542 Iowa state chartered banks translated into units of \$100,000 of resources. This puts each bank on an equal footing. One banker should do as well with each \$100,000 under his management as any other banker. If your bank has \$500,000 of total resources your comparison would be five times what the charts will show, whereas, if your bank has \$10,000,000 of total resources, your comparison would be 100 times the figures shown in the chart.

You have often heard it said that "Figures will not lie but liars can

make figures." That is all probably correct but I assure you there is nothing tricky about these figures though there are some interesting deviations in the comparison of the actual total dollars and the comparison of the translations of them into these \$100,000 units of resources.

Mark Twain has said "Truly, nothing is so astonishing as figures if they once get started." So watch closely but with confidence that the figures on these charts are actual true arithmetical averages of the condition and performance of these Iowa banks.

## Composition, Chart One

In Chart One we show what composes a \$100,000 total resource unit. It shows a decrease of \$1,636 in capital funds, in spite of the fact that there was an actual increase of \$2,300,000 in

the year 1942. Total resources increased so greatly that for each unit there was a decrease in spite of the actual dollar increase.

Demand deposits show an increase of \$7,686. In dollars for all of the banks this increase exceeds \$156,000,000.

Time deposits increased \$6,650,000 in the year, though in the unit they show a decrease of \$6,050.

## Investments, Chart One

The increase of \$13,870 in United States securities in each unit represents in dollars an increase of \$124,000,000. An increase of \$1,000,000 in other bonds translates into a decrease of \$1,490 to the unit. The decrease of \$12,210 shown for each unit in loans was in dollars a decrease of \$18,150,000. While total investments show an increase of only \$170 for each unit, they actually increased \$107,000,000. The \$80 a unit increase in cash represents an actual increase of \$58,336,000.

The decrease of \$250 in fixed assets is an actual net decrease of \$221,000 in (Turn to page 28, please)

| ALL IOWA<br>CHARTERED BANKS                                 |         |         |                      |                              |
|---|---------|---------|----------------------|------------------------------|
| EACH \$100,000 OF RESOURCES<br>AT DECEMBER 31 <sup>ST</sup> |         |         |                      |                              |
| COMPOSITION   |         |         |                      |                              |
|   | 1941    | 1942    | INCREASE<br>DECREASE | % of<br>INCREASE<br>DECREASE |
| CAPITAL FUNDS   | 8,856   | 7,220   | 1,636                | 18.                          |
| DEMAND DEPOSITS   | 59,494  | 67,180  | 7,686                | 13                           |
| TIME DEPOSITS   | 31,650  | 25,600  | 6,050                | 19.                          |
| TOTAL   | 100,000 | 100,000 |                      |                              |
| INVESTMENTS   |         |         |                      |                              |
|   | 1941    | 1942    | INCREASE<br>DECREASE | % of<br>INCREASE<br>DECREASE |
| U.S. SECURITIES   | 11,920  | 25,790  | 13,870               | 116.                         |
| OTHER BONDS   | 7,260   | 5,770   | 1,490                | 21                           |
| LOANS   | 44,600  | 32,390  | 12,210               | 28.                          |
| TOTAL INVESTED ASSETS                                       | 63,780  | 63,950  | 170                  |                              |
| CASH  | 35,180  | 35,260  | 80                   |                              |
| FIXED & OTHER ASSETS  | 1,040   | 790     | 250                  |                              |
| TOTAL   | 100,000 | 100,000 |                      |                              |

CHART ONE

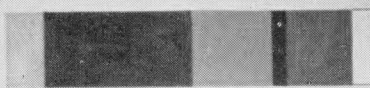
| IOWA CHARTERED BANKS<br>WHERE THE INTEREST INCOME<br>ON EACH \$100,000 OF<br>RESOURCES WENT IN 1942 |         |       |
|---|---------|-------|
| \$2,025   |         |       |
|                 |         |       |
| TOTAL INTEREST INCOME   | \$2,025 | 100%  |
| ALL TAXES   | 207     | 10.2% |
|   | 1,818   |       |
| SALARIES AND WAGES  | 793     | 39.2% |
|   | 1,025   |       |
| OTHER EXPENSES  | 416     | 20.1% |
|   | 609     |       |
| NET CHARGE OFFS   | 60      | 3.4%  |
|   | 549     |       |
| INTEREST ON DEPOSITS  | 395     | 19.5% |
| LEFT FOR BANK OWNERS  | 154     | 7.6%  |

CHART TWO

| 3 WAYS<br>TO ADD TO NET PROFITS<br>BASED UPON EACH<br>\$100,000 OF RESOURCES |         |
|--|---------|
| ACTUAL 1942 INTEREST INCOME  | \$2,025 |
| DEDUCT OPERATING EXPENSES  | 1,871   |
| NET OF INTEREST INCOME   | 154     |
| ADD 1942 RISKLESS FEE INCOME   | 345     |
| ADD OTHER INCOME   | 93      |
| ACTUAL 1942 NET PROFIT   | 592     |
| POTENTIAL ADDITIONS  |         |
| 1. REDUCE INTEREST EXPENSE $\frac{1}{3}$                                     | 132     |
| 2. INCREASE FEE INCOME TO<br>EQUAL SALARY EXPENSE                            | 355     |
| 3. INTEREST ON ADDITIONAL U.S. BONDS<br>(15,000 @ 1.4375%)                   | 215     |
|  | 1,294   |

CHART THREE

These are the three charts to which the author refers in his article above.

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# NEWS AND VIEWS

## OF THE BANKING WORLD

By Clifford DePuy

**D F. BUCKLEY**, president of the Central National Bank and Trust Company, has been elected vice president of the Des Moines Rotary Club for the year beginning June, 1943, to May, 1944.

A memorial Mass was held last month for **Ensign Gustave Kerndt**, U.S.N.R., who has been reported missing in action, and who was attached to the U.S.S. Destroyer Sims which was lost in battle in the Coral Sea on May 7, 1942. Ensign Kerndt was the son of **Moritz Kerndt, Jr.**, vice president of the Kerndt Brothers Savings Bank of Lansing, Iowa.

**Lieutenant (j. g.) Stanton C. Arendts**, with the Pacific fleet since his graduation from Annapolis, and who lives at Kensett, Iowa, tells what he thinks of strikes in a letter to his relatives back home, when he says:

"I heard the news about strikes that closed down two plants. What's the matter with those guys, don't they know there is a war going on?"

"I just hope every stinking one of them finds himself under enemy shelling, bombing and strafing for hours, days and weeks.

"Then they can just stay and take it, waiting for the planes they didn't make to come to their rescue.

"I haven't talked to anyone in the service who isn't mad and can you blame them?"

**James E. Hamilton**, chairman of the Merchants National Bank of Cedar Rapids, and Mrs. Hamilton very kindly invited us to their home for "refreshments" and to the Country Club for dinner when we were there recently. Also, as a guest was **George Booth**, a partner of Lamson Brothers and Company of Chicago. Mr. Booth started with Lamson Brothers 31 years ago in Cedar Rapids.

Second Lieutenant **John T. Hamilton II** is with the 8th Army Air Corps stationed in England.

Just to keep himself "fit as a fiddle", Jim walks two and a quarter miles every morning to the bank.

**Winthrop W. Aldrich**, chairman of the board of directors of the Chase National Bank of the city of New

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York, in a recent discussion of the problem of post-war monetary stabilization, suggests a new plan for handling this complex question and puts his proposition this way: "I would like to suggest as an alternative to the two plans proposed in tentative form by the American and British experts that at the earliest possible moment a 'free dollar' be established in the post-war world. This would involve the checking of domestic inflationary forces, the resumption of gold payments, and the removal of all foreign exchange controls. If these measures were taken, the dollar would constitute a sure anchorage for the currencies of other nations and would become a generally acceptable international medium of exchange. All international transactions, including short- or long-term capital movements, could be cleared on the basis of a dollar freely redeemable in gold and freed of foreign exchange controls."

**S. E. Coquillette**, president of the Merchants National Bank at Cedar Rapids, attended a meeting in Minneapolis last month of the "Industrial Information Committee", which met at the Minneapolis Club and which was headed by **Harry A. Bullis** of General Mills.

The object of this meeting was to discuss plans for employment and production of civilian goods when the war is over.

**Ralph K. Brown**, formerly advertising manager of the Mississippi Valley Trust Company of St. Louis, is



While Johnny's home on furlough, let's drop down to Mike's place to see him!

now a lieutenant in the U. S. Navy Reserves and has gone to Columbia University to begin his training.

While Ralph is away, his very able assistant, **Grace Marie Mack**, will be advertising manager, as she has been in that department for some time and is very familiar with the work.

**Erwin W. Jones**, vice president of the Iowa-Des Moines National Bank, has a son, 2nd Lieutenant **Don O. Jones**, who is going to Fort Custer at Battle Creek, Michigan, to take training in military government. Don graduated from the Drake University School of Commerce in 1937.

**Vern L. Bartling**, assistant vice president of the First National Bank in Chicago, has a daughter, **Jacqueline E. Bartling**, who joined the WAVES recently and is now taking her preparatory work at Hunter College, New York.

**F. Van Erdewyk**, president of the Breda Savings Bank of Breda, Iowa, did some very effective advertising in behalf of the war bond campaign, and if you have not seen the advertisements he used, we suggest you write and get them as they were very timely and interesting. Mr. Van Erdewyk's bank was Co-Chairman in his community which was pledged to raise \$81,600, the bank's share being \$31,385.

In one of his ads Mr. Van Erdewyk made this very effective appeal:

"Are we going to stand idly by and 'Feather Our Own Nest', while our boys are fighting to save you and us and Everybody else and Everything we or they own?"

"They are Fighting on the Battle Fronts. We must Fight on the Home Front. It's a Duty We Owe Them, Ourselves, and Owe Our Country—The Land of the Free and Home of the Brave."

**Joseph G. Parr**, president of the Trust Company of New Jersey and new president of the New Jersey's Bankers Association in a recent address pointed out the problems that face the present generation, both its citizens and bankers, and emphasized that governments are established to be of service to men and not their masters. Mr. Parr puts it this way: "It is in the grain of our breed to know that governments are ordained not for the mastery but for the service of man. Of no less moment, however, is the great precept which supplements this. It is that government derives its just powers from the consent of the governed and can derive them no-

(Turn to page 53, please)

# The South Dakota Convention

MITCHELL—JUNE 9-10

Headquarters—Hotel Widmann



H. N. THOMSON  
President  
South Dakota Bankers Association

CONFORMING to restrictions of time and travel which are placed around conventions during these war times, the annual meeting of the South Dakota Bankers Association to be held in Mitchell on Thursday, June 10, will be confined to a one-day business and informative session, with all subjects on the program devoted to speeding the war effort.

J. M. Patton, vice president of the Mitchell National Bank, is general chairman of the group of Mitchell bankers on the several convention committees. Others on committees are: Annual Dinner, H. R. Kibbee, Jr., vice president, Commercial Trust & Savings Bank, and Walter Fredine, assistant cashier of the same bank; Registrations, Norman Shelby, Mitchell National Bank, and George Toft, assistant cashier, Mitchell National; Hotel Reservations, C. J. Schlitz, assistant cashier, Mitchell National, and J. W. Bryant, vice president, Commercial Trust; Transportation, E. A. Loomer, cashier, Commercial Trust; and Reception, J. M. Patton and other executive officers of Mitchell banks.

Conference headquarters will be at the Widmann Hotel, where registration will start the afternoon of Wednesday, June 9, to be followed by an informal get-together that evening. Registration will continue the morning of Thursday, June 10, with the first conference session opening at 9:45 at the Elks' Home, continuing there throughout the day. The South Dakota Bankers Association annual dinner will be held the evening of the 10th at the Masonic Temple.

The program of the meeting is as follows:

## Wednesday, June 9

### Afternoon

- 2:30 Registration, Lobby, Widmann Hotel.
- 2:30 Meeting of Executive Council, Small Dining Room, Lawler Hotel.
- Informal get-together Wednesday evening at Mitchell Country Club.

## Thursday, June 10

### Forenoon

- 8:30 Breakfast meeting of Nominating Committee, Small Dining Room, Lawler Hotel.
- 8:30 Breakfast meeting of State Bank "Executive Council", Navin Cafe.
- 9:00 Registration continued, Lobby, Widmann Hotel.
- 9:45 Business Session, Elks' Home.
- Call to Order by the President, H. N. Thomson, Prescho.
- Invocation, Rev. F. E. Lockridge, Pastor, First Methodist Church.
- Address of Welcome, E. A. Kirkpatrick, Secretary, Mitchell Chamber of Commerce.
- Response, T. N. Hayter, Sioux Falls, Vice President, South Dakota Bankers Association.
- 10:00 Opening remarks of the President.
- Filing of Official Reports.
- 10:15 "Some Problems of Country Bankers in War Time", Frank P. Powers, Mora, Minnesota, President, State Bank Division, A. B. A.
- 10:45 "The Necessity of the Bankers Participation in the Rationing Program", William Duncan,

Jr., Secretary, Minnesota Bankers Association.

- 11:10 Discussion.
- 11:30 "War Financing and the Banks", Otis R. Preston, Minneapolis, Vice President, Federal Reserve Bank.
- 11:50 Recess.
- 12:00 Luncheon meeting of Resolutions Committee, Small Dining Room, Lawler Hotel.

### Afternoon

- 1:30 "Listening to the Other Fellow", G. O. Thorpe, Chippewa Falls, Wisconsin, President, Wisconsin Bankers Association.
- 2:10 Discussion.
- 2:15 "Bank Aid in Solving the Problem of Distressed Plants", by a Representative of the Smaller War Plants Corporation.
- 2:45 "Banking and Government", D. J. Needham, Washington, D. C., General Counsel, American Bankers Association.
- 3:30 Reports of Committees.
- Election of Officers.
- New Business.
- Selection of 1944 Convention City.
- Adjournment.
- Annual meeting of members of the American Bankers Association at close of session, for election of officers.
- 6:30 Annual Dinner, Masonic Temple.
- Toastmaster, Herbert E. Hitchcock, former U. S. Senator.
- "War and the Farmer", O. B. Jessness, Chief of Division of Agricultural Economics, University of Minnesota.

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L. O. OLSON  
President, Minnesota Bankers Association

# The *Minnesota* Convention

June 16th and 17th

**M**EMBERS of the Minnesota Bankers Association will come to Minneapolis on Wednesday and Thursday, June 16th and 17th, to attend the annual convention of the organization. Headquarters will be at the Hotel Nicollet.

In keeping with the all-out war effort, the convention this year will be restricted to a one-day meeting, with a get-together the evening before.

The Minneapolis Clearing House Association has set up only one convention committee this year, of which **J. J. Maloney**, assistant cashier of the First National Bank, is chairman. Others on the committee are **E. W. Engstrom**, assistant cashier of the Midland National Bank & Trust Company; **L. P. Gisvold**, assistant cashier, Northwestern National Bank; **William F. Kunze**, vice president, Marquette National Bank, and **Genevieve M. Nevin**, Northwest Bancorporation.

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Even though the convention period is somewhat shorter than usual, a most interesting and instructive program has been arranged, and all Minnesota bankers are urged to attend.

## Wednesday, June 16

Evening Smoker and Dutch Lunch.

## Thursday Noon, June 17

Convention in session throughout the day.

Dinner Speaker—**Dr. Richard Struna**, last American to leave Czecho-Slovakia before the present war.

## Thursday, June 17

Ladies Luncheon, Minnesota Terrace, Hotel Nicollet.  
Special Entertainment.



MEMBER  
FEDERAL  
DEPOSIT  
INSURANCE  
CORPORATION

# The Omaha National Bank

*Northwestern Banker June 1943*





J. O. MILSTEN  
President  
North Dakota Bankers Association

# The North Dakota Convention

FARGO—JUNE 18-19

Headquarters — Elks Club

THE 1943 "War Conference" of the North Dakota Bankers Association, to be held for one day, Saturday, June 19, in Fargo, has been stripped of the usual convention frills and will be a day of hard work in an earnest effort to learn more about how the banker can better aid in winning the war.

Registration and all other activity will center around the Elks Club Building. Friday evening, June 18, registration will start at 5 o'clock, to be followed by a social hour and dinner, with visiting bankers guests of the Fargo Clearing House Association. Registration will continue at the Elks Club Saturday morning, with the first session getting underway at 9:30. Following adjournment of the meeting on Saturday, the executive council of the North Dakota Bankers Association will hold a dinner meeting to discuss plans for future Association activity.

The general committee for the convention consists of Chairman G. H. Nesbit, vice president of the First National Bank; R. H. Butterwick, vice president, Dakota National Bank; Clarke Bassett, vice president, Merchants National Bank; and Earl Shaw, president of the Fargo National Bank.

R. H. Barry, assistant cashier of the Merchants National Bank, is chairman of the reservations committee, assisted by O. J. Boyle, cashier of the Dakota National; Groege May, assistant cashier of the First National; and Lester Smith, cashier of the Fargo National. Agnes Newman is chairman of the registration committee, with Velma Franek and Mary Welsh her assistants.

The complete program reads as follows:

## Friday, June 18 Evening

- 5:00 - 8:00 Registration, Elks Club.  
Social evening and dinner  
as guests of Fargo Clear-  
ing House Association.

## Saturday, June 19 Forenoon

- 9:00 Elks Club Registration contin-  
ued.  
9:30 Business session called to order  
by President, J. O. Milsten,  
Belfield, North Dakota.  
Invocation.  
Address of Welcome, Mayor F.  
O. Olsen.  
Response, H. A. Fischer, Wash-  
burn, North Dakota, Vice  
President, North Dakota Bank-  
ers Association.  
10:00 Address, President, J. O. Milsten,  
First National Bank, Belfield,  
North Dakota.  
Filing of official reports.  
10:15 "Problems of the Country Bank-  
er in War Time", Frank P.  
Powers, Mora, Minnesota;  
President, State Bank Division,  
A. B. A.  
10:45 "Bankers Participation in the  
Rationing Program", William  
Duncan, Secretary, Minnesota  
Bankers Association.  
11:10 Discussion.  
11:30 Report, Agricultural Committee,  
F. A. Irish, Chairman; and B. E.  
Groom, G. N. D. A.  
Election, American Bankers  
Association officers.  
12:00 Recess.

## Afternoon

- 1:30 "Agriculture and the War", H. J.  
Gramlich, Chicago, Illinois,  
General Agricultural Agent,  
Chicago and North Western  
Railway Company.

- 2:00 Address, John A. Graham, State  
Examiner, Bismarck, North  
Dakota.

- 2:30 "Post War Planning", Honorable  
Charles R. Robertson, Bis-  
marck, State Chairman, Com-  
mittee for Economic Develop-  
ment.

- 3:00 Report, Bank Management Com-  
mittee on amendment of by-  
laws, dues schedule, Martin  
Aas, New Rockford, Chairman.  
Discussion.

- 3:30 Report, Junior Bankers Com-  
mittee, Short Form Analysis,  
"The Decatur Plan", R. H.  
Barry, Fargo, Chairman.  
Discussion.

- 4:00 Election of Officers.  
New Business.  
Election of 1944 Convention City.  
Adjournment.

- 6:00 Dinner Meeting, Executive Coun-  
cil.

## Attends Mexico Convention

W. L. Hemingway, president of the American Bankers Association and president of the Mercantile-Commerce Bank and Trust Company, addressed the annual convention of the Mexican Bankers Association held last month at Chihuahua, Mexico. Mr. Hemingway talked to the convention in Spanish. He was accompanied on his trip by J. M. O. Monasterio, vice-president of the bank, vice-president of the Bankers Association for Foreign Trade, and secretary-treasurer of the St. Louis Committee of the Pan American Society of which Mr. Hemingway is chairman. Following the convention, the bankers spent some time in Mexico City and visited the industrial center of Monterrey in the course of their trip.

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The Opening of a Branch Office  
In Des Moines to Provide Better

# **FIELD WAREHOUSING SERVICE FOR IOWA**

An increasing volume of Field Warehousing business in Iowa has necessitated the opening of a branch office at Des Moines to insure the best possible service for our customers throughout the state.

## **Field Warehousing Helps to Safeguard Loans . . . Increase Profits**

Warehouse Receipts issued by our company are supported by its strong financial position; its long, successful operating experience, and by substantial legal liability insurance. These receipts may be issued to collateralize inventory regardless of location.

Convenient and low in cost, Field Warehousing enables the banker to lend in excess of open-line credit safely and profitably.

Following are some  
of the many types of  
inventories being  
Field Warehoused:

Wool  
Grain  
Seed Corn  
Canned Goods  
Coal and Coke  
Groceries—Wholesale  
Lumber  
Petroleum Products  
Eggs  
Frozen and Powdered  
Soy Beans  
Oil and Meal  
Steel  
Woolen and Cotton  
Piece Goods

Consultation service is free to banks. Your inquiries are cordially invited and will receive prompt, careful attention.

## **ST. PAUL TERMINAL WAREHOUSE COMPANY**

St. Paul, Minnesota

### **IOWA OFFICE**

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# When a Tenant Leaves, Can He Remove Improvements He Has Made?

A SOUTH DAKOTA banker applied for certain life insurance. The insurance company did not act promptly on the application. The banker died before the application was approved. The beneficiary, his widow, sued the insurance company for negligent delay. Can she recover?

**No.** In a recent decision the South Dakota Supreme Court held that no recovery could be had in the circumstances outlined. It said that to permit a recovery would be to indulge in judicial legislation and that it would not care to do this. Minnesota also holds in accordance with South Dakota, but there are other states that permit recoveries.

Winton, an Iowa banker, rented his farm in that state to Marcel. Marcel placed certain small buildings and fences thereon. The intent of the parties was that the placement would be permanent. There was no agreement to the effect that Marcel might remove the property when he left, but, despite this, Marcel took them with him when he moved. Winton sued to recover. Can he do so?

**Yes.** From the earliest times, fences have been considered a part of the realty to which they are annexed and this is also true of buildings. By reason of this and the fact that there was no agreement for removal, Marcel's actions were illegal and Winton can recover.

A Minnesota bank purchased a space heater for a building owned by it. The heater did not work properly and damaged the premises. It so happened that the bank carried insurance that partially reimbursed it for the damage. Subsequently the bank sued the company that sold it the heater for damages for breach of an implied warranty of fitness. Should any damages awarded the bank be reduced by the amount of the payment on the insurance?

**No.** In an action to recover damages for breach of an implied warranty of fitness the damages assessed are not to be reduced by any insurance re-

## These and Other Timely Legal Questions Are Answered

By the  
**LEGAL DEPARTMENT**

covery. Insurance coverage of the plaintiff has no effect on the liability of a defendant for a tort.

Abelson, a North Dakota banker, owned a farm in that state. A power company, through condemnation proceedings, obtained an easement for certain power lines over the property. Could Abelson continue to use the land that had been condemned so long as such use was not inconsistent with and did not interfere with its use for the purposes of the easement?

**Yes.** Generally, nothing passes as an incident to the grant of an easement in land except what is requisite to the fair enjoyment thereof, and the grantor retains the right to full dominion over and use of the land except so far as limitation thereof is essential to the reasonable enjoyment of the easement. Applying this principle, the North Dakota Supreme Court recently held that an owner of land covered by an easement condemned for an electrical transmission line right of way has the right to enter on and use the land for his own purposes, if such use is not inconsistent with and does not interfere with its use for the purposes of the easement.

Swarthmore and Jordan, Iowa bankers, were partners in certain land deals in that state. A dispute developed as to the proper division of certain partnership funds and Jordan sued to dissolve the partnership and collect some \$2,500 due him. The trial court found for Jordan and ordered Swarthmore to pay him the \$2,500 plus interest. The latter appealed claiming the interest allowance was excessive because he had tendered Jordan \$1,500 previous to the suit. He admitted, however, the tender was

made with an understanding it would be in full settlement and that Jordan was claiming \$2,500 at the time. Should Swarthmore prevail?

**No.** A tender, to be good, must be unconditional. Such, obviously, was not the case here and the decision of the trial court was, therefore, correct and should be sustained on appeal. The Iowa Supreme Court so held in a recent decision involving analogous facts.

An Iowa farm implement store bought certain goods on credit. As an incident to the credit arrangements, the local banker personally guaranteed the payment of the account in writing. The guaranty instrument provided, among various things, that a written acknowledgement of the amount of the account by the store would be binding on the guarantor. Was this provision valid?

**Yes.** A clause in a contract of guaranty that a written acknowledgement of the account by the debtor will bind the guarantor is not void in Iowa. Some states hold that such clauses violate public policy in that they oust courts of jurisdiction, but this line of reasoning is not followed in that state because, the Iowa Supreme Court recently said, they do not bar guarantors from showing vitiating fraud or mistake in the acknowledgements of the indebtednesses. Minnesota, Louisiana, and Alabama also follow this reasoning.

Section 20-2141 of the 1941 Nebraska Statutes provides that, when a petition is filed for the satisfaction of a mortgage, the court shall have the power only to decree and compel the delivery of the possession of the "premises". In a recent law suit there the question arose of whether this precluded the allowance of a deficiency judgment in a chattel mortgage foreclosure. The controlling factor was whether the legislature meant, by the word "premises", simply real estate mortgages or chattel mortgages, as well. What would be your ruling?

**In a recent decision passing on the matter the Nebraska Supreme Court**

held that the word "premises" is used in both law and common speech to indicate lands and tenements, and means property conveyed in a deed. By reason of this, it held that the statute specifically referred to is not applicable in cases involving chattel mortgages and that deficiency judgments may be entered therein.

Martinson owned two lots in an Iowa city. On one was a bank building and on the other a store. They were adjoining and both buildings had a common wall. Martinson sold the bank building to a bank and the store building to a store. The conveyances were silent regarding the party wall. Did each grantee acquire title to half of the wall and a right to support in the other half?

Yes. Where an owner of two adjoining lots, occupied by buildings having a common wall, conveys the properties to different persons, each grantee acquires title to half of the wall and a right in the other half for the support of his share of the wall, even though the conveyances are silent as to the parties' right in the wall.

An Iowa trucking company maintained a checking account with a bank in that state. Certain forgeries occurred and, in the resulting law suit between the company and the bank, the contention was made that the hauler should have verified each check with its records of the details of each of the transactions for which the checks were issued. Was such contention sound?

No. While a drawer must certify his canceled checks and statements of the drawee bank, the drawer is not required to verify each check with its records in the particular transaction. Of course, if there is reason to suspect illegal acts, verifications of more than routine nature should be made, but, since the facts above recited did not indicate the possibility of this, that feature is not involved.

May issued a check to Snow drawn on an Iowa bank. An unknown party obtained the check somehow and forged Snow's endorsement thereon. Subsequently the check came into Brown's hands and he endorsed it and passed it to Hall. Hall endorsed it and presented it to the drawee bank and obtained the money thereon. Both Brown's and Hall's endorsements were genuine and the drawee bank knew such to be the case. In such circumstances was the bank relieved from the duty of looking to the genuineness of all endorsements?

## WILL YOU CALL OR SHALL WE?

The Philadelphia National Bank...largest commercial bank in the Third Federal Reserve District and Fiscal Agent for the City of Philadelphia and for the State of Pennsylvania...has in the course of its 140 years carried the deposit accounts of many of America's greatest business firms and corporations.

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We repeat...will you call or shall we?

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ORGANIZED 1803

PHILADELPHIA, PA.

Resources over \$750,000,000

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## PROBLEM

How to collect Wisconsin items promptly, efficiently, at low cost? . . . and how to keep posted on wartime changes throughout this vital industrial-agricultural production area?

## SOLUTION

Bank at the FIRST WISCONSIN — "Wisconsin's bank for banks" — long outstanding as Milwaukee depository for more than 85 per cent of all the hundreds of banks throughout this state.

★ With resources totaling over \$360,000,000 the First Wisconsin is Wisconsin's largest bank . . . 31st in size among the 15,000 banks in the United States.



# FIRST WISCONSIN NATIONAL BANK

of MILWAUKEE



Established 1853

MEMBER OF THE FEDERAL DEPOSIT INSURANCE CORPORATION

No. When a check is presented by a third person with the alleged endorsement of the payee, the paying bank generally must ascertain at its peril whether the endorsement is forged, and the genuineness of the last endorsement on a check does not relieve such bank from the duty of looking to the genuineness of preceding endorsements.

## Guaranty Vice President

Eugene W. Stetson, president of the Guaranty Trust Company of New York, has announced the appointment of Alfred R. Thomas as a vice-president of the company. For the last year he has been a second vice-president, and with his new appointment



ALFRED R. THOMAS  
Named Vice President

continues to be identified with the company's banking relationships in the Pacific Coast territory.

Mr. Thomas was formerly executive vice president of the First Trust and Savings Bank of Pasadena, California, and late in 1941 resigned that post to take charge of the priorities division of the War Production Board for the Southern California area. Prior to his association with the First Trust and Savings Bank, he was engaged in the investment banking business in Pasadena, where he was successively with Blyth and Company and Chase Securities Company. He was graduated from Cornell University in 1923 with the degree of mechanical engineer. He is a past president of the California Bankers Association.

# Your Customer Tells You

## What a Buyer Expects from His Insurance Agent

THE HANDLING of the insurance for our firm must be classed as a side line which has been added to my other duties. Primarily I am a credit man. We deal with credit problems on the basis of three principal yardsticks commonly called the Three C's, which are character, capital and capacity. I have tried to divide my subject into three parts which I feel cover most requirements of an insurance buyer.

### Security

The first essential is security. No one is more conscious of what a failure means to a firm than a credit man, and we must realize that failures usually come in periods of greatest catastrophes. Firms in the mercantile business absorbed very substantial credit losses during the past ten years when business profits were at a low ebb. Major catastrophes in the insurance field cannot be anticipated except by reserves, and when calamity strikes you, you will give the most serious thought to the value of security. Our firm, in existence for seventy-one years, has experienced no substantial insurance loss. We want none, but if it should come, we want to know that our insurance has been so placed that settlement of any reasonable claim will be made fully and promptly. I have had occasion to contact many other insurance buyers in similar positions in firms throughout the middle west. Not one has failed to place security as the most important element in insurance.

### Private Enterprise

I am and always have been a firm believer in the advantages of private enterprise. I believe in proper recognition of business specialists, not re-

By John C. Conley  
Assistant Treasurer  
Wright & Wilhelmy Company  
Omaha

ferring to those in Washington today but rather those still engaged in private enterprise. I believe business operated by honest men, regulated by the law of supply and demand, striving to make a profit only in proportion to the capital and effort involved, will continue to give a good account of itself. Business today is highly specialized. You are specialists in your field. If and when I have need for a specialist, I feel I should pay for that service. I know little about the hardware business, but I know less about the insur-

was, "Two tons." The teacher said, "That is not right, Johnny," and he said, "I know it isn't, but that's what you get anyway." Many insurance buyers feel the same way about insurance, but I believe this is gradually being corrected. There is less reason to argue price now than, I believe, was true years ago. Fire risks are carefully studied and inspected. Efficient rating bureaus classify the risk involved. Methods of preventing accidents have shown splendid returns bringing about a decrease in casualty insurance rates. I feel insurance written today can be handled without jockeying on the part of the buyer for price, but the greatest difficulty lies in insurance which has been in existence for years. Too often a line of insurance is carried year after year without reviewing the risk and

"I believe every insurance agency needs a buying department, or possibly each agent selling insurance should make it a practice to be his own buyer. He must know what is on the market, what is new, what his trade requires, where to get the coverage at the right price, and then be able to pass it along through the sales end to us."

ance business, and I feel that if the cost is not too great, I can afford to employ an insurance specialist to carry the risk of insuring our business and devote more of my efforts to my chosen field.

### Price

The second item I wish to mention is price. The teacher asked Johnny, "If coal is \$10.00 a ton, how much do you get for \$25.00?" Johnny's answer

the present rate at which the insurance would be accepted. Too often a new type policy may not be offered the buyer and the result is that the variance, between what he has and what he could buy is not brought to light except by competitive agents. As agents receiving commission, I believe there would be little change in your income if every effort were made to write or renew each policy providing the maximum coverage at the going rate, and



SCARBOROUGH & COMPANY

*Insurance Counselors to Banks*

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative  
Des Moines, Iowa



you would not only give your competition less to work on, but you would gain in friendship, reputation and in business.

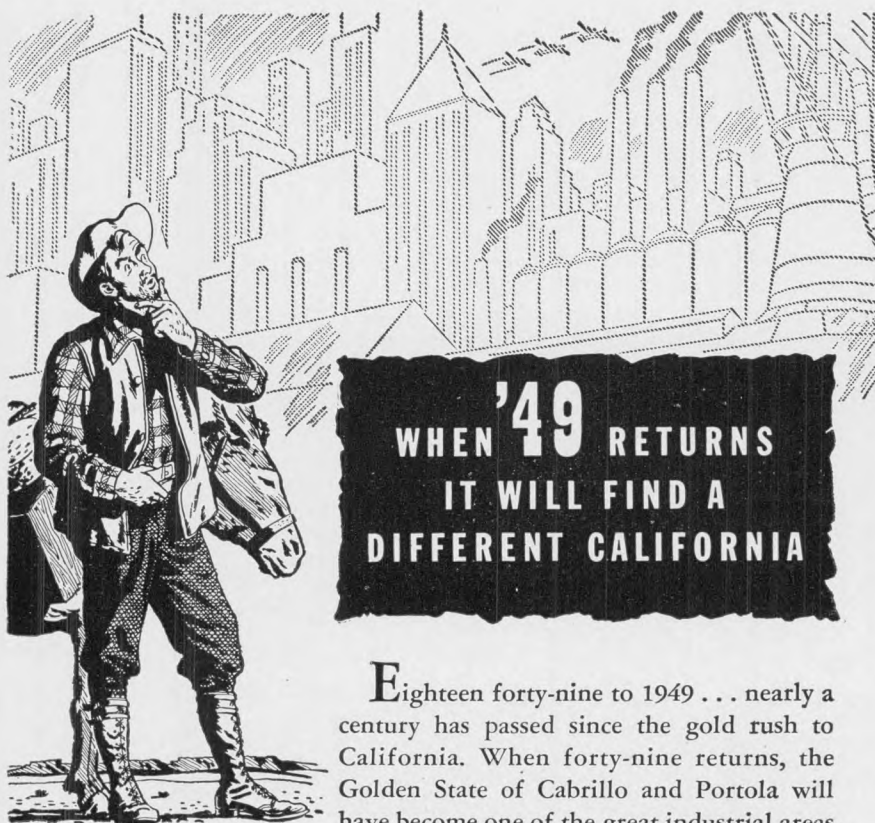
### Service

The third and not the least important point to be considered by an insurance buyer is service. I do not refer to the delivery of the policies or the automatic renewal of expiring insurance. I mean real honest to goodness service on which we must depend to make up for our own lack of knowledge on the

subject. An example of such service is the grouping of many coverages in a single policy to offer the maximum protection. You are or should be familiar with what can be done along this line, and an insurance buyer will certainly appreciate your suggestions and help. I breathed a sigh of relief when I purchased at a slight additional cost a policy with substantial limits covering comprehensive bodily injury liability. I have been constantly afraid I might overlook a risk which should be covered, and I would like to see a

further consolidation of policies combining different types of coverage, or, in other words, insurance wrapped up in a small parcel to cover a multitude of sins. Strides along this line are being made, and I believe every insurance buyer will agree that from his standpoint such a change is very desirable.

Our business is composed of various departments, among which is the buying department. A hardware buyer should know what is on the market in his line, what new products are being introduced, what will best fill the needs of his trade in his particular territory, where to buy the product to the best advantage, and then how to present the product and the information intelligently to the sales department so it can be passed on to the customers. You cannot expect the sales department to analyze each new item, to recognize each new improvement in the product, and it would be a duplication of effort if they tried to do so. I believe every insurance agency needs a buying department, or possibly each agent selling insurance should make it a practice to be his own buyer. He must know what is on the market, what is new, what his trade requires, where to get the coverage at the right price, and then be able to pass it along through the sales end to us. This must involve a boiling down process so insurance buyers with limited intelligence can understand what you are talking about. The more you can wrap it up in a small package and explain it in a few words the better chance you have



Eighteen forty-nine to 1949 . . . nearly a century has passed since the gold rush to California. When forty-nine returns, the Golden State of Cabrillo and Portola will have become one of the great industrial areas of the Nation. This transformation, effected

largely in the past ten years and now accelerated by total war, makes California a major consumer market of 7,500,000 people and a vital industrial as well as agricultural producer.

Bank of America serves this *modern* California through branches in more than 300 cities and towns—through a branch banking system which affords an invaluable service and an “on-the-spot” representation to bankers and businessmen throughout the country.

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MEMBER . . . FEDERAL RESERVE SYSTEM—FEDERAL DEPOSIT INSURANCE CORPORATION

Complete Banking Facilities - Commercial - Savings - Trust - Safe Deposit  
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Blue and Gold BANK of AMERICA TRAVELERS CHEQUES are available through authorized banks and agencies everywhere. Carry them when you travel.



Des Moines, Iowa

## BANKER AGENTS WANTED

The oldest mutual company of its kind in America offers liberal agency contracts covering—

- AUTO INSURANCE
- TORNADO INSURANCE
- TOWN DWELLING INSURANCE
- HAIL INSURANCE  
on Growing Crops

Surplus to Policyholders  
\$1,369,325.58

50 years of proven protection.

Write for our liberal proposition to bank representatives.

of getting it across to us. If the doctor speaks to you in professional language, you may not understand what he means, but if he tells you you have a stomach-ache and what will cure it, you can follow his instructions. I realize service costs you money, but I also believe it will result in more business than repeated calls offering merely to quote prices to the customer of your competitor. Good service will be good advertising and will be worth the effort and the cost.

Many of my statements have been rather pointed, but unless I speak honestly, I feel I would not be fair to you. What I have said may be of some service to you in measuring how well you fit into the picture of what an insurance buyer desires. I will say we probably expect too much, but I believe there is a meeting ground on which we can do business to our mutual satisfaction.

### Garden "Accidents"

An ambitious Minneapolis suburbanite who has just had two acres plowed up for his spare time Victory garden will be shocked to learn that such a plot will require from 23 to 69 hours of his "spare" time per day during June, warns a "garden mistakes" summary by Northwestern National Life Insurance Company.

A bumper crop of minor accidents and infections, as well as waste of much valuable seed can result if inexperienced Victory gardeners tackle more than they can possibly manage, are careless in handling poisonous insecticides, or disregard homely precautions in caring for abrasions, insect bites, etc., the bulletin warns.

The experienced home gardener will average all the way from two to six hours' work per week per 1,000 square feet of miscellaneous planted vegetables during the busy season, the study says. The beginner is liable to take twice as long to care for the same area—a plot 25 by 40 feet, for example.

This is "upkeep" time, after the soil has been prepared; it includes planting and maintenance. It will, of course, vary considerably, according to the proportion of different vegetables grown—a celery bed takes much more care per square foot than does a plot of sweet corn.

Don't hurry through a big dinner, then rush out and work head downward in the garden until nightfall, suggests the bulletin. Better just take a sandwich and a glass of milk to stay your appetite when you first get home, and come back to a late but leisurely dinner after garden chores are done.

Be sure to scrub your hands thoroughly with hot water and soap

immediately after using Paris Green or other insecticides. This is a good general precaution even when using the non-poisonous varieties. Use special care not to get garden chemicals into cuts or open blisters. Give

even small abrasions prompt "first aid", with thorough cleansing and the application of a good antiseptic; then cover with a gauze bandage to exclude dirt. Plenty of soap and hot water after each stint of work in the garden will

## A NEW AND BETTER Accident and Health Contract

### A

Stream-lined Policy that has been broadened, simplified, made understandable even to the novice who hasn't time to spend studying legal phrasing and fine-print technicalities.

Many of the old-time exclusions, restrictions and waiting periods eliminated entirely

Income Insurance that pays for your time when nobody else will buy it—when you are disabled by accident or sickness.



## ACCIDENT & HEALTH DIVISION

The State Automobile  
Insurance Association

DES MOINES, IOWA

## ALLIED MUTUAL AGENTS *SELL*

### Two Outstanding Public Liability Policies.

1. FARM LIABILITY Insurance defends the farmer from judgments resulting from operation of his farm. Pays medical, surgical, hospital bills of hired help.
2. PERSONAL LIABILITY Insurance defends liability of every member of household both on and off the premises.

*It will pay you to Investigate. Write*



## ALLIED MUTUAL CASUALTY COMPANY

Harold S. Evans, President

Hubbell Building

Des Moines, Iowa



also lessen the likelihood of skin irritations resulting from allergies common to many people.

Accustom your skin to sunburn gradually. Wear heavy-soled shoes when spading, to protect the feet from injury. And don't leave that rake lying around!

## 1943 STREAMLINED BANKING

(Continued from page 15)

which, I am happy to say, there is included a decrease in other real estate of \$229,000, this item composing but a

trifling per cent of the total resources of our Iowa chartered banks.

### Interest Income, Chart Two

In 1942 for each \$100,000 resource unit the average Iowa bank collected \$2,025 in interest illustrated by the full length of the horizontal bar on Chart Two. This compares with \$2,640 in 1941, clearly illustrating the sharp decline in interest income.

From our \$2,025 interest income bar we must first deduct \$207 for taxes represented by the yellow portion. The blue section shows the \$793 portion consumed by salaries and wages of the bank's staff, while the orange portion represents the \$416 of other expenses. This leaves us \$609 available for interest on deposits and for losses and for the shareholders.

Charge-offs including inventory write-downs, fixed asset depreciation, as well as bad debts and losses on bonds sold, took \$233 while recoveries brought back \$173, leaving the black bar of \$60 representing the net charge-offs.

Out of the \$549 remaining the average bank paid out \$395 or 73 per cent of it to the time depositors, who you will note, contributed but 25.6 per cent to each unit. This left but \$154 of the

interest income available for the shareholders.

If, therefore, you were to persuade time depositors to withdraw \$100,000 from your bank for investment in government bonds, the most you could lose would be \$154 and then only if it were necessary for you to take this from your invested assets which brought in this interest income. You have, however, ample cash to meet the withdrawal without calling in any investments.

It is quite patent from the chart that the payment of so large a portion of the amount available after expenses, for interest on deposits is altogether too liberal. Your local borrowers don't borrow money from you unless they can use the money to advantage but apparently the banker continues the payment of interest on borrowed funds whether he has use for them or not.

### Potential Income, Chart Three

Now we turn to Chart Three and find again our \$154 after deducting from the \$2,025 of interest income the \$1,871 of expenses including interest on deposits.

There was collected from the bank's commercial depositors \$345 in the

(Turn to page 41, please)

## SURETY BONDS

- ★ Efficient Service
- ★ Reasonable Rates
- ★ Adequate Resources
- ★ Experienced Management
- ★ Non-Assessable
- ★ Only Iowa Surety Rated "A" by Bests

## SURETY DIVISION



THE STATE AUTOMOBILE  
INSURANCE ASSOCIATION  
DES MOINES, IOWA

Automobile and Truck—

Accident and Health Insurance

—Fidelity and Surety Bonds

# Bankers Aweigh!

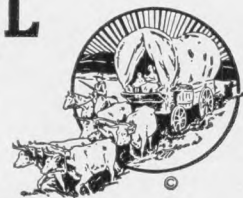
Just as surely as the ships that sail the seas are bankers tied to the war effort. The financing of agriculture is of first importance and each community knows the influence of both banking and insurance in local and national economy.

Hundreds of Banker agents attest the acceptance of our policies for the protection of net worth and collateral. Write us today for particulars.

## WESTERN MUTUAL FIRE INSURANCE COMPANY

DES MOINES

"Over a third of a century of  
Safety and Service with Savings"



# Convert Cash Into Government Securities

Or It May Be Necessary to Enter Market for Bonds  
Already Outstanding



JAMES H. CLARKE

May—unlike April—was a month of rapid and decisive movements. In Tunisia the United Nations ended the Battle of Africa and began the softening-up process on the islands of Sardinia and Sicily—as well as in Italy itself. In the northwest Pacific, Attu was invaded—apparently successfully. On the home front, however, the news was not so encouraging. John Llewellyn Lewis, the Lucas, Iowa, boy who made good in the nation's capital, got the headlines in May. His threats once again frightened the Administration and the War Labor Board sufficiently to guarantee him another victory—at least, so it appears at this writing. By devious means, a complete shutdown of all mines was averted except for a day or so. But the mine operators feel that the old solution—complete surrender to J. L.'s demands—will be the "compromise" arrived at.

*Severe strikes in Detroit and Akron closed up essential war industries. Strikes in other sections of the country also flared up. Congress talked considerably about legislation to restrict strikes during wars. Certain state legislatures took some action. All in all, May was a bad month for the home front—and as we write this on the morning of May 26th, to meet our tomorrow's deadline, the labor situation is still unsatisfactory. Most of the present strikes are in the so-called "unauthorized" category. In other words, labor leaders themselves did not call them. But this indicates clearly what little control these leaders have.*

Markets in general were somewhat better during the month. The victory in Tunisia brought some recession in stock prices in the second week of the month on the basis that the "good news" was out—but on the whole, prices improved. On the last day of April the Dow-Jones average of industrial stocks stood at 135.48—last night it closed at 139.17. This morning as we write this we learn that in the first hour of trading the

## The Month's Market Maneuvers Prepared for The Northwestern Banker

By James H. Clarke

Assistant Vice President  
American National Bank & Trust Co.  
Chicago

average is up .78. In short, prices on industrial securities, according to the averages, probably will be up as much as four points for the month—unless something very unusual happens in the four days of trading that are left. After starting out with five consecutive days of volume exceeding 2,000,000 shares, activity in the market slowed down to under 1,000,000 shares per day on the average in the past two weeks. All things considered, the May stock market was good—despite the fact that prices had already reached a new high in this recovery movement—and despite the fact that the market had been in an upward trend for about thirteen or fourteen months without any corrective set-back of any importance. Such strength may be attributed to the large amounts of money available for investments, as well as inflationary fears. This seems to be especially true when one considers that earnings and dividends have probably passed their war-time peak as a result of lower margins of profit in Government contracts, and higher taxes in the offing.

Government bond markets in May likewise were good. Both the new 7/8 per cent Certificates of Indebtedness due April 1, 1944, and the new 2 per cent Treasury bonds due 1952/50—the issues which were of particular interest to bankers in the April financing—quickly went to premiums. We are advised that this morning there is a bid of 100.22 for the 2 per cent bonds.

*Municipal bonds also reached new highs in May. Such high prices doubtless are the result of two factors—first, a scarcity value; and second, the tax-free factor. Very little new municipal financing comes into the market, as municipalities naturally are not*

*increasing their debts to any great extent in the war period. As a result, when an issue is offered for sale, a large number of dealers bid for it and the re-offering price to the public is most likely to be high. These high prices, however, have brought very little selling into the market, as most owners of tax-free bonds are loath to get rid of them.*

*There were a few corporate bond offerings in May and most of them went very well. As long as the Treasury offers large amounts of bonds at frequent intervals it is doubtful, however, that many corporations will do open market financing. Banks in the larger centers are handling most of this now, which indicates that following the war there should be quite a bit of corporate financing in the market.*

Returning to the Government bond situation—from statements made by the Secretary of the Treasury it seems likely that the next public drive will come in September. While the April financing was exceptionally successful from a monetary standpoint, on the other hand, there were weaknesses in it. Only 18 per cent of the securities sold went into the hands of individuals and it is quite possible that many of these will be re-sold in the open market and thus acquired by banks. Over five billions went to the classification known as "Other Corporations" and since a large part of this money was invested in Tax Anticipation Notes and Certificates of Indebtedness, very little aid was received from this quarter for the Government's longer-range investing program.

There are those in Congress—Representative Patman, for instance—who feel that if the Treasury is able to raise its quota through sales outside the banks, no bonds should be sold to banks. For example, if a quota of thirteen billion is set up as the amount to be raised, it is the idea of this group that the banks should not be called in unless at the end of the campaign it is felt that sufficient money has not been raised through other sources. It should be readily apparent to banks what such a plan can do. For the country as a whole it is strictly anti-

Northwestern Banker June 1943



inflationary, but for the banks themselves it means that they may find a period when it will be necessary to enter the market for bonds that are already outstanding instead of securing them on an original offering.

Since the Treasury has such a large financing program ahead of it, this development does not seem likely to occur. The bare possibility, however, of such a development should most certainly spur banks who are holding exorbitant amounts of cash to convert this money into government securities.

### St. Paul Terminal Warehouse Company Opens Office in Des Moines

Harry G. McNeely, president of St. Paul Terminal Warehouse Company of St. Paul, Minnesota, announces the

opening of an office of his company at 510 Iowa-Des Moines National Bank Building, Des Moines, with Thomas C. Cannon as district manager.

The St. Paul Terminal Warehouse Company was founded in 1916, and since 1926 has been actively engaged in field warehousing. It pioneered this type of service throughout the north central states. In 1938 it purchased the field warehousing business of the Hansen Storage Company of Milwaukee, and in 1939 acquired the New York Terminal Warehouse Company, an extensive operator of field warehouses in the territory east of the Mississippi. Today the company is one of the largest operators of field warehouses in the country and maintains offices at St. Paul, Minnesota, Atlanta, Albany, Georgia, Chicago, Detroit, Syracuse, Memphis, New York,

Philadelphia, Pittsburgh, Charlotte, Des Moines and Milwaukee.

The company has for some time felt that the field warehousing needs and interests of Iowa industries and banks could be properly served only through the establishment of an office in the



T. STANLEY JACKSON  
Manager Field Warehouse Division

state. It is the only company engaged in this service which has taken this step. The Des Moines office will serve Iowa, Eastern Nebraska, South Dako-




TOM C. CANNON  
Iowa Representative

ta, and portions of Missouri and Kansas.

Field warehousing is the establishment of the facilities of a warehouse company on the premises of manufacturers, producers and dealers.

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

*"For what avail, the plow  
or sail, or land or life,  
if freedom fail?"*



**The nation's banks are doing much to  
help win the War. They are a vital  
force for Victory. We are always glad  
to be of service to correspondent  
banks in connection with their financ-  
ing of local war industry projects.**

**FIRST NATIONAL BANK**  
**IN ST. LOUIS**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Through the issuance of warehouse receipts, first security covering the raw and finished products of the owner is conveyed to a lending bank. Banks are thus placed in a position to finance deserving concerns on a sound and profitable basis and be assured of absolute control of the borrower's inventory.

T. C. Cannon, district manager, is in charge of the new office, located at 510 Iowa-Des Moines National Bank Building, Des Moines. He has had wide financial and warehousing experience and is in a position to render prompt, personalized, on-the-spot field warehousing service for banks and businessmen throughout Iowa.

The holders of St. Paul Terminal Warehouse Company's warehouse receipts are insured by Lloyd's of London up to \$1,000,000, with coverage of \$500,000 at any one location, against loss for which the company is legally liable as a warehouseman.

Paul W. Frenzel, vice president of the company, is president of the American Warehousemen's Association Merchandise Division. T. Stanley Jackson, who is well known to many Iowa bankers, is manager of its field warehousing department.

## HELP THE FARMER PRODUCE MORE FOOD

(Continued from page 12)

5. Simplify barn cleaning operations
  - a. When practical, load litter directly onto spreader
6. Plan and simplify transportation of people and products to and from town through neighborhood cooperation
  - a. For example, reducing mileage in marketing cream and livestock, and delivering gas and oil

### Recruit Non-farm Labor

#### C. Recruit Non-Farm Labor

1. A systematic canvass will involve a somewhat different approach for workers who may be recruited from the smaller towns and from the larger cities
  - a. Rural non-farm people (those living in smaller towns)
    - (1) These families can be canvassed by urban farm labor committees, with assistance of schools, United States Employment Service, defense councils, civic groups and other organizations
    - (2) The local community must accept primary responsibility for meeting

the need for additional labor within its trade territory

#### b. Persons living in towns and cities

- (1) The campaign to recruit available help for farm work in cities should be organized by a committee including the manager of the local USES office, the chairman of the defense council, a representative of the schools, a leading farmer and the county extension director as ex-offi-

cio member. This committee should get the cooperation of the schools and other groups. The canvass should be made as soon as possible after the need has been determined. It should be emphasized that only those who are qualified and interested can make a real contribution.

#### 2. Train and supervise non-farm youth workers

- a. Develop plans, with school people, for training city and

## A Strong Short Term OBLIGATION

☆ ☆ ☆

Consolidated collateral trust debentures of the Federal intermediate credit banks are joint and several obligations of these banks, established under an Act of Congress twenty years ago.

The Debentures are legal investment for trust funds, insurance companies and savings banks in New York and other States. They are eligible to secure all fiduciary, trust and public funds, including war loan deposit accounts, under authority or control of officers of the United States. They are approved security for deposits of postal savings funds.

Maturities to six months may be purchased by the Federal reserve banks and are acceptable by them as collateral for fifteen day loans to member banks. Denominations of \$5,000, \$10,000, \$50,000, \$100,000, maturing in three to twelve months, are offered periodically through recognized dealers and dealer banks at current market rates.

### THE FEDERAL INTERMEDIATE CREDIT BANKS

|                    |                  |                 |                |
|--------------------|------------------|-----------------|----------------|
| SPRINGFIELD, MASS. | LOUISVILLE, KY.  | ST. PAUL, MINN. | HOUSTON, TEX.  |
| BALTIMORE, MD.     | NEW ORLEANS, LA. | OMAHA, NEB.     | BERKELEY, CAL. |
| COLUMBIA, S. C.    | ST. LOUIS, MO.   | WICHITA, KAN.   | SPOKANE, WASH. |

Further information regarding the Debentures may be obtained from

CHARLES R. DUNN, Fiscal Agent 31 Nassau Street, New York



- town boys to do farm work  
(now in progress)
- b. Develop "on-the-job" training  
by farmers

## Declare Dividend

Directors of the First National Bank in St. Louis, at a meeting last month, declared a dividend of \$1.20 per share, payable as follows: 40 cents per share payable May 29, 1943, to stockholders of record May 25th; 40 cents per share payable August 31, 1943, to stockholders of record August 25th; 40 cents per share payable November 30, 1943, to stockholders of record November 24th. This is the same amount for the period as in 1942.

## Elected to Board

James T. Lee, a vice president of the Chase National Bank for the past fourteen years, has been elected a member of the bank's board of directors. At the same time, Mr. Lee resigned from the official staff of the bank in order to devote himself primarily to the executive responsibilities he has assumed recently as president of the Central Savings Bank, New York City. Mr. Lee is widely known as an authority in the field of real estate investment and management.

# Guarantee Prices for Cattle

IN RESPONSE to an editorial on the beef situation appearing in a recent edition of *The Chicago Tribune*, Charles C. Kuning, vice president of the American National Bank and Trust Company, Chicago, wrote the following letter which was published in the "Voice of The People" section of that newspaper. Mr. Kuning wrote:

"I read with much interest your article on the beef situation.

"In my official capacity a great portion of my time is devoted to loaning money on livestock in the territory west of the Mississippi, both to feeders and to the rangemen. Previously I was associated with many country banks in the state of Iowa and I also operated one of the governmental loaning agencies set up during the last depression—the Regional Agricultural Credit Corporation at Omaha, Nebraska—where I was manager and where at one time our peak loans on livestock were close to 40 million dollars. This included both feed lot loans and range type loans on cattle and sheep.

"To begin with, please bear in mind I am thoroughly opposed, in general, to subsidy of the farmers and especially at this time when the average grain farmer is making good money. However, there is a positive shortage of finished beef and, unless something is done, it will continue to get worse instead of better.

"Therefore, I proposed that the feeder be allowed a guaranteed price spread, if it became necessary, of two and one-half cents or preferably three cents a pound, depending on the sta-

bility of grain prices and proteins that make up these feed mixtures.

"Taking your own article as an example, the feeder would go out and buy a 650 pound steer and, at present day markets, he would probably have to pay 15 cents a pound, at least, for this steer. I would say that the government should guarantee him at least 17½ or 18 cents for his steer when it is finished out with the definite agreement that he would have to put on at least 60 per cent more weight on that steer before he could qualify for the guaranteed price. He would also have to be an experienced feeder, having had at least three years' experience in feeding cattle and would have to have the equipment and the feed.

"This would do several things. In the first place it would encourage many feeders, who cannot afford to take the chance of a loss in feeding, to put cattle in their lots. Second, the feeder who always feeds would increase his feeding operations to the full capacity of his equipment. Third, it would eliminate slaughtering of grass cattle by the packers and take them out of competition with the feeders in the market. Fourth, it would make a safe loan for any bank to handle, almost regardless of the financial standing of the feeder, and fifth, it would insure the feeder a profit. Last and far from least, it would double the production of beef.

"There seems to be, in my own opinion at least, just one 'fly in the ointment'. These feeders might go out and pay any price for the stocker cattle. However, a ceiling on livestock

## THE PUBLIC NATIONAL BANK AND TRUST COMPANY OF NEW YORK

**Service**—Maintaining an intimate, personalized correspondent bank service.

**Experience**—Officials with years of service in this field, assuring a knowledge of requirements and valuable assistance.

**Policy**—To cooperate with out-of-town banks rather than compete for business which is rightfully theirs.



ESTABLISHED 1908

MEMBER

NEW YORK CLEARING HOUSE ASSOCIATION  
FEDERAL DEPOSIT INSURANCE CORPORATION

## Out-of-Town Banks

Out-of-town banks and bankers will find here complete banking facilities for prompt and economical handling of accounts in Chicago. We would appreciate the opportunity of serving you.

## CITY NATIONAL BANK AND TRUST COMPANY of Chicago

208 SOUTH LA SALLE STREET

(Member Federal Deposit Insurance Corporation)

on the hoof, as far as beef is concerned, would eliminate that danger, but you will find the growers in the range territory opposed to this kind of a ceiling. However, I say to you, with my experience, even at this stage of the game, the growers are making money on this beef at much lower prices than they are now obtaining for their cattle. Of course, setting a ceiling on the live animal would automatically set a proper ceiling all the way down the line."

## YOUR BANK HAS A JOB TO DO

(Continued from page 14)

school, and offer to conduct an instruction project for a late afternoon period for the seniors, at which the bank staff can be present to show the youngsters how to prepare the various forms and checks used in their future personal or business banking. Remember—these high school boys and girls will soon be your depositors and customers, and also citizens and voters with a keen and critical interest in their country and its way of life. (4) Develop and maintain a small no-charge loan library of books and pamphlets on banking, finance, and investment, on taxes and bookkeeping for small businesses and retailers, and, if in a farming community, on agricultural economics. Fifteen to thirty books, written for the interested layman, would be adequate for a start. A letter to the dean of the school of business of your state university will bring you a list of such books and pamphlets and where to get them, and the cost will be slight.

To some this may sound like rather expensive advertising; to others, like high pressure propaganda. Property handled, both of these ideas are wrong. It need cost very little, and direct advertising of one's own bank is to be avoided—though the indirect advertising and good will your bank will get will be of great and increasing value. As to propaganda—poppycock! Any voicing of an opinion could be defined as propaganda. What the writer has in mind is the supplying of honest, straight-forward, and valuable information and, to a certain extent, education.

You will find meeting Mr. and Mrs. Jones interesting, stimulating, and, over the long pull, beneficial and profitable; and you will at the same time assume a responsibility that is yours and that cannot safely be shrugged off much longer.

Beyond a doubt, too, (though this

is incidental, in the writer's opinion), direct if small profits will accrue to you, which within the course of time will more than carry the slight cost involved. These profits will come from decreased time taken in handling business, due to greater knowledge on your customers' part of how to deal with his banking, and from additional sales of services sure to develop.

## Capital Stock Increased

John E. Bierwirth, president of The New York Trust Company, has announced that the capital stock of the company was increased on May 18, 1943, from \$12,500,000 to \$15,000,000, consisting of 600,000 shares of the par

value of \$25 each, and the surplus of the company increased from \$25,000,000 to \$30,000,000 through the sale of 100,000 shares of additional capital stock at \$75 per share.

All but 2 per cent of the new stock was subscribed for by the stockholders of the company.

The offering was underwritten by Morgan Stanley and Company and associates.

## Positive Proof

1st Baby (in maternity ward): I'm a little boy baby.

2nd (of same): How do you know?

1st: My name is Henry!

## Post-War Planning

is one of the most talked-of topics of today.

Our plans for the post-war period will be aimed toward providing you with the best of service under post-war conditions, just as our present planning is directed toward giving you the best possible service under war-time conditions.

# MISSISSIPPI VALLEY TRUST COMPANY

ST. LOUIS

Member Federal Deposit  
Insurance Corporation



88 Years  
of Banking Experience

Northwestern Banker June 1943





## *Investment Help for Busy Banks*

Banks devoting much of their time and facilities to furthering the war effort will find helpful the services we can render in connection with United States Government securities. Our Investment Department executes promptly and accurately orders to buy or sell all Government issues. Our Bank Advisory Division has helped a great many correspondent banks with constructive suggestions about how to diversify their holdings of "Governments" with proper consideration of rate, maturity, yield and redemption features. Inquiries invited.

### **First National Bank of Minneapolis**

Member Federal Deposit Insurance Corporation

#### *Department of Banks and Bankers*

M. O. GRANGAARD, *Vice President*

W. A. VOLKMANN

J. J. MALONEY, *Assistant Cashier*

C. B. BROMBACH, *Vice President*

*Assistant Vice President*

K. T. MARTIN, *Assistant Cashier*

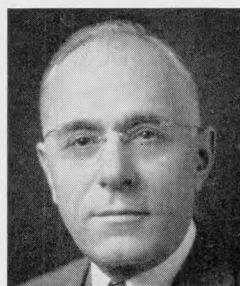
*Bank Advisory Division, J. M. DOWNES, Manager*

*Affiliated with FIRST BANK STOCK CORPORATION*



L. O. OLSON  
President  
Minneapolis

## MINNESOTA NEWS



WILLIAM DUNCAN, Jr.  
Secretary  
Minneapolis

### Severs Connection With Wilmont Bank

In an announcement last month it was revealed by the First National Bank of Wilmot, Minnesota, that E. W. Nun had severed his connections with that institution as cashier.

In a transaction completed last month, Mr. Nun sold his interest to E. L. Meyer, who now has controlling interest in the bank.

### New Assistant at Lafayette

Alfred E. Precht is the first assistant cashier of the Citizens State Bank of Lafayette, Minnesota. Mr. Precht has been employed in the Citizens State Bank of New Ulm since August, 1926, and has been one of the assistant cashiers since 1937. The new position is in the nature of an advancement for Mr. Precht.

The Citizens State Bank of Lafayette is a strong financial institution, having approximately \$500,000 deposits. V. F. Quist is cashier.

### New Directors Named

On April 22d stockholders of First National Bank of Minneapolis elected as directors of the bank John H. MacMillan, Jr., and Henry E. Atwood, both of Minneapolis.

As president of Cargill, Inc., Mr. MacMillan heads one of the nation's largest grain firms. Mr. Atwood, vice president of B. F. Nelson Manufacturing Company since 1936, was for nine years associated with Minneapolis Trust Company, former affiliate of the bank, and for three years prior to entering the manufacturing business was vice president of the First National Bank in charge of its investment department. He is currently chairman of the Minneapolis Civilian Defense Council.

### Kern Resigns Bank Post

Ray G. Kern, one of the most widely known men in Washington county, has resigned as director and cashier of the State Bank of Lake Elmo, Minnesota.

Mr. Kern sold his interest in the bank, to local business men. Mr. Kern became interested in the State Bank of Lake Elmo by buying a controlling interest in 1914 shortly after its organization. The bank then had a capital of \$10,000 with deposits of \$40,000. Its present capital structure is \$41,715.85, deposits \$490,130.18, and total resources \$538,873.92.

F. J. Schneider, president of the bank, announced that in the resignation of Mr. Kern as director and cashier, the bank lost a faithful officer, who always had the utmost confidence and support of the directors and the public, and who has always had the welfare of the community at heart.

Mr. Schneider announced the appointment of E. A. Beutel as cashier. Mr. Beutel has been connected with the bank for the past 27 years, and the last 25 years has been assistant cashier.

### Increase in Capital

Chartered in 1914 with capital stock of \$10,000 the Farmers State Bank of Pequot Lakes, Minnesota, has increased its capital stock to \$25,000 and now has over half a million in deposits. Julius C. Nelson, president, has been with the bank 28 years and A. C. Larson, cashier, 23 years.

### Bank Head Retires

Chris Fitzer, who has served as president of the Luverne National Bank of Luverne, Minnesota, since it was organized in April, 1931, has resigned his office because of ill health, S. R. Hammer, executive officer of the bank announced recently.

He will be succeeded by J. L. Goemmel, vice president. His successor on the board of directors has not yet been named.

### New Cashier at Darwin

Because of the retirement of Roy Simms who is enroute to Fort Banning, Georgia, to enter officers training school, the Farmers State Bank of Darwin, Minnesota, has a new cashier, Leonard Lefgren, of Mora.

### Ringland Named Vice President of Guaranty Trust, New York

Eugene W. Stetson, president of the Guaranty Trust Company of New York, has announced the appointment of Joseph F. Ringland as a vice president of the company. Mr. Ringland comes to New York from the presidency of the Empire National Bank and Trust Company of St. Paul, Minnesota. He will be identified with the Guaranty's banking department district that embraces the company's relationships in the states of North and South Dakota, Nebraska, Colorado,



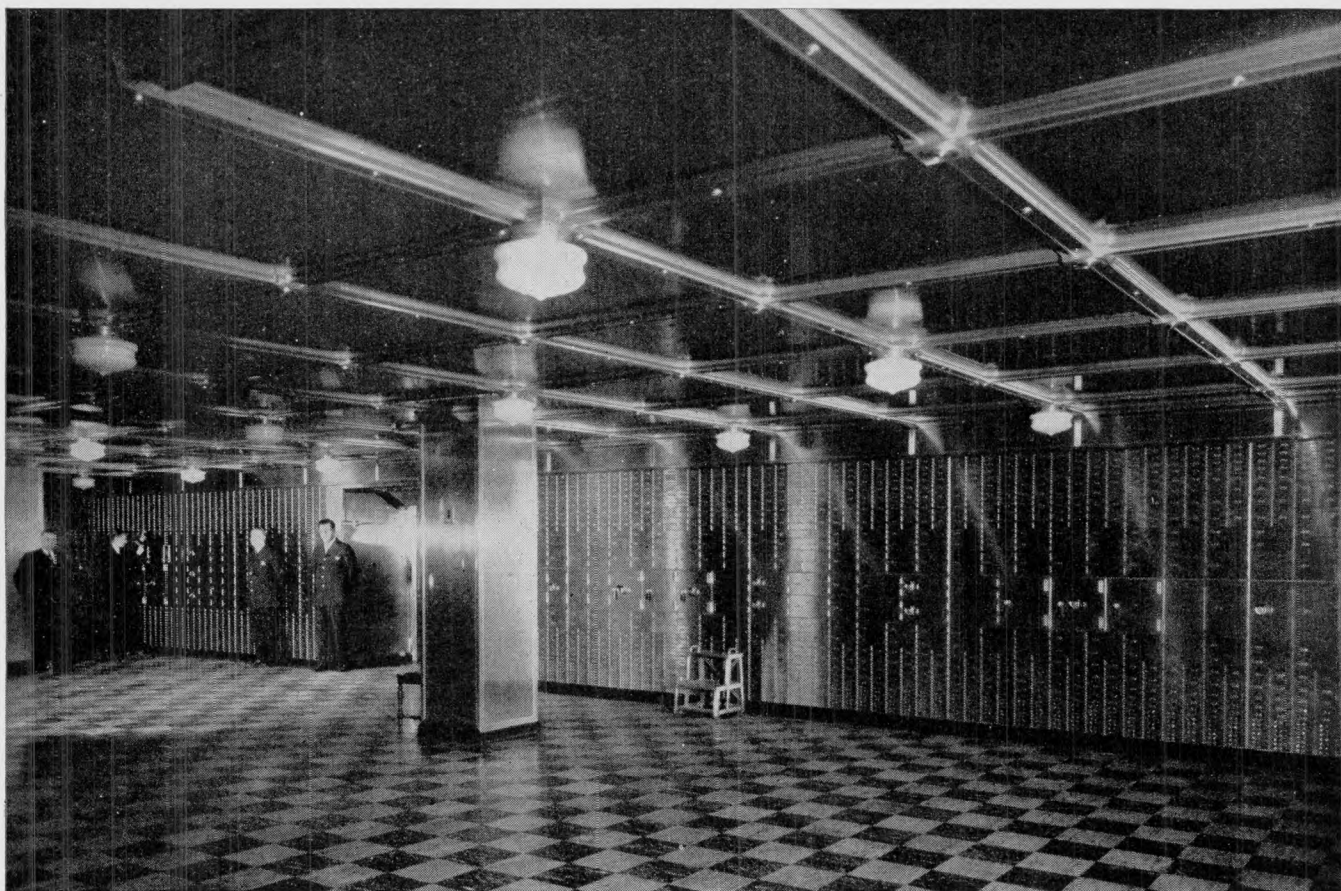
JOSEPH F. RINGLAND  
Newly Elected Vice President

Kansas, Missouri, Oklahoma, New Mexico, Arkansas and Texas.

Mr. Ringland was born in Wayne, Nebraska, in 1901, the son of Harvey S. Ringland, who was associated with the First National Bank of that city. He received his early education in Wayne, was graduated from Iowa State College at Ames, Iowa, in 1924, and in that year entered the employ of the United States National Bank of Omaha, Nebraska, of which he later became assistant cashier. From 1934 to 1936 he was vice president of the Great Falls National Bank, Great Falls, Montana, and for the next six years served as president of the Stock Yards National Bank of South St. Paul, Minnesota. He became president of the Empire National Bank and Trust Company of St. Paul in January, 1943. He is a director of both last named institutions and of the Northwestern Mortgage Company of Minneapolis.

*Northwestern Banker June 1943*





## ARE WAR BONDS CROWDING YOUR VAULTS?



*A section in the Safety Deposit Vaults of "Northwestern"*

## ... ROOM A-PLenty IN NORTHWESTERN'S SAFETY VAULTS

If the war bonds your patrons are bringing into your safety vaults for safe-keeping are overcrowding your facilities . . . avail yourself of space in "Northwestern's" Safe Deposit Vaults, as so many banks are already doing. You'll find service is dependable, and conveniently prompt.

Business details handled by specially trained personnel.

Absolute safety is assured. "Northwestern's" Safety Vaults are fire proof, flood proof, riot proof—and under armed guard night and day. Make use of these fine, modern, safe vaults. Depend on this "Fortressed Security."

### USE "NORTHWESTERN" SERVICES

#### *Department of Banks and Bankers*

WM. N. JOHNSON  
*Vice President*

F. W. CONRAD  
*Asst. V. Pres.*

D. E. CROULEY  
*Asst. Cashier*

L. P. GISVOLD  
*Asst. Cashier*

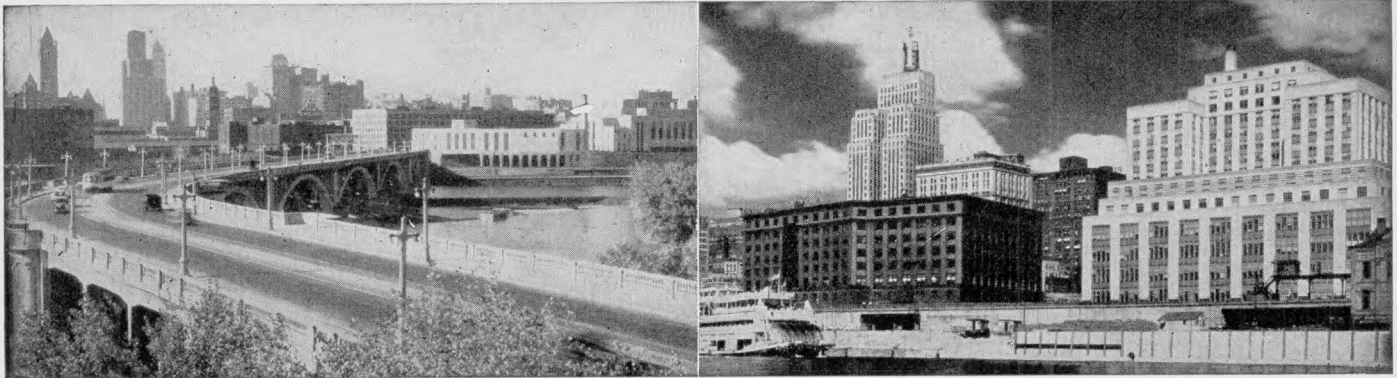
## NORTHWESTERN NATIONAL BANK OF MINNEAPOLIS

Marquette Avenue: 6th to 7th Street

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

*Northwestern Banker June 1943*

# TWIN CITY NEWS



**HENRY D. THRALL**, **Robert L. John** and **Walter P. Space** have joined Woodard-Elwood & Co., Minneapolis investment house, in executive capacities.

All three had been associated with Thrall West Co., which is discontinuing active business. The latter firm was organized in 1933, when banks were required to discontinue their investment business, taking over the investment department of Northwestern National Bank. Mr. Thrall was president and Mr. John secretary-treasurer.

In Woodard-Elwood, Mr. Thrall is a director, Mr. John is vice president and Mr. Space is manager of the trading department, the same position he held with Thrall West. Other officers of Woodard-Elwood continue as before. They include **L. B. Elwood**, president; **L. B. Woodard**, vice president and treasurer; **E. C. Kibbee**, vice president, and **E. F. Jacobs**, secretary.

**Edwin F. Kelley**, Minneapolis superintendent of Western Union Telegraph Co. for more than 20 years, has been elected a director of Marquette National Bank, according to announcement by **Ralph W. Manuel**, president. Mr. Kelley succeeds **Eugene H. Day**, a member of the Marquette board 22 years, who resigned preparatory to moving to Balboa, Calif.

The Minneapolis Clearinghouse Association has appointed four men to its committee for the annual meeting of the Minnesota Bankers Association in Minneapolis June 16th and 17th.

They are **J. J. Maloney**, assistant cashier, First National Bank, chairman; **E. W. Engstrom**, assistant cashier, Midland National Bank and Trust Co.; **William F. Kunze**, vice president Marquette National Bank, and **L. P. Gisvold**, assistant cashier, Northwestern National Bank.

By James M. Sutherland

Special Correspondent

Expanding its directorate from 18 to 20 members, Northwestern Bancorporation has added two outstanding Northwest businessmen to the board—**Edward B. Cosgrove**, president of Minnesota Valley Canning Co., Le Sueur, Minn., and **John Morrell Foster**, vice president of John Morrell & Co., Sioux Falls, S. D.

The two were elected at the regular monthly meeting of directors in Minneapolis.

Mr. Cosgrove heads the largest vegetable canning company in the United States and is an officer, director, trustee or finance committee member of several other firms and organizations in the canning field.

Mr. Foster has spent his entire business life in the meat packing industry and is active in aviation.

**Paul W. Petterson**, of Marquette National Bank, was named president of Minneapolis Chapter, American Institute of Banking, at the organization's annual meeting.

Other officers named were **Christian Ries**, Federal Reserve Bank, first vice president; **Maurice G. Carlson**, First National Bank, second vice president; **Ralph Emerson**, Northwestern National Bank, treasurer.

Elected to the board of governors were **Mariner Clerk**, Federal Reserve Bank; **Lawrence R. Peterson**, Northwestern National Bank; **Dorothy Ahern**, Lake street office, Northwestern National Bank.

Mr. Petterson was selected as the chapter delegate to the AIB war time convention in Chicago in June.

Fortieth anniversary of American National Bank of St. Paul was cele-

brated last month. Outgrowth of the Northern Exchange Bank of St. Paul, organized in the early '90s, American National included in its first board of directors **Otto Bremer**, now chairman of the board. Its present president, **H. B. Humason**, has been associated with the bank and its predecessor since 1896, holding the presidency since 1939.

**John G. Rossman**, owner and general manager of Model Launderers and Dry Cleaners, and **Carl R. Bergquist**, vice president and general manager of Zinsmaster Baking Co., have been appointed members of the advisory board of the Lake Street Office of Northwestern National Bank, Minneapolis.

**Clarence A. Wisby** has been promoted to assistant cashier of Fifth Northwestern National Bank, Minne-

## JAMIESON & COMPANY

Members  
New York Stock Exchange  
and Other Principal Exchanges

★  
STOCKS  
BONDS  
COMMODITIES

★  
MINNEAPOLIS FARGO  
ST. PAUL GRAND FORKS  
DULUTH SIOUX FALLS  
PRIVATE WIRES

Northwestern Banker June 1943



apolis, an affiliate of Northwestern National Bank. He joined the latter bank in 1928 and has been associated with Fifth Northwestern most of the time since.

**Thomas A. Roden**, associated with the old Wells-Dickey Co. for the past 28 years, has joined the agency division of the trust department of First National Bank of Minneapolis.

Nominees for top posts in the Minnesota Bankers Association were named at a meeting of the organiza-

tion's nominating committee in Minneapolis. Nomination usually is tantamount to election. Nominees are: **H. R. Kurth**, Hutchinson, now vice president of the association, for president; **W. F. McLean**, Duluth, vice president, and **A. P. Hechtman**, Osseo, treasurer.

**George E. Gere**, 70, manager of the safe deposit department of Empire National Bank and Trust Co., St. Paul, died unexpectedly at his home late in May. A St. Paul resident 45 years, he had been associated with the bank 16.

He was an organizer of the Minnesota Safe Deposit Association and served several terms as its president.

Six Minneapolis bankers will attend the annual summer session of the American Bankers Association's Graduate School of Banking at Rutgers University in June. They are **Willard W. Holmes** and **D. E. Crouley**, Northwestern National Bank; **Harold G. McConnell** and **A. W. Mills**, Federal Reserve Bank; **W. R. Chapman**, Midland National Bank and Trust Co., and **A. H. Moore**, First National Bank.

## Brief News from Duluth

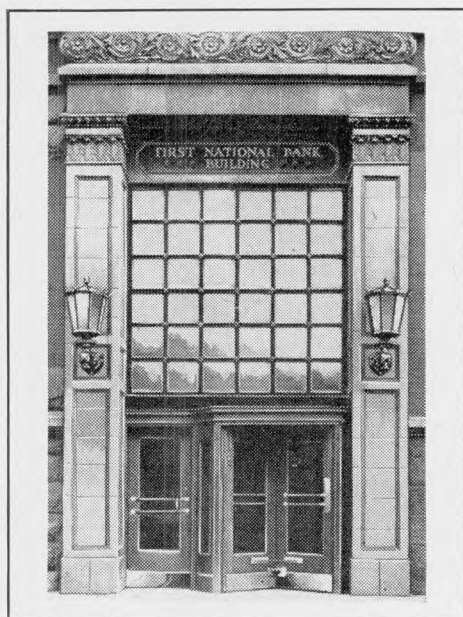
**KENNETH W. DENNIS**, member of the personnel staff of First and American National Bank of Duluth and immediate past president of Duluth chapter, American Institute of Banking, headed a staff of Duluth bank employes which worked late after-hours in promotion of the Second War Loan campaign at the Head of the Lakes city. His group composed the auditing committee of a war bond queen contest, and more than 15 million votes were tabulated before the staff's job was completed. Eighty-four young women were candidates in the contest. The queen christened a United States coast guard vessel built by Marine Iron & Shipbuilding Co., of which **Arnold W. Leraan**, president, is a director of Northern National Bank of Duluth.

A Duluth banker was appointed by Minnesota's **Governor Harold E. Stassen** (before the governor left for active duty with the United States navy as a lieutenant commander) to be chairman of the important Metropolitan Airports commission, a body created by the 1943 Minnesota legislature.

The Duluth banker is **Lewis G. Castle**, executive vice president of Northern National Bank of Duluth, a past president of the Duluth Chamber of Commerce, and now chairman of the chamber's aviation committee.

Placed with the airports commission is the duty and responsibility of locating where shall be constructed a central airport for Minneapolis and St. Paul—an airport which, in the post-war vision of Minnesota leaders, shall be the hub of a wheelwork of airports covering the entire state of Minnesota.

**Willard F. Ario**, member of the junior officer staff of First and Amer-



64 years of  
experience  
to meet today's  
needs!

RESOURCES  
OVER \$50,000,000

## *Duluth's Largest Bank*

Specializing in Correspondent Bank Service  
invites your business



FIRST AND AMERICAN  
NATIONAL BANK

DULUTH, MINNESOTA

Affiliated With Northwest Bancorporation  
Member Federal Deposit Insurance Corporation

# EMPIRE

## National

## Bank

## of Saint Paul

### EXPERIENCE

The broad banking experience of our officers enables them to offer valuable assistance in meeting your many new banking problems.

### CONFIDENCE

A comprehensive banking service for correspondents with full consideration for their interests in every transaction.

### FRIENDLINESS

An outstanding characteristic of this bank is the cordial relations we have maintained with our correspondents.

### Serving St. Paul and the Northwest

*Member Federal Deposit Insurance Corporation*



ican National Bank, Duluth, was elected president of the Duluth chapter of the American Institute of Banking at the chapter's annual meeting in May.

Other officers chosen for the year were **Edwin B. Bredeson**, City National Bank, first vice president; **Edward M. Erickson**, Minnesota National, second vice president; **Elaine D. Langdon**, Northwestern State, secretary; **Roy W. Olson**, Duluth National, treasurer, and **Mabel Refseth**, Minnesota National, Women's committee chairman.

Named to the chapter's board of gov-

ernors for two-year terms were **Ann Lydon**, City National; **Madeline McGee**, First and American, and **Folke Young**, Northern National. Incumbent board members whose terms expire in 1944 are **Belle Riddle**, Western National; **Violet Anderson**, Pioneer National, and **Paul H. Peterson**, City National.

Mr. Ario last January joined the ranks of junior bank executives in Duluth when he was elected an assistant cashier of First and American National Bank. He began his career with the bank as a messenger in August of 1928 and has worked in all departments of the Duluth institution.

Mr. Ario will represent the Duluth chapter at the AIB national convention in Chicago June 9th and 10th.

Ration coupon banking, one of the many war services Duluth banks are performing on a non-profit basis, was described in the May 16th magazine section of The Duluth News-Tribune under the title, "Odyssey of Your Ration Coupons."

Collaborating on the story were **Sylvester T. Strain**, manager of the Duluth Clearing House Association and cashier of First and American National Bank of Duluth, and **Margaret Morris**, News-Tribune staff writer. The story said in part:

"The housewife who thinks she has worries keeping her ration coupons straight ought to speak to one of Duluth's bankers.

"Mrs. Housewife has her 16 points a week for meats, cheese and butter, and her 48 points a month for canned goods, multiplied by as many members as there are in her family. Using in the proper sequence and trying to make them last over their periods of validity is her principal concern.

"Consider, however, Mr. Banker.

"He's the man who gets all the coupons after you hand them over to your butcher, to your grocer, to your shoe merchant, or to your gas station attendant.

"You think of coupons in multiples of 16 and 48. He thinks of them in terms of millions."

The story took the reader through the many intricate steps in which the banks are engaged in ration coupon banking until, at the end of the month, "the banker, with two witnesses, hauls the whole collection down to the furnace and tosses the coupons on the flames." The article concluded with:

"Some 15,000,000 points are now being handled daily by the city's banks. To take care of this business the banks have had to establish separate clearance departments, which handle coupons only. The work is all done on a non-profit basis as one of the many war services banks are performing.

"And you think you have your ration problems, Mrs. Housewife?"

A collection of war posters from every one of the United Nations except Poland is being assembled by **Albert C. Armstrong**, president of the Northwestern State Bank of Duluth.

The collection was put on display in the bank as a promotion feature of the Second War Loan drive in Duluth.

It is composed of duplicate copies of works by master artists of Britain,

## "What Is Health or Accident Insurance Good For?"

WE WOULD SAY, "IT'S GOOD FOR THE PROMOTION OF A QUICK RECOVERY BY REMOVING THE FINANCIAL WORRY WHICH ATTENDS A SERIOUS DISABILITY."

"IT'S GOOD FOR A WIFE AND CHILDREN TO GO ON LIVING A NORMAL LIFE WITHOUT BEING DEPRIVED OF ORDINARY NECESSITIES UNTIL THE FAMILY HEAD RECOVERS AND GOES TO WORK."

"IT'S GOOD FOR THE VICTIM'S BANK ACCOUNT AND HIS LIFE INSURANCE TO ELIMINATE THE NEED FOR DRAWING ON THOSE RESOURCES TO COVER LIVING EXPENSES AND THE COST OF TREATMENTS."

"IT'S GOOD FOR A MAN'S WELL-BEING AND FOR HIS PEACE OF MIND TO SPEND A LITTLE FOR THE PROTECTION OF HIS EARNING POWER."

You can buy this essential "PEACE OF MIND" at an extremely low cost in a reliable member-owned company with more than 38 years successful service.

There is no medical examination—simply write to the

### Minnesota Commercial Men's Association

*Successful Insurance for Select Risks for more than 37 years.*

**Paul Clement, Secretary**

**2550 Pillsbury Ave.**

**Minneapolis, Minnesota**

Canada, China, Holland, Free France, Czechoslovakia, Scotland, Russia, Norway, Greece and the United States. No posters have been available from Poland since it was invaded by Germany.

Mr. Armstrong made a similar collection in World War I, and is assembling the World War II collection for his sons.

**Harold G. Glenn**, a director of Western National Bank of Duluth and general superintendent of the Zenith Furnace division of Interlake Iron Corp., died in a Duluth hospital. He had been elected a director of Western National last January, and had been scheduled to take office July 1st as president-elect of the Duluth Rotary Club. He was 62 years old.

Flags of the United Nations decorated the lobby of Minnesota National Bank of Duluth in promotion of the city's Second War Loan campaign. The flag display was arranged by **B. Murray Peyton**, president, and **Wilbur F. McLean**, vice president of the banking house.

### New Assistant

Joseph F. John has begun his new duties at the Lee State Bank of Browerville, Minnesota. Mr. John takes the place of assistant cashier Elmer Eickschen, whose resignation took effect last month.

### Resigns Cashier's Post

Mrs. Jessie Jensen has resigned her position as cashier of the State Bank of Taunton (Minnesota). Mrs. Jensen began working at the bank July 1, 1913, and so would have been employed for a period of thirty years on July 1, 1943.

### Accepts Treasury Department Position

W. O. Sohre, who for a number of years has been cashier of the State Bank of Wood Lake, Minnesota, has announced his resignation to accept a position with the Treasury Department of the Internal Revenue. He will be located in an office in Minneapolis after June 1st.

### Light Sentence

Rastus: How long did you get in the jug for shootin' yo' wife, Moze?

Moze: Two weeks.

Rastus: Only two weeks for killin' yo' wife?

Moze: Yeah, then I gets hung.

## 1943 STREAMLINED BANKING

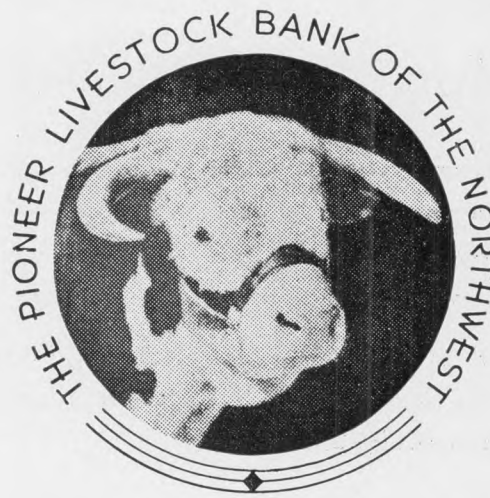
(Continued from page 28)

form of riskless fee income and other income, consisting of rental from the upstairs office room and other miscellaneous sources which brought in \$93, so the actual net earnings for each \$100,000 resource unit was \$592, which incidentally compares with \$960 in the year previous.

By reducing the cost of interest paid on deposits one-third we could have added \$132 to our earnings. The aver-

age rate of interest paid by these banks in 1942 was 1.54 per cent. During last year and since many more banks have made adjustment in the rate of interest paid. This, of course, is the easiest way in the world to make money—to save it by reducing expense.

Riskless fee income in some banks pays its entire salary roll. If this can be done by some it can be done by others, so by scoring our best ball we might, quite readily, bring the \$438 of fee and other income up to the \$793 expended for salaries and thus add \$355 to our net operating earnings.



## LET'S HELP PRODUCE

The banks of the country are an important part of the war machinery necessary to bring about greater production of essential foods for our armed forces. Meat and meat products are among the most essential foods needed. Our facilities are available to banks in need of assistance in taking care of feeder loans to individuals which might exceed the bank's legal limit, and such loans will receive prompt and efficient attention.

We offer a complete service to correspondent banks in handling items, collections, or discounting loans.



## The Stock Yards National Bank

South Saint Paul, Minn.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



This may seem a long reach but ever so many banks who have adopted the Iowa uniform schedule and otherwise adjusted upward fees for services, report that they have doubled their income from this source so I contend this is perfectly within the realm of realization to a well managed bank.

Now we turn back to Chart One and find that at the close of last year we have for each unit approximately the same amount of cash (\$35,260) that we had at the close of the previous

year. Times changed mightily in that 12 months and have continued to change during the current year. It is no longer necessary for a country bank to carry 35 per cent of its resources in cash. Many of its loans are in corn and soy bean advances redeemable by a government agency and bearing  $1\frac{1}{2}$  per cent interest. These are practically demand government obligations that can be realized upon overnight, so are quite as liquid as cash; so too are the 90-day treasury bills and  $\frac{7}{8}$  per cent certificates of in-

debtedness. The average country bank might well take \$20,000 from these cash resources and invest it in governments. This \$215 item is the result of taking but \$15,000 from cash and investing it half and half in  $\frac{7}{8}$  per cent certificates of indebtedness and the second war loan issues of 2's due in 1950-52, \$100,000 of which was made available to every bank. If another \$5,000 were thus invested you would, of course, add another \$72 to these income possibilities. If the whole \$5,000 was invested in  $\frac{7}{8}$  per cent certificates of indebtedness the additional income would be \$43.75. If in 90-day treasury bills, \$19. This isn't chicken feed either for \$19 is an addition of 12 per cent to the average net interest income of \$154 while \$43.75 is an addition of 28 per cent.

## More Meat, Please!

**The stockman today is a Number One worker for Uncle Sam. With an unprecedented demand for meat and still more meat, the livestock raiser and feeder must have the very best of financial assistance back of him.**

**We are prepared to help you in helping YOUR customers. Consult us on your livestock problems—and use this bank as your correspondent in Sioux City.**

### DIRECTORS

HAROLD C. BOSWELL  
Sec'y-Treas., Western Contracting Corp.  
Sec'y-Treas., L. G. Everist, Incorporated

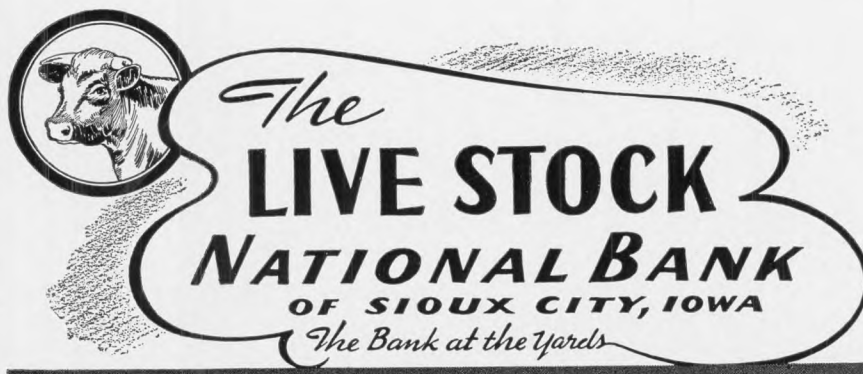
CARL L. FREDRICKSEN  
President

CHARLES R. MCKENNA  
President, Johnson Biscuit Co.  
Vice President, Tolerton & Warfield Co.  
Gen. Mgr., Robb-Ross Company

BYRON L. SIFFORD  
Counsel  
Sifford & Wadden, Attorneys

GEORGE F. SILKNITTER  
President, Sioux City Stock Yards Co.  
President, Sioux City Terminal Ry. Co.  
President, Iowa Rendering Company  
President, Sioux Falls Stock Yards Co.  
President, Butte Public Stock Yards,  
Butte, Mont.

MARK A. WILSON  
Vice President



Member Federal Deposit Insurance Corporation

### War Loan Deposit

Consider seriously the advantages to your bank through qualification for a war loan department account.

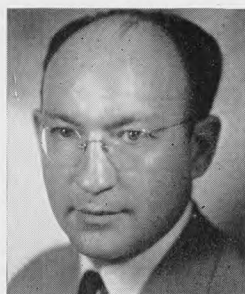
Each \$100,000 in such an account will yield your bank \$380 a year additional interest income if invested in 90-day treasury bills. This is assured through the fixed price tender effective for the first time in the offering of treasury bills dated May 12, 1943, wherein you are assured of acceptance of tenders for 90-day bills up to \$100,000 at 99.905 per \$100. This brings you \$95 each quarter or at the annual rate of \$380 for each \$100,000 of bills.

If you invested \$50,000 in  $\frac{7}{8}$  per cent certificates of indebtedness and \$50,000 in treasury bills your annual rate would be \$627.50.

This will help you recoup at least a part of the cost of extra clerical help required for war bond sales and ration banking. The Iowa law requires that state chartered banks obtain the approval of the superintendent of banking for the pledging of securities against such an account but you may be assured this will be promptly given upon request. You are not required to pay Federal Deposit Insurance Corporation assessment nor carry reserves against such an account. It will pay you to qualify, which is a simple operation.

There is nothing mysterious about this type of operation. It is different from the way we learned to operate but it is the 1943 streamlined method. Except for those of you who continue to have a good local demand for prime loans there is no other way to operate than to reduce the rate of interest

(Turn to page 45, please)



H. N. THOMSON  
President  
Presho

## SOUTH DAKOTA NEWS

Acting Secretary  
MILDRED STARRING



GEORGE M. STARRING  
Secretary-Treasurer  
Huron  
(In the Service)

### Yankton Debits Show Big Increase

The volume of bank debits in Yankton for the month of April, 1943, was 42 per cent greater than for the same month a year ago, while figures for this year to date showed a 43 per cent increase in debits when compared with the same four months of last year.

For South Dakota as a whole, the April debits total was only 40 per cent higher than for the same month last year, while for the four month period the increase for the state as a whole was only 28 per cent, compared with Yankton's 43 per cent.

For the entire ninth Federal Reserve District, which includes all of Minnesota, Montana, South Dakota, and portions of Michigan and Wisconsin, the April, 1943, debits were only 39 per cent above April, 1942, and for the January-April period the gain for the district was only 22 per cent.

This business indicator therefore shows that Yankton is well ahead of both the state of South Dakota and of the ninth Federal Reserve in the increase over a year ago.

### Beck Heads New South Dakota Bank

A. J. Beck, Elk Point attorney, was named president of the Bank of Union County at a meeting of stockholders. The bank opened on Monday, May 3d, succeeding the Union County Bank which began voluntary liquidation on that date.

Other officers elected were O. D. Hansen, executive vice president, who comes from the American State Bank in Yankton; Martin Kothe, cashier, who has spent several years as examiner for the South Dakota banking department; E. R. Arneson, vice president, who has headed the state seed and feed loan program; Maxwell Bird, assistant cashier, who has been associated with the former bank in that capacity.

The board of directors will be com-

posed of A. J. Beck, O. D. Hansen, Ivar Hayhome, E. R. Arneson and Edward Holden.

### Bank Head Succumbs

K. E. Jacobson, president of the Farmers State Bank of Canton, South Dakota, died last month. He would have been 70 in July.

Born in Lincoln county, he had resided in Canton all his life, attended Augustana Academy, and for 35 years had engaged in banking.

E. M. Dean, who has been cashier of the bank for many years, was elected president to succeed Mr. Jacobson; P. S. Paulson, vice president, and H. E. Iverson, cashier. C. E. Anderson was elected to complete the unexpired term of Mr. Jacobson on the board of directors. Other members of the board are Knute Ulrickson, O. G. Laxson and Harold Bogue.

### Liquidator's Office Closed

Liquidation office of Federal Deposit Insurance Corp., Receiver Whitewood Banking Co., and St. Onge State Bank establishment, Whitewood, South Dakota, banking house, closed May 1st. Liquidation work is practically completed and in the future this work will be handled from the F.D.I.S. Liquidator's office at Ipswich, South Dakota.

### Assistant Resigns at Oldham

H. E. Halligan, who has been employed as assistant cashier at the Oldham State Bank, Oldham, South Dakota, for several months, severed his connection with that institution the first of May and returned to his home in Bryant.

### Quits Drugs to Become Banker

After having been employed as a pharmacist in the Olson drug store since coming home from the first world war, Basil Langan is going into banking as an avocation as well as an investment.

Langan has for some years been a

member of the board of directors of the Farmers State Bank, Flandreau, South Dakota, and is now working as a teller in the institution, aiding to fill in the gap created when C. H. Whealy recently retired from the organization to move to California.

### Bank Opens Branch At Technical School

A branch office of the Northwest Security National Bank was opened at the Technical School, AAFTTC, in Sioux Falls, South Dakota, for the convenience of army post personnel, it was announced by R. M. Watson, president of the bank.

Under the management of G. Oliver Nordby, previously assistant cashier at the downtown bank, the branch will offer all banking services, including savings and checking accounts, bank drafts and the sale of war bonds.

The office will operate under a special permit from the United States treasury department.

No charge will be made for the cashing of government checks at the post, it was announced.

## Brief News from Sioux Falls

A BRANCH office of the Northwest Security National Bank was opened last month at the Army Air Forces Radio School in Sioux Falls, for the convenience of post personnel, it was announced by R. M. Watson, president of the bank.

Under the management of G. Oliver Nordby, previously cashier at the downtown bank in Sioux Falls, the branch offers all banking services, including savings and checking accounts, bank drafts and the sale of war bonds. The office operates under a special permit from the United States treasury department.

C. A. Christopherson, president of the Union Savings Bank, received wide recognition in the press of South Dakota for an address on the dangers of inflation, prepared for delivery before the Sioux Falls Rotary Club.

Calling for a substantial increase in federal taxes Christopherson said, "Winning the war is our first job, but we should have the courage and intelligence to preserve our domestic economy and to make sure that the American dollar is worth 100 cents after the war."

Christopherson was also called upon to give the main address at a program May 17th, sponsored by the Sons

Northwestern Banker June 1943



of Norway and marking the Norwegian Independence Day.

Speaking on "Norway and the war," he reviewed events which made the day significant and paid tribute to the influence which the peace-loving country has exerted in a world at war.

## THE NEW YORK TRUST COMPANY

*Capital Funds . \$45,000,000*



100 BROADWAY

MADISON AVENUE  
AND 40TH STREET

TEN  
ROCKEFELLER  
PLAZA

★  
BUY  
WAR  
BONDS  
★

*Member of the Federal Deposit Insurance Corporation*

Minnehaha county reached 151 per cent of its quota in the Joe Foss Victory Loan campaign, organized by a war finance committee of Sioux Falls bankers, final tabulation revealed in May.

Total war bond purchases were \$4,009,889.26, on a county quota of \$2,750,000. **W. W. Baker**, president of the First National Bank and Trust Company, was chairman of the war finance committee. Other members were **R. M. Watson**, president of the Northwest Security National Bank; **T. M. Hayter**, vice president of the First National Bank and Trust Company; **T. S. Harkison**, vice president of the National Bank of South Dakota, and **W. C. Duffy**, vice president of the Union Savings Bank.

Sioux Falls bankers lost an honored friend last month, with the death May 3rd of **K. E. Jacobson**, 69, president of the Farmers State Bank at Canton, South Dakota. Mr. Jacobson had lived in Lincoln county his entire life, and had been engaged in banking for 35 years.

**John Barton**, vice president of the Northwest Security National Bank, and **F. J. Cinkle**, cashier of The National Bank of South Dakota, were named as team captains in the annual YMCA-YWCA joint finance drive in Sioux Falls. A goal of \$27,500 was established in the campaign designed to obtain funds for expansion of the "Y" youth program in Sioux Falls. Cinkle's team was the first to reach its goal, reporting subscriptions totaling 101 per cent of its quota on May 16th.

At their May meeting, directors of The National Bank of South Dakota,

accepted the resignation of **George K. Brosius**, assistant manager of a branch bank at Vermillion, South Dakota. A veteran of the banking business, Brosius was elected to the bank's advisory board.

Sioux Falls bank clearings registered a decline during April, when compared with record March levels, it was reported by **C. A. Christopherson**, as president of the Sioux Falls Clearing House Association. But the showing continued strong when compared with levels of a year ago.

Without the stimulus of income tax payments, bank clearings were reported at \$13,023,666.51 for the month, an amount 30.9 per cent above the April, 1942, level, when clearings were \$9,942,593.15.

The increase reported in March was 47 per cent above the previous year's level.

Another reason for the slump was a sharp decline in the cash value of livestock receipts at the Sioux Falls stockyards, where the gain of 33.3 per cent over the 1942 level compared with a 60 per cent gain in March.

**Pierce H. McDowell**, vice president and trust officer of the Northwest Security National Bank, has been recognized by representatives of the United States navy for yeoman service in assisting recruiting. McDowell is chairman of the local committee for naval officer procurement.

Reorganization of the Sioux Falls chapter of the Izaak Walton League for 1943 found **William Perrenoud**, cashier of the First National Bank and Trust Company, appointed chairman of the Split Rock Lake committee. The Split Rock project calls for construc-

## Serving "The Hills" Since Gold Rush Days

**T**HROUGH our main office and several of our branches, we have served South Dakota and the Black Hills for more than half a century. We take pride in the development and progress of the State and the area which we serve, and we continue to offer increasingly complete banking facilities to this region.

## First National Bank of The Black Hills

RAPID CITY • LEAD • DEADWOOD • BELLE FOURCHE  
HOT SPRINGS • STURGIS • SPEARFISH • NEWELL

*Serving the Entire Black Hills Territory*

AFFILIATED WITH NORTHWEST BANCORPORATION • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

*Northwestern Banker June 1943*

## • SOUTH DAKOTA NEWS •

tion of a large artificial lake four miles east of Sioux Falls immediately after the war. Land to be inundated has already been purchased by the South Dakota Game and Fish Commission.

As state treasurer of Ducks Unlimited, Inc., Perrenoud has also been busy showing wild life films at meetings of service clubs throughout southeastern South Dakota.

### 1943 STREAMLINED BANKING

(Continued from page 28)

paid; obtain fees for services rendered; and go all out in governments. A well balanced program of bank investment in government bonds is a requisite. It is quite possible to obtain a fair yield without going beyond 10-year maturities and by keeping the major portion of the investment maturing within five years. A bank's investment program must work year in and year out under all conditions, providing a regular flow of income. Spaced maturities of U. S. bonds will provide that income and will not be hazardous from an inventory standpoint.

Holding idle cash in anticipation of an increase in interest rates is a policy that can not be supported by sound reasoning. It is not being conservative as some bankers think. It is pure speculation and in the meantime income is not coming in.

Increase in deposit totals will be with us for a long time. We must learn to make profits from them even though we are required to operate on a smaller margin than previously.

### In War Finance Drive

One out of every three of the nation's bank employes was actively engaged in the Second War Loan drive which culminated in the sale of more than eighteen billion dollars of government securities during the month of April, according to a nationwide survey made by the American Bankers Association, the results of which were presented to the Secretary of the Treasury by the A. B. A.

The survey shows that 97,800 out of a total of 280,000 people employed in the banks throughout the country took an active part in the three weeks' campaign, while at the same time banking activities were continued without interruption through the redoubled efforts of all.

More than 11,000 of the nation's 15,700 commercial banks, savings banks, and trust companies participated in the survey which showed that

97,852 bank people took an active part in the three weeks' campaign and that in most communities bankers served as chairmen of local War Finance committees.

This service of the banking fraternity to the nation's war effort was acknowledged by Henry Morgenthau, secretary of the treasury, in a letter to A. B. A. president W. L. Hemingway as follows:

"The bankers of the nation played a large part in the successful First War Loan drive. The results obtained in the Second War Loan drive clearly

indicate that the bankers entered with even greater energy and enthusiasm the task of making this drive the success that it was. I know that we can continue to count on the fine cooperation of the American Bankers Association and its member banks for which we are most appreciative."

### Louder, Please

Testimonial to patent medicine concern: "For nine years I was totally deaf, but after using your ear salve only ten days, I heard from my brother in Nebraska."

### STATEMENT OF CONDITION

## NORTHWEST SECURITY NATIONAL BANK

of Sioux Falls, South Dakota

*"South Dakota's Leading Bank"*

December 31, 1942

### RESOURCES

|  |                        |
|--|------------------------|
| Cash on Hand, in Federal Reserve Bank, and Due from Banks and Bankers .....  | \$6,706,993.05         |
| U. S. Government Obligations.....  | 8,416,234.85           |
| State and Municipal Bonds.....   | 703,394.27             |
| Other Bonds and Securities.....  | 445,430.79             |
|  | <hr/>                  |
| Stock in Federal Reserve Bank in Minneapolis.....  | \$16,272,052.96        |
| Overdrafts .....   | 30,000.00              |
| Loans and Discounts.....   | 1,845.21               |
| Banking Houses, Furniture and Fixtures.....  | 4,676,788.44           |
| Includes Banking Houses at Sioux Falls, Brookings, Chamberlain, Dell Rapids, Gregory, Huron and Madison, all clear of encumbrance. | 344,516.51             |
| Interest Earned but not Collected.....   | 71,500.97              |
|  | <hr/>                  |
| <b>TOTAL.....</b>  | <b>\$21,396,704.09</b> |

### LIABILITIES

|  |                        |
|--|------------------------|
| Capital Stock—Common .....                           | \$ 500,000.00          |
| Surplus .....  | 500,000.00             |
| Undivided Profits and Reserves.....                  | 192,747.14             |
|  | <hr/>                  |
| Reserve for Interest, Taxes, and Other Expenses..... | \$ 1,192,747.14        |
| Interest Collected but Not Earned.....               | 53,037.40              |
| Deposits .....                                       | 10,798.34              |
|  | <hr/>                  |
| <b>TOTAL.....</b>                                    | <b>\$21,396,704.09</b> |

### BRANCHES AT

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

and

ARMY AIR SCHOOL AT SIOUX FALLS

FRED H. HOLLISTER  
Chairman

RALPH M. WATSON  
President

Member Federal Deposit Insurance Corporation  
Affiliated with Northwest Bancorporation

*Northwestern Banker June 1943*





J. O. MILSTEN  
President  
Belfield

## NORTH DAKOTA NEWS



C. C. WATTAM  
Secretary  
Fargo

from 1934 to 1939 and was a director of the First State Bank of Hebron, N. D., in 1938-39. He has been at the Merchants National in Fargo for three and one-half years.

**William Stern**, president of the Dakota National Bank of Fargo and a member of the Northwest Airlines, Inc., board of directors for many years, has been named assistant to the president of the Northwestern Aeronautical Corporation, Minneapolis.

Mr. Stern will serve as assistant to **John E. Parker** of Washington, D. C., president of the Northwestern Aeronautical Corporation who is a nationally known leader in the investment banking field, being associated with Auchincloss, Parker and Redpath at Washington.

A glider recently used on a test flight was equipped with two light detachable motors and was the first of its kind so used. The Northwestern Aeronautical corporation is a year old and has been building troop transport gliders in the Twin Cities.

Founded in 1893 by the late **Herbert L. Loomis**, the **Northwestern Mutual Savings and Loan Association** on May 15th observed its fiftieth anniversary.

In those 50 years, the Northwestern Mutual Savings and Loan Association has enjoyed continuous growth and today has more than 6,000 investors. Since its organization, it has closed 13,829 loans on homes, aggregating more than \$37,000,000. Assets of the firm has increased from \$364,407.35 on June 30, 1903, to \$4,156,757.04 on May 1, 1943.

At the time of the firm's founding, Mr. Loomis was assistant cashier of the Citizens National Bank of Fargo. He served actively with the association until his death on May 28, 1938.

**H. H. Woledge**, active president since 1938, joined the association in 1901. **A. M. Cornwall**, vice president and secretary, joined Northwestern in 1910. **James McGuigan**, vice president and treasurer, joined in 1906; **Miss Inga Nordhaug**, assistant secretary, in 1907; **L. F. Mische**, assistant treasurer, in 1929; **H. H. Woledge, Jr.**, assistant treasurer, in 1938; **Ruth Howard**, in 1923, and **William W. Woledge**, in 1942.

Directors are **H. H. Woledge, Sr.**, **Mr. Cornwall**, **Mr. McGuigan**, **L. B. Hanna**, **W. H. Shure**, **H. F. Emery** and **H. T. Alsop**, all of Fargo.

**Clarence H. Olson**, cashier of the Merchants National Bank and Trust Company of Fargo, has been elected commander of the Gilbert C. Grafton post of the American Legion in Fargo.

### Completes Reorganization

W. H. Westergaard, C. B. Neal, Ronald Crighton, R. G. Rasmusson and J. M. Brown have been announced as new directors of the First National Bank of Williston, North Dakota.

The announcement came after the procedure of reorganization had been completed, following sale of controlling interest in the bank by J. Arthur Cunningham and Mrs. A. F. Windel.

After the stockholders of the bank had named the directors, the board organized by electing Mr. Westergaard as president, Mr. Neal as executive vice president, and Mr. Rasmusson as cashier, a position he has held since 1939.

There will be no change in the clerical force of the bank, it was announced. Ruby Morehouse and M. A. Thorson were named assistant cashiers, and Jean Emde, Sylvia Larvick and Arlene Snyder remain as tellers and bookkeepers.

### Purchases Controlling Interest

O. A. Refling, of Drake, has purchased the controlling interest in the First National Bank of Bottineau, North Dakota, it was announced recently.

Refling has held an interest in the bank at Bottineau for several years, and has been serving as its president.

He is also president of banks in Drake and in Fessenden.

### Redecorates Bank

Redecorating and repair work is being done on the First State Bank of Munich, North Dakota.

### Changes Positions

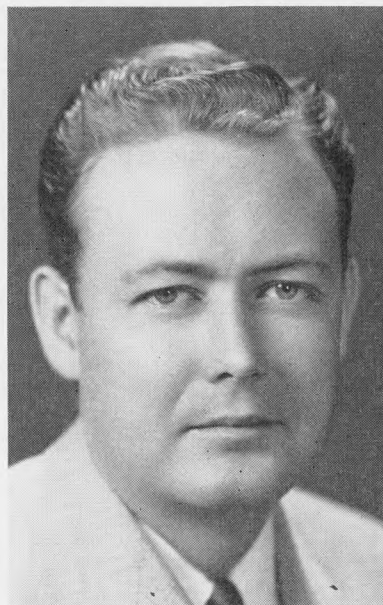
Merrill O. Nelson has resigned his position at the First State Bank of Benson, Minnesota, to accept a position as assistant cashier of the Northwestern State Bank at Hillsboro, North Dakota, and assumed his new duties recently.

*Northwestern Banker June 1943*

### Fargo News

**R. H. BARRY**, assistant cashier of Merchants National Bank and Trust Company of Fargo, has been appointed executive vice president of the Fargo Chamber of Commerce, announces J. D. Farnham, chamber president.

In the banking business in North Dakota and Minneapolis for the last ten years, Mr. Barry has submitted his resignation to the Merchants Na-



R. H. BARRY

tional Bank and Trust Company but will not make the change until a successor is chosen. However, the move is expected about June 15th.

W. P. Chesnut, chamber secretary, who suffered a heart attack five months ago, has been given a year's leave of absence.

Mr. Barry began his banking career with the credit departments of the First National Bank of Minneapolis and the First Service Corporation of Minneapolis and was with the First National Bank of Bismarck, N. D.,

He succeeds A. I. Johnson, Fargo attorney.

Two Fargo bank employees have been elected to offices in the Fargo Junior Chamber of Commerce. **W. R. Braseth** of the trust department of the Merchants National Bank and Trust Company, was named second vice president, and **Ward Dwight**, assistant cashier of the Fargo National Bank, was named treasurer.

**Marvin Campbell**, formerly with the Walsh County State Bank at Grafton, N. D., recently was promoted to captain in the army while on maneuvers in Tennessee. He entered the army in February, 1941, and was commissioned a second lieutenant in May of 1941.

Marked increase in the marketing of livestock, grain and other farm products is reflected in the 22 per cent increase of April bank debits in Fargo over the same month a year ago, in the opinion of Fargo bankers.

Bank debits, as shown in the Minneapolis Federal Reserve report for April, showed a figure of \$30,293,000, as compared to \$24,751,000 for April 1942.

Some purchases of war savings bonds during the April campaign are reflected in that increase, bankers say, but the increase for that purpose would amount to about \$2,000,000.

Remainder of the \$5,542,000 boost reflects the increased marketing, they say.

A North Dakota banker and one from nearby Minnesota have been named as the finance advisory and planning board for the Fargo office of the War Production Board, which covers 19 North Dakota and 15 northwestern Minnesota counties, announces Paul W. Fawcett, manager of the WPB office. They are **Fred Orth**, president of the First National Bank of Grand Forks, and **O. U. Habberstad**, president of the Fergus Falls, Minn., National Bank.

### Fargo Bank Debits Up 20%

Booming bank debit records in Fargo and other North Dakota and northern Minnesota cities, reflect increased marketings of livestock, grain and other farm products in the opinion of Fargo bankers.

The Minneapolis Federal Reserve Bank reports that Fargo bank debits were \$30,293,000 in April as compared

with \$24,751,000 in April last year, a gain of \$5,542,000 or 22 per cent.

Some of this gain may be due to the bond sale campaign through April, as most of the Fargo purchases would be reflected in checks against individual accounts—in other words bank debits. But the Fargo purchases would only account for something over \$2,000,000 of the increase in April, and bankers comment that there were some bond sales in April last year, too.

"I think that, in large measure, the increase in bank debits is an evidence

of the larger numbers of livestock being marketed, increased sales of grain over a year ago, and the general increase in business transactions which comes from this increased farm income," said a Fargo banker.

Moorhead showed an even greater gain. The Moorhead debits in April were \$4,082,000 against \$2,603,000, a gain of \$1,479,000 or 57 per cent.

All North Dakota cities except Bismarck show a big increase in April debits compared to those of April, 1942.

## What Correspondent Banks Expect

Year after year correspondent banks receive from Central Hanover the service they want: speedy, accurate attention to regular banking business; assistance on investment portfolios; intelligent cooperation at all times.

CENTRAL  
HANOVER BANK  
AND TRUST COMPANY

NEW YORK



MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



*for*  
**87 Years**

# **SOUND BANKING SERVICE**



## **OFFICERS**

H. M. BUSHNELL, *President*  
 ELLSWORTH MOSER, *Executive Vice President*  
 V. B. CALDWELL, *Vice President*  
 ★R. H. MALLORY, *Vice President*  
 T. F. MURPHY, *Vice President*  
 H. W. YATES, *Vice President*  
 H. E. ROGERS, *Assistant Vice President*

C. Y. OFFUTT, *Trust Officer*  
 A. L. VICKERY, *Cashier*  
 E. E. LANDSTROM, *Assistant Cashier*  
 E. W. LYMAN, *Assistant Cashier*  
 N. L. SHOLIN, *Assistant Cashier*  
 E. C. McELHANEY, *Asst. Trust Officer*  
 H. T. UEHLING, *Assistant Trust Officer*

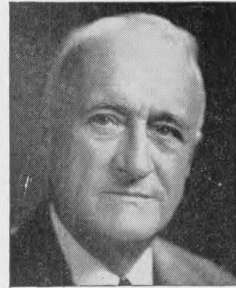
★ In service of the United States

*The*  
**UNITED STATES**  
*National BANK of Omaha*  
 MEMBER FDIC



R. F. CLARKE  
(On leave of absence  
with Red Cross)  
Papillion

## NEBRASKA NEWS



WM. B. HUGHES  
Secretary  
Omaha

### Takes Position With Fairbury Bank

John Rada, cashier and director of the Citizens National Bank of Tobias, Nebraska, resigned his position to accept a position with the First National Bank in Fairbury.

Mr. Rada has been connected with the Tobias bank for 22 years.

### New Bookkeeper

Miss Elaine Wapelhorst has joined the staff at the Farmers State Bank, Scribner, Nebraska, in the capacity of bookkeeper. She had been employed in the county treasurer's office at the Dodge county courthouse for the past 10 months.

### "Bob" Clarke in Australia

Robert F. "Bob" Clarke, president Banking House of A. W. Clarke, Papillion, Nebraska, has arrived safely in an Australian port, according to information relayed by the Red Cross headquarters in New York to his sister, Mrs. Doris Becker of Papillion.

He made the trip in one of the new Kiser Munitions ships and had been on the water perhaps six weeks, a long trip these days of air planes and other speedier means of transportation.

Mr. Clarke will be a district area supervisor, and will have charge of the Red Cross work looking after the welfare of several thousand of Uncle Sam's soldiers.

### To Coleridge

Alfred J. "Pete" Pilger, for a number of years cashier of the Osmond State Bank, Osmond, Nebraska, recently has accepted a position in the Coleridge National Bank at Coleridge.

### Joins Land Bank

Vernon Nelson, chief clerk in the Neligh, Nebraska, AAA office, has resigned his position, effective June 1st, and will become field man for the Federal Land Bank at Norfolk. Mr. Nelson has been associated with the AAA

most of the time in Neligh, since the AAA first was established.

### New Employee

Mrs. Stanley Wells is now employed at the Lexington State Bank, of Lexington, Nebraska. She was employed there for a time following her graduation from high school a year ago.

### Widow of Banker Dies

Mrs. Charles G. McEndree, 64, widow of the late Charles McEndree, president of the First National Bank, Central City, Nebraska, died at her home recently. She had been a Central City resident more than 50 years.

### New Bank at York

Plans are underway for the establishment of a new banking house in York, Nebraska, to be known as the York State Bank. A charter has been applied for and a suitable location is under discussion.

According to announcement the principal incorporators are Dean Sack, Andrew Grosshans, R. W. Smith and W. W. Harrington. With the exception of Mr. Smith, all the men named are well known residents and business men of York. Mr. Sack came to York from Gresham and Mr. Harrington now of Fairmont, was formerly from Lushton, while Mr. Grosshans has been engaged in business here for many years. Mr. Smith is from Iowa where he is at present serving as cashier of a bank in Boone and has a record of experience in the banking world.

### Gage County Bankers Meet

Bankers of Gage county, Nebraska, held a dinner meeting and round table discussion last month.

The bankers discussed various ways of fixing service charges, found there was nothing like uniformity among them, and the variations were wide. A simplified system was recommended by those who studied service charge problems.

L. Boyd Rist, Wymore, presided at the round table and Ivan Hedge, Filley, acted as secretary.

Bankers present were: Henry Grauman, Adams; Ed Chittenden and H. J. Riechers, Clatonia; C. C. Shoemaker and A. F. Harms, DeWitt; I. W. Hedge, Filley; Dick Reil and Wm. Vanderhook, Pickrell; L. B. Rist and Gordon Jones, Wymore; F. J. Patton, Blue Springs; A. Mayborn and W. E. Anderson, Diller; Wm. and Tom Stanosheck, Odell; E. A. Hubka, Walter Erickson and Alfred Henzel, Virginia; Tom Pogne, Liberty. Beatrice banks were represented by E. C. Howey, W. C. Black, R. W. Trefz, George Ryan, Homer Hobbs, E. W. Austin, J. H. Doll, W. W. Cook, Raleigh Mudge, Ray Grupe.

### Resigns as Assistant

Miss Dorothea Ehrenhard has resigned her position at the Farmers and Merchants National Bank in Ashland, Nebraska, and has accepted a position in the Iowa-Des Moines National Bank of Des Moines, Iowa. Miss Ehrenhard has worked in the F. & M. National Bank in Ashland for nearly seven years, and at the time of her resignation was assistant cashier.

### Colorado Bank Changes Ownership

The First National Bank at Wray, one of the oldest banks in eastern Colorado, passed into new ownership recently when M. B. Holland and Mr. and Mrs. P. J. Sullivan sold the controlling interest to C. L. Mann and A. L. Johnson of Denver. Mr. Holland and the Sullivan's started the bank first as a private loan establishment shortly after the turn of the century and later made it into a national bank.

### Strange Meeting in Tropics

A lonesome navy Seabee, far from his friends and home in Cedar county, Nebraska, was walking down the street of an army post somewhere in New Caledonia. His glance wandered through the window of a headquarters building. What he saw sent him dashing through the door.

"Where did you get that Bank of Hartington calendar?" asked Lawrence Frerichs, son of Mr. and Mrs. John D. Frerichs, Coleridge. "Is there anyone from Hartington here?"

A soldier called Tech. Sgt. Fredric J. Stevens, a former Bank of Hartington employe, who has been stationed in New Caledonia for some time. Although Stevens and Frerichs had never met before, they enjoyed a session about home folks.



## Tobias Bank in Liquidation

The directors of The Citizens National Bank of Tobias, Nebraska, have announced that they are placing their bank in voluntary liquidation. The announcement says:

"Owing to wartime conditions," the bank announces, "we are confronted with increasing difficulties in the way of transportation and securing competent help. Due to this, and with the increasing difficulty of securing suitable bank loans, the directors of this

bank have deemed it wise to pay off our depositors and creditors."

On and after Monday, May 10, 1943, the Citizens Bank of Tobias announces that "the bank will accept no deposits and will be prepared to pay all depositors and other creditors upon proof of their claims."

## Speaks at Tapping Ceremonies

Edward J. Hunwaldt, Grand Island, Nebraska, banker, was the featured

speaker at the National Honor Society's tapping ceremonies at Central City High School May 26th.

## Former Genoa Banker Dies

Funeral service were held recently at the Mrs. Anna B. Pugsley home for Bernard Gorman, 60, former president of the First National Bank of Genoa, Nebraska, who died in San Francisco after a short illness.

His wife accompanied the body back from the coast. Burial was at Genoa Cemetery.

## Names New Officers

The Nebraska League of Savings and Loan Associations named Phil Hockenberger of Columbus its president, and 95-year-old T. L. Matthews of Fremont, dean of state association officers, as president emeritus again.

Selected as vice presidents were Will Rowe, Fremont; C. E. Grundy, Grand Island, and E. M. Boyington, McCook. Leslie E. Martin, Omaha, was elected secretary-treasurer.

## Retired Banker Dies

Stephen P. Duncan, 59, retired banker of Crawford, Nebraska, died last month of a heart ailment at an Omaha hospital where he had been a patient since last January.

## Assistant Leaves for Army

M. C. Blazek, assistant cashier of The Howells State Bank, Howells, Nebraska, has enlisted in the officers training course of the United States armed service and left for service last month.

Edward J. Honcik has been employed as bookkeeper to assist at the bank, according to L. R. Coufal, president.

## RATION BANKING

Most banks are taking Ration Banking in stride. It's just another splendid contribution to the war effort which lends to the complexities of rationing a swift transfer of credits and a much needed audit control not possible thru any other agencies. One more service stripe for the fraternity!

Because there is little possibility for profit you must watch your supply costs. Don't overload. Don't buy large quantities. Watch those inventories. Just think! As this is written you are carrying six different types of checks and six different types of deposit slips—to say nothing of other necessary forms—and the chances are that the number will be expanded even more. This certainly establishes the need for conservation. Perhaps it is a nuisance to buy small and often, but that's the only safe thing to do as far as ration forms are

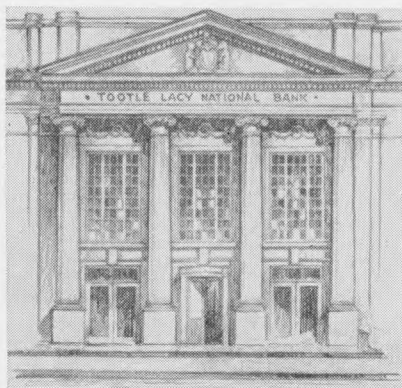
concerned. Here at De Luxe we started binding checks 25 to the book and deposit slips 50 to the pad in order to make them stretch twice as far during the initial stages of the program. We are glad we did because otherwise inventories would by now be out of bounds.

Incidentally, as a further aid to conservation, we have developed an "all-purpose" Proof Sheet that we think you will like. Sells at \$1.25 for one hundred and \$1.00 for each additional one hundred. And of course we still carry all the approved Resolution Forms. When you have occasion to re-order any Ration Banking forms that need to be imprinted try, if possible, to allow two weeks for delivery. Parcel post and express shipments just aren't getting thru on schedule and it is necessary to allow for delays. Our five plants are pushing the orders thru very fast but delays in transit are beyond our control.



Manufacturing Plants at

NEW YORK CLEVELAND CHICAGO KANSAS CITY ST. PAUL



# The TOOTLE-LACY

SINCE 1889 WE HAVE SPECIALIZED AS "A BANKERS' BANK"

Northwestern Banker June 1943



## Omaha Clearings

**M. E. Welsh, Jr.**, former vice president of the Federal Land Bank of Omaha, has been confirmed as president of the Federal Intermediate Credit Bank of Omaha by A. G. Black, governor of the Farm Credit Administration at Washington.

Welsh took over his new duties last month. He was nominated for the post by FCA directors at a previous monthly meeting, after **Charles McCumsey**, named as president originally, was rejected by Black.

Black's "veto" of McCumsey "clarified the record," McCumsey commented, and added: "I am completely satisfied."

McCumsey said he had agreed to allow the directors to nominate him for the intermediate credit bank post only after he had been "assured" that he would be acceptable to Black. "The record is now clear," said McCumsey. "It is only Black who doesn't want me—not the farmers and ranchers of the four states in the Omaha district."

McCumsey said his friction with Black dates back to 1940, when he refused to support the Jones-Wheeler bill because he thought it would socialize machinery of the farm credit

administration. McCumsey favored continuation of the cooperative principles upon which the system was founded, he said.

"I am against any program for complete centralization of authority in a governmental lending system, which takes away local authority and responsibility," McCumsey declared.

**Alvin E. Johnson**, president of the Live Stock National Bank of Omaha, entertained at dinner recently at the Fontenelle Hotel in Omaha for Glenn Martin of Baltimore, president of the Glenn Martin Company, airplane manufacturers, and for Mr. Martin's mother, Mrs. Minta Martin, who stopped in Omaha on their way to the east from California.

Sharing honors were Mr. and Mrs. G. T. Willey, newcomers to Omaha from Baltimore. Mr. Willey is new manager of the Martin Company's Omaha bomber plant.

Governor John W. Bricker of Ohio has written Mr. Johnson, inviting the Omahan to visit him when he is in that part of the country. Mr. Johnson met Governor Bricker (often mentioned as a GOP presidential possibility) when

the latter was in Nebraska to speak at the Republican Founder's Day observance at Lincoln in March.

**Edwin H. Van Horne**, president of the Federal Land Bank of Omaha, recently conferred the 50-year Masonic membership badge on his father, **H. C. Van Horne**, of Pawnee City, Nebraska, at a ceremony there.

Both father and son are members of Pawnee City Lodge No. 23, A. F. & A. M., and the father is the oldest active banker in Nebraska, having served the Farmers' State Bank at Pawnee City more than 50 years.

Nobody in the United States is going to go hungry, R. M. "Spike" Evans, agricultural member of the board of governors of the federal reserve bank system and former national AAA administrator, said in Omaha recently.

He conferred at Omaha with **Lloyd H. Earhart**, managing director of the Federal Reserve Bank's Omaha branch and **H. G. Leidy**, president of the Federal Reserve Bank of Kansas City.

There will be plenty of staples, although people may have to cut out the fancy items in their diet, he predicted. "We will be better fed than any combat nation in the world," said Mr. Evans, a native of Laurens, Iowa, where he still owns and operates an 800-acre farm.

The number of employees of the Federal Land Bank of Omaha, which serves four states, has been reduced from a peak of about 1,500 several years ago to fewer than 500 now, it was announced recently.

This is due, it was explained, to a marked and "welcome" shrinkage in the bank's farm holdings. Four years ago, the bank had acquired, through foreclosures, a total of about 10,000 farms and ranches in Nebraska, Iowa, South Dakota and Wyoming. Today the number of farms held by the bank is less than 1,000, mostly in Nebraska and South Dakota.

# NATIONAL BANK ST. JOSEPH, MO.

**MILTON TOOTLE, JR.**  
PRESIDENT

**GRAHAM G. LACY**  
VICE PRESIDENT

**E. H. ZIMMERMAN**  
VICE PRESIDENT

**MILTON TOOTLE, III**  
VICE PRESIDENT

**R. E. WALES**  
CASHIER

**FRED T. BURRI**  
ASST. CASHIER

*Member Federal Deposit  
Insurance Corporation*



The farms sold have been purchased almost entirely by former farm tenants, or by farm owners who increased their acreage.

**Eugene W. Burdic**, 81, former Washington county commissioner 20 years and active in banking for 30 years, died recently in Omaha at the home of a daughter, Mrs. Robert Daugherty. He came to Nebraska in 1878, settled on a farm near Herman.

His wife, three sons, including Lloyd and Neil, of Omaha, also survive. After services in Omaha, rites were held at the American Legion hall at Herman, Nebraska. Burial was at Herman.

**Stephen P. Duncan**, 59, retired banker of Crawford, Nebraska, died May 15th of a heart ailment at an Omaha hospital, where he had been a patient since January.

Survivors include his wife, one

daughter, Mrs. Kathleen Houston of Crawford; one son, Donald, of Omaha. Dr. John W. Duncan and James T. Duncan of Omaha are brothers. Mrs. Frank Davis of Crawford and Misses Frances and Ann Duncan and Mrs. Frank Roth of Omaha are sisters. Rites were held in Omaha at St. Cecelia's Cathedral, with burial in Holy Sepulcher cemetery at Omaha.

**Ford E. Hovey**, president of the Occidental Building and Loan Association of Omaha, attended a meeting of the executive council of the United States Savings and Loan League in Chicago recently.

For the first week in May, Omaha bank clearings showed a gain of 63 per cent over the same week a year ago, while bank debits at Omaha were higher by 55 per cent.

### *You Said It*

Nit: I hear they're rationing shoes.

Wit: Yeah, everything for defense—nothing for defeat.

### *Won at Last*

"See how the bride is blushing."

"That's no blush—that's the flush of victory."

### *Arithmetic Problem*

Mother: "I certainly hope they make an example of that silly aviator who looped-the-loop fifteen hundred times in three hours."

Willie: (At his arithmetic lesson): "They will, Mother, they will!"

### *Quiet, Please*

"Don't send me letters full of your troubles at home," writes a soldier from New Guinea. "I want to enjoy this war in peace."

## *Urgent* MEMO to Loan Officers

**R**ight now is the time to see your customers in the milling business — about new wheat loans. The trend is for millers to get the wheat in their own elevators where they have direct control over it.

In order to do this, many of them will need working capital loans to carry this extra inventory. We, at St. Louis Terminal

Warehouse Company, can protect these loans for you by establishing a field warehouse on your customer's premises. You hold the warehouse receipts as collateral until the loan is repaid.

Call a St. Louis Terminal representative and let him give you the details.

----- To ST. LOUIS TERMINAL WAREHOUSE CO. -----

832 Clark Avenue, St. Louis, Missouri

☐ Without obligation please send me complete information on Field Warehouse Inventory Loans.

☐ Have a representative stop in to see me.

Name.....Title.....

Bank or Firm.....

Address.....

City.....State.....

*at the*  
**CROSS ROADS**

→ OF THE NATION IS OMAHA  
→ OF OMAHA IS THE 1<sup>ST</sup> NATIONAL BANK

PLUS

OVER 85 YEARS OF EXPERIENCE  
MAKES THIS HOME-OWNED BANK  
THE LOGICAL PLACE FOR SERVICE AND  
DEPENDABILITY---SEND US YOUR CASH ITEMS



## Lincoln Locals

**DONNA JEAN BRUSNAHAN** has resigned her temporary position with the Extension Service at the Agriculture College in Lincoln and has accepted a position with the Continental Nationwide Bank in Lincoln.

A "short" in the hand switch of the **National Bank of Commerce** elevator was the cause of two fire alarms.

Firemen were first called at 11:47 p. m. when the fire was discovered by the night watchman. Shortly after midnight they were again called to the bank building for the same reason.

There was only slight damage to the elevator, officials of the fire department said.

**Earl Johnson**, for some time assistant cashier of the Havelock National Bank, has accepted a position with the First National Bank in Lincoln.

Twelve women employees of the **First National Bank** were present at an informal meeting recently at the Lincoln Hotel.

The **Nebraska legislature** adopted the suggestion of Speaker Robert Crosby, North Platte, to eliminate "sugar coating" and express terms of interest in all bills relating to bank and finance company loans uniformly.

Crosby's motion empowers the bill drafters to term the rate of interest for finance companies at 36 per cent per annum on declining balances, and for small loans by banks at 18 per cent per annum.

Hubka's bill, as advanced, fixed the

interest at 3 per cent per month on installment loans of finance companies. This conflicted with a 9 per cent designation on installment loans by banks.

If the bills are approved in their present form, banks will be empowered to make small loans at one-half the interest rate charged by finance companies. These loans, by banks, will not apply on real estate where the statutory limit still is 9 per cent.

### Bank-by-Mail Envelope Dispenser

The First National Bank of Omaha has developed a unique method for giving out bank-by-mail envelopes; a miniature mailbox, which holds the envelopes and then dispenses them the same way paper towels are taken, has been most effective in pushing this service. John Lauritzen of the

First National developed the mailbox replica, and states that it has to be refilled more often than he had ever anticipated. The box is placed on the counter in the lobby.

### Changes at Burchard

Ben C. Wischmeier, vice president of the State Bank of Burchard, Nebraska, for the past ten years, passed away last month. The institution lost another employe when H. L. Schram, assistant cashier, joined the navy and left for Farragut, Idaho, for his basic training. Mrs. F. H. Obermann, wife of the cashier of the bank, has been drafted into service in the bank as assistant to replace Mr. Schram.

## NEWS AND VIEWS OF THE BANKING WORLD

(Continued from page 16)

where else. When in that fast approaching hour victory shall suddenly stand before our people, with its blessings in one hand and its burdens in the other, may they be found ready. But they will be ready only if their consent as free men, whose will dominates the decisions of the State, shall be purged of all things that are wisdom's enemies."

Have you heard the new definition of a **Conference** which is, "a group of men who individually can do nothing, but who, as a group, can meet and decide that nothing can be done."

**Claude F. Pack**, president of the Home State Bank of Kansas City, Kansas, and former president of the Kan-



### Three Service Features

We offer, among others, these three important service features of a bank which has "grown up" with the community it serves—

**QUICK SERVICE** in routing and presenting checks and drafts.

**DIRECT COLLECTION** of items.

**CORDIAL RELATIONS** with every transaction, based on years of continuous service.

*The*  
**CONTINENTAL NATIONAL**  
**BANK**  
*of*  
**LINCOLN**

Member Federal Deposit Insurance Corporation

### BANKS Bought and Sold

Confidentially and with becoming dignity

**BANK EMPLOYEES PLACED.**

**38 Years Satisfactory Service**

**THE CHARLES E. WALTERS CO.**  
OMAHA, NEBRASKA



sas Bankers Association, believes that the American Bankers Association has been doing a good job in fighting government competition and takes exception to some of the things which **E. E. Placek**, president of the First National Bank of Wahoo, Nebraska, has been doing in criticizing the A. B. A.

Mr. Pack has this to say about what the national organization has been doing:

"Recently, the Independent Bankers Association and the Nebraska Bank-

ers Association have both been very much in the headlines concerning their fight in combating competition from Federal lending agencies. While it is perfectly true that both organizations have recently conducted quite a vigorous campaign along those lines, very few of the rural banks of America know of the long and effective efforts which the American Bankers Association through its Washington office has exerted, before those who only recently joined the chorus appeared aware of the danger."

The United States Department of Commerce believes that when the war is over we will have an era of "unparalleled prosperity" in the United States.

**Lou E. Townsend**, assistant vice president and publicity director, Bank of America, San Francisco, California, and president of the Financial Advertisers Association, and **Mrs. Townsend** were in Des Moines last month visiting Mr. Townsend's cousin, **C. F. Townsend**, 3521 Kingman Boulevard, and their son, **Private Warren Townsend**, an army air crew student at Drake University.

While in Des Moines, Mr. Townsend was a luncheon guest of **Clifford DePuy**, publisher of the NORTHWESTERN BANKER.

**Charles B. Mills** was in the east recently to say goodbye to **Captain Miles M. Mills** and **Captain Charles B. Mills, Jr.**, both of whom have gone overseas. Charlie's son-in-law, **Colonel Shallene**, is still at Birmingham, and as Charlie says in a recent letter to the NORTHWESTERN BANKER, "With two grandsons in the navy, I feel proud to wear five stars."

Charlie is now at 808 Seventeenth Street, Moline, Illinois.

**Laurance Armour**, Chairman of the Board of the LaSalle National Bank of Chicago, has issued a very interesting booklet about his institution entitled "Wings to Victory—A Study of Modern Finance."

This is a folder that explains "modern finance for war peace" and tells the story of "Chicago's Most Modern Bank."

The booklet is a conversation between "Pop and Junior," both of whom are making a tour through the bank.

**Preston E. Reed**, Executive Vice President of the Financial Advertisers Association of Chicago has announced that **Dan R. Wessling**, president of the Wessling Services of Des Moines has been appointed Chairman of the membership committee of the F.A.A. for the Hawkeye state.

1863



1943

**C**ORRESPONDENT BANK Relations with The First National Bank of Chicago assure prompt handling of checks, notes, drafts and collections; afford facilities for the exchange of credit information, for checking investment portfolios, and other bank-to-bank services.

With The First National Bank of Chicago correspondent bank relationship is one of long duration, having been inaugurated in 1863. Today the Banks and Bankers Division is handling a nation-wide business, and invites accounts upon a basis that so long has proved mutually satisfactory.

**The First National Bank  
of Chicago**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

YOUR STATE BANKERS ASSOCIATION  
OFFICIAL SAFE, VAULT AND  
TIMELOCK EXPERTS  
**F. E. DAVENPORT & CO.**  
OMAHA

**Frank G. Burrows**, publicity director of the Irving Trust Company, New York, has announced the first of a series of advertisements for the Irving Trust Company, designed to show how American commercial banks are helping to win the war.

This series will be printed in color in the magazine *Time*, and the campaign is scheduled to run every third week until well into next year.

How bank credit is being employed to advance the war effort is the subject of the first advertisement. Those which follow will be based on actual instances of Irving financing in the production of mine sweepers, oil tankers, housing for war workers, food for civilian and military consumption and other essentials for war. Emphasis is being placed on the many war-time services being performed by commercial banks throughout the nation.

## A. I. B. Conference

COMPLETION of a program for the day and a half Wartime Conference of the American Institute of Banking, the educational section of the American Bankers Association, in Chicago, June 9-10, directed at finding solutions for the manpower problems of banks and the development of war-time chapter leadership, is announced by David E. Simms, national president of the Institute, who is assistant manager of the Salt Lake City branch of the Federal Reserve Bank of San Francisco.

The conference will be held at the Drake Hotel from noon Wednesday, June 9, through Thursday afternoon, June 10. It will consist of four sessions, these being a conference on manpower problems and solutions, another on chapter leadership, and two general business sessions, plus the annual national public speaking contest.

Decision to hold a briefed and streamlined meeting devoted to the most essential things was announced last December by the Institute's Executive Council in deference to wartime travel restrictions and bank manpower shortage.

The first session of the conference scheduled for Wednesday afternoon, June 9, will include addresses on the manpower problem and panel discussions on the training of women in banks, and meeting the educational needs of bank people.

The national public speaking contest will be held during the evening of the first day and will be followed by the first and brief business session.

The second general business session will be held Thursday morning, June 10. Officers will be elected at this session. The closing meeting will be on Thursday afternoon, June 10, with a conference on chapter administration, the theme of which will be the development of chapter leaders in war-time.

## Service Men Honored

The Chemical Bank and Trust Company recently unveiled in the lobby of its main office a plaque in honor of the 295 members of the staff who are

now serving with the armed forces. Percy H. Johnston, chairman of the board, made a short dedicatory address before the entire staff and the bank's string ensemble and chorus provided a musical background.

## Station T-N-T

"Here lie the remains of a radio fan, Now mourned by his many relations; He went to a powder mill, smoking his pipe, And was picked up by twenty-one stations."

**Always Ready  
With  
SERVICE  
PLUS!  
for  
Our Customers  
FIRST  
NATIONAL BANK  
ST. JOSEPH, MO.**

*Member Federal Deposit Insurance Corporation*



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## We can give you the banking service you want



Modern equipment and competent help makes it possible for us to offer prompt and satisfactory service not only on transit items but on all your requirements as a correspondent

### OFFICERS AND DIRECTORS

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|  | PAUL HANSEN<br>Cashier                                     |  |
| L. V. PULLIAM<br>Asst. Cashier               | C. G. PEARSON<br>Asst. Cashier                             | H. H. ECHTERMEYER<br>Asst. Cashier       |
| W. P. ADKINS<br>Chairman                     | L. S. BURK<br>Chicago                                      | H. B. BERGQUIST<br>Coal and Grain        |
| T. E. GLEDHILL<br>Farmer                     | JAS. J. FITZGERALD<br>Pres. Commercial Sav.<br>& Loan Assn | LEO T. MURPHY<br>Mgr. Allied Mills, Inc. |
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|  | J. L. WELSH<br>Butler-Welsh Grain Co.                      |  |

# LIVE STOCK NATIONAL BANK

## O M A H A

*Resources over \$45,000,000.00*

*Member Federal Reserve System and Federal Deposit Insurance Corporation*



**B. A. GRONSTAL**  
President  
Council Bluffs

## IOWA NEWS



**FRANK WARNER**  
Secretary  
Des Moines

### Retires After 46 Years of Service

After more than 46 years of continuous service with the Cresco Union Savings Bank, Cresco, Iowa, W. H. Tillson has resigned as vice president and retired from business.

When Mr. Tillson commenced as an employe in the bank in March, 1897, his brother-in-law, the late Robert Thomson, was president of that institution. In April, 1898, Mr. Tillson was elected a member of the board of directors. He was chosen vice president in 1910 and so continued through the remainder of his banking career.

Following Mr. Tillson's resignation, the board of directors elected A. J. Thomson, president; J. A. Thomson, vice president; J. P. Thomson, cashier, and M. H. Webber, Miss Alice M. Davis and Miss Frances Handke, assistant cashiers.

### New Assistant at Laurens

Blaine Gildea of Lytton, Iowa, has accepted a position in the Laurens State Bank, replacing Don Miller at his post.

Don Miller will be on a leave of absence from the bank for the duration only, and his job will be waiting for him, when he returns, according to E. K. Winne, bank president.

### Joins Bank Staff

S. J. Marshall, former Atlantic dry-goods merchant and school board member, began work recently at the Whitney Loan and Trust Company Bank, of Atlantic, Iowa, and Paul Sand-

horst, employed at the bank for the last four years, has been promoted to assistant cashier.

### Scott County Bankers Meet

Gerhard Bruns, vice president of the New Liberty Bank and Trust Co., was elected president of the Scott County Bankers' Association at the annual meeting held recently in Davenport, Iowa. He succeeds Louis Martin, assistant cashier of the First Trust and Savings Bank, Davenport.

Other officers elected were: C. C. Brown, assistant cashier of the Farmers' Savings Bank of Princeton and LeClaire, and Loyd Fromme, cashier of the Northwest Bank and Trust Co., Davenport, secretary-treasurer.

A dinner preceded the meeting, with all banks in the county represented.

### New Cashier

Miss Betty Johnson, daughter of Mr. and Mrs. Conrad Johnson is now the new cashier at the First National Bank of Newell, Iowa. She is filling the vacancy of Eleanor Johansen who resigned previous to her marriage. Miss Johnson was employed at the Peterson, Iowa, bank before coming back to Newell.

### Wilkinson Retires as Bank Head

C. O. Wilkinson, a leading figure in the organization of the United Home Bank and Trust Company in Mason City, Iowa, has announced his retirement as president and director of that institution.

Mr. Wilkinson has disposed of his holdings in the bank to associates and plans to retire permanently from the banking field, in which he has been interested for some 35 years. He will devote his time to management of farms he owns in north and central Iowa.

E. W. Clark, chairman of the board, was named to take Mr. Wilkinson's place as a president, holding both offices. A. J. Marshall was named to fill the vacancy on the board. R. A. Potter is cashier and C. F. Weaver, assistant cashier.

### Changes at Grundy National

Dale Bee was named cashier of the Grundy National Bank, Grundy Center, Iowa, succeeding Thomas J. Neesen who resigned April 1st.

Marcella Wanitschke has been engaged as bookkeeper.

### Trust Officer and Assistant Cashier

George B. Aden, widely known Webster City, Iowa, attorney, has just been elected trust officer and assistant cashier by the board of directors of the Farmers National Bank of that city.

He entered upon his new duties June 1st.

### Resigns as Cashier

A. J. Schueler, for the last 16 years cashier of the Alburnett State Bank, has disposed of his stock in the bank and resigned. M. M. Strait, president of the bank, will become active for the present.

Deposits are now between \$700,000 and \$800,000.

### Former Bank President Dies

Services were held last month for Henry A. Giese, 83, who died of a heart attack at his home in Baxter, Iowa. He formerly was president of the Baxter bank and had extensive property holdings there.

### Marshall County Bankers Elect

Cecil Orr, cashier of the Security Savings Bank of Marshalltown, Iowa,



**SCARBOROUGH & COMPANY**

*Insurance Counselors to Banks*

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative  
Des Moines, Iowa



has been elected president of the Marshall County Bankers' Association to succeed W. L. Haesemeyer, president of the Central State Bank of State Center. Hugh McCleary, cashier of the Peoples Savings Bank at Laurel was named vice president and F. J. Paul vice president of the Fidelity Savings Bank of Marshalltown was chosen secretary-treasurer.

### New Assistant at Modale

Mrs. Pearle Jones has accepted the position of assistant cashier at the

Modale Savings Bank replacing Miss Marietta Vittitoe who resigned to go to California.

### Named Director

Mrs. Roy Warrior has been elected a member of the board of directors of the Union State Bank of Bridgewater, Iowa, to succeed John McDermott, deceased.

### Novel Method of Advertising

A. C. Thornburg, president of the Iowa Falls State Bank, tried a novel

method of advertising recently, and found that the public is skeptical about accepting money when it is offered.

A pile of the new war pennies was placed on a table in the lobby of the bank with a sign inviting customers to "take one with the compliments of the bank."

Some read the sign, looked at the pile of new silvery pennies—then walked on. Mr. Thornburg said the men were more skeptical than the women.

The reason for the unusual method of advertising was to acquaint the public with the new coins.

### Bond Drive a Success

Nevada National Bank customers rallied to the April Bond Drive and subscribed for over \$100,000 in bonds, according to L. R. Bassett, cashier of the bank.

### Scholarship Award

William Howard, teller at the Iowa-Des Moines National Bank and Trust Company, has been given the scholarship award made annually by the Des Moines chapter of the American Institute of Banking to the person receiving the highest grades in the chapter's banking classes. Howard will get a trip to the next convention of the A. I. B. with all expenses paid.

Officers of the Des Moines chapter have been re-elected for the coming year. They are James R. Brown, Iowa-Des Moines, president; S. G. Barnard, Bankers Trust, first vice president; Arnold Dressler, Central National, second vice president and treasurer; and Eldred McIntosh, Iowa-Des Moines, secretary.

### New Bank Director

At the regular meeting of the board of directors of the Union Bank and Trust Co., Strawberry Point, Iowa, Alfred Osterman was voted as a new director to take the place of R. C. Norris, recently deceased. Will Rieniets was elected president, to fill the unexpired term, caused by Mr. Norris' death.



### *War and Industrial Change*

HERE in Chicago we see a great aluminum plant spring from idle prairie, a steel mill erected on former swamp land, and a giant airplane plant come into being on the site of a corn field. Every day we see how well industry has met the challenge of war.

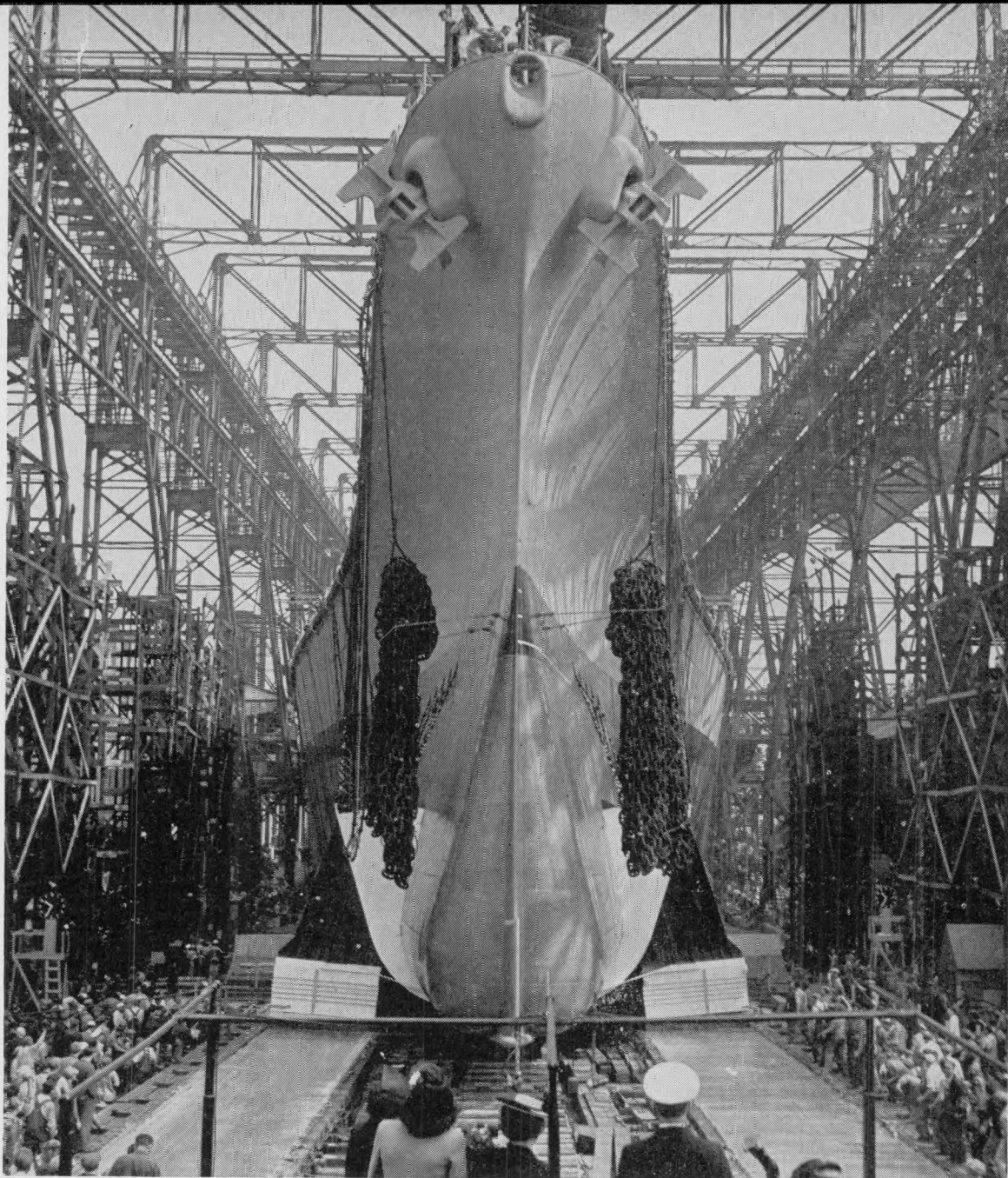
Banks, too, are devoting all their efforts to assisting government and industry in the national emergency. For this reason, the American National believes that now, more than ever, correspondent banking relationships should go far beyond routine transactions. We will be happy to cooperate with you in any matters requiring a Chicago representative.

### AMERICAN NATIONAL BANK AND TRUST COMPANY OF CHICAGO

LA SALLE STREET AT WASHINGTON  
Member Federal Deposit Insurance Corporation

OUR BUSINESS IS TO HELP BUSINESS

YOUR STATE BANKERS ASSOCIATION  
OFFICIAL SAFE, VAULT AND  
TIMELOCK EXPERTS  
**F. E. DAVENPORT & CO.**  
OMAHA



Wide World Photo

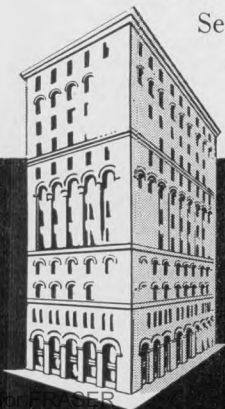
## Destination...TOKYO

Down she glides toward the sea—the floating fortress that carries the name—IOWA. Her displacement, 45,000 tons. Her cost, over \$120,000,000. Her fighting power—second to none.

Second to none, also is Iowa's War Bond Record. For nine out of twelve months in 1942, Iowa led all states

in per capita purchases. In one single month of 1943, April, Iowa's War Bond purchases were more than enough to put another "Iowa" into service.

Earnest, effective effort by Iowa banks and bankers has helped to make this record possible. May there be no slackening of that effort until the day of complete Victory.



# BANKERS TRUST COMPANY

6th and  
Locust **DES MOINES**





# Group Meeting Gossip

Seen and Heard at the 1943 Group Meetings of the  
Iowa Bankers Association

**Oscar Helgerson**, cashier, Houghton State Bank, Red Oak, was in Texas during the meeting of Group 5 at Council Bluffs and therefore did not preside as chairman of the meeting. **S. R. De Cou**, cashier, First National Bank, Woodbine, was elected chairman for the coming year and conducted the meeting in the absence of Mr. Helgerson.

**Don C. Dougan**, president of the Iowa State Bank of Hamburg, was elected secretary of Group 5.

Mr. Dougan told us of the battle they had with the floods when the Missouri River overflowed and he said that farmers sold their crops and their livestock, fearing that they would be flooded out, and as a result, loans in his bank went down \$60,000 and deposits up \$50,000. Their total deposits are now \$1,500,000.

**B. A. Gronstal**, president Iowa Bankers Association and president Council Bluffs Savings Bank, Council Bluffs, extended greetings to bankers at the various sessions throughout the state

and in speaking on the policy of the United States after the war, said, "We should not give away everything we have to all the countries of the world, and thus bring our standard down to theirs—why not let them work for what they want the same as the United States has done?"

**Herbert V. Prochnow**, assistant vice president, First National Bank of Chicago, spoke on the "Banker's Stewardship" and said that he was opposed to the philosophy of urging people to buy government bonds with the idea of cashing them as soon as the war is over and spending the money for goods and merchandise, because the market would not stand the dumping of so many bonds at one time and that all people should be urged to hold their war bonds until maturity.

**Charles H. Day**, chief engineer, Modification Plant, Glenn L. Martin-Nebraska Company of Omaha, gave a very interesting talk on Japan and China, where he lived for six years.

He went to China to build airplanes and said that there are no mechanics in China, and he spent his first year teaching engineering.

He also said, "The worst atrocities you have ever heard about the Japs are an understatement. I was in Nanking when the Japs took it over and I saw the Jap soldiers parade down the main street of the city with a baby on every bayonet. I have seen them gather 15 to 20 Chinese soldiers together, tie ropes around them, pour gasoline on them and set them afire.

"Japan has an army of eight million trained soldiers and she will never sue for peace except to give her a breathing spell for further war on the United States.

"We will not win this war in five  
(Turn to page 62, please)

## AT THE IOWA GROUP MEETINGS—

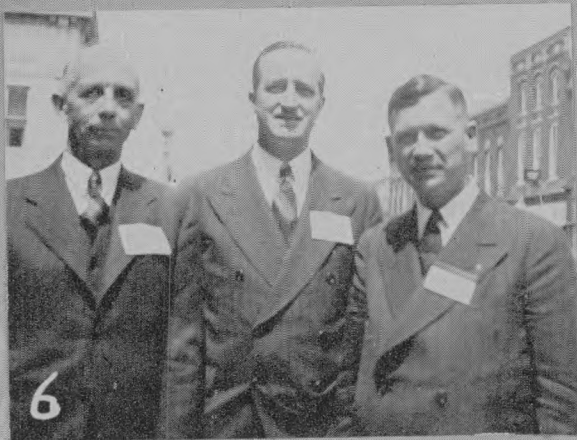
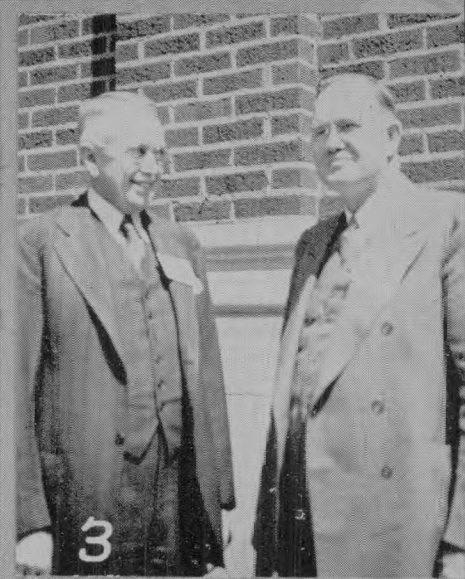
The pictures on the opposite page were taken at the recent Iowa Group meetings. Those appearing, from left to right, are: 1—**R. A. Potter**, cashier United Home Bank, Mason City; and **Albert Halverson**, cashier Citizens State Bank, St. Ansgar. 2—**Harry T. Huff**, cashier State Bank, Ft. Dodge, and chairman Group Two; and **T. H. Lekwa**, assistant cashier Williams Savings Bank, and president Hamilton County Bankers Association. 3—**George E. Porter**, vice president First National Bank, St. Joseph, Missouri; and **Ray W. Snyder**, cashier First St. Joseph Stock Yards Bank, South St. Joseph, Missouri. 4—**Vivian W. Johnson**, president First National Bank, Cedar Falls, and next president Iowa Bankers Association; **W. L. Spencer**, president Oakland Savings Bank; and **S. R. De Cou**, cashier First National Bank, Woodbine, and new chairman of Group Five. 5—A group of bankers waiting for the meeting to start at Webster City. 6—**C. H. Haese-meyer**, president Union Trust & Savings Bank, Stanwood, secretary Group Eight; **P. A. Dietz**, president Walcott Trust & Savings Bank, and chairman Group Eight; and **B. A. Gronstal**, president Council Bluffs Savings Bank, and president Iowa Bankers Association. 7—**Verne Bartling**, assistant vice president First National Bank, Chicago; **Erwin Jones**, vice president Iowa-Des Moines National Bank; **Frank Covert**, assistant cashier Drovers National Bank, Chicago; and **Louis Jacoby**, Chase National Bank, Chicago. 8—**W. W. Blaiser**, president Farmers State Bank, Jesup, president Buchanan County Bankers Association; **C. S. McKinstry**, vice president The National Bank, Waterloo, secretary of Group Seven; and **John J. Krall**, cashier Fairfax Savings Bank, chairman of Group Seven. 9—**Hugh G. McCleery**, cashier People's Savings Bank, Laurel, secretary Group Six; **H. L. Bass**, executive vice president City State Bank, Ogden, and chairman Group Six; and **M. F. Henderson**, cashier Peoples Trust & Savings Bank, Indianola.

## Bankers Go "Jeeping"



Official U. S. Navy Photograph

At the U.S.N.A.S., Ottumwa, Iowa: From left to right in the jeep are **Max von Schrader**, cashier Union Bank & Trust Co., Ottumwa; **Robert Root**, chauffeur, Chicago; **M. C. Hook, Jr.**, assistant secretary Mississippi Valley Trust, St. Louis; **R. R. Rollins**, vice president Bankers Trust Company, Des Moines; and **Bert King**, Adel, Iowa.





years if we do not get help to China and establish bases in China from which we can bomb Japan."

**George E. Porter**, vice president of the First National Bank, St. Joseph, Missouri, attended the meeting of Group 5 and visited with many of his banker friends.

Mr. Porter has two sons in the Service, one of whom has just been commissioned a lieutenant (j.g.) in the Navy and the other son, **Captain George E. Porter Jr.**, is a Jap prisoner on Bataan.

**Vernon Clark**, Iowa administrator of the War Savings Stamps, attended the meeting of Group 5 and enjoyed his trip so much to Council Bluffs that he fell sound asleep and rode on over to Omaha and had to taxi back to the hotel at 10 p. m. Otherwise, Vern was a very wide-awake young man.

**George W. Woods**, executive vice president of the First National Bank in Council Bluffs, received word recently that his daughter, **Lieutenant Harriet Woods**, who has been in the

Army Nurses Corps at Ellington Field, Texas, will soon be sent abroad.

**Ray W. Snyder**, cashier, First St. Joseph Stock Yards Bank of South St. Joseph, Missouri, attended the meeting of Group 5 and reported that **Joe A. Greenfield, Jr.**, vice president of his bank, was a "grand-dad again", as his daughter, **Mrs. Julia Hauber** of Wichita, Kansas, presented the family with a baby boy.

**M. Carl Hook, Jr.**, assistant secretary of the Mississippi Valley Trust Company, St. Louis, attended the Group Meeting at Ottumwa and was "official host" for his bank to many of his friends and customers of that fine institution.

**Herbert L. Pollard**, vice president of the Union Bank and Trust Company of Ottumwa and chairman of Group 10, was presiding officer at the banquet and did an excellent job. Herb was the **M. C.**, who is sometimes known as **master of ceremonies** or **marvelous conductor**, but in the banking business it means **more cash**.

**Fred S. Risser**, president of the First State Bank of Chariton, Iowa, has a son, Lieutenant Commander **R. D. Risser**, who is in the submarine service and who graduated from Annapolis in 1934. He also took postgraduate work in chemical engineering at the University of Michigan.

**Leo J. Wegman**, president of the Citizens Savings Bank of Anamosa, in welcoming the bankers in Maquoketa said the way things were going in Washington they will be "**substituting the eagle for the bull before long**".

**C. A. Phillips**, dean of the College of Commerce of the State University of Iowa and economist for the Federal Reserve Bank of Chicago, speaking to the bankers at Maquoketa, said, "The price level at the close of all of our great wars has been just about twice the level at the beginning of the war. Our price level will be about 130 at the end of this year."

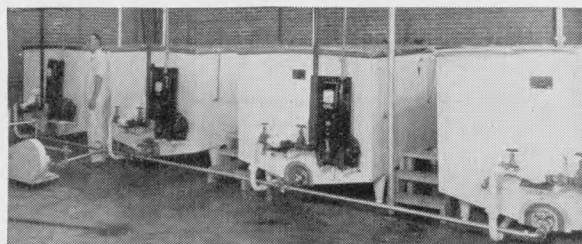
"At the close of the war there will be a demand for between four and five million new homes, a greatly increased demand for automobiles, radios and refrigerators. Our manufacturing ca-

## CONCENTRATED FOOD

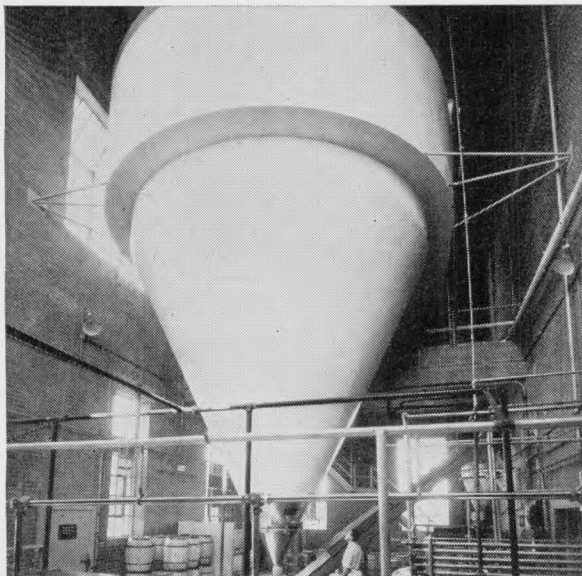
Thanks to America's newly expanded dehydration industry, our armed forces on every front have a more nutritious diet. Because dehydration makes tremendous savings in shipping space and refrigeration possible. For instance, five ounces of the golden powder that makes a wholesome dish of scrambled eggs is the equivalent of one dozen shell eggs, weighing about twenty-four ounces.



**1. YOLKS AND WHITES** are churned together thoroughly by special agitators in these containers. Eggs are then clarified to remove shell and to insure a perfectly homogeneous product.



**2. REVOLVING COILS CHILL** the product in these vats to insure keeping the eggs wholesome until they go to the drier.



**3. THIS HUGE DRIER** dehydrates egg liquid almost instantly. Its capacity is 5 million pounds annually; 725 pounds hourly.

**DROVERS NATIONAL BANK**  
**DROVERS TRUST & SAVINGS BANK**  
 MEMBERS, FEDERAL DEPOSIT INSURANCE CORPORATION  
**UNION STOCK YARDS • CHICAGO**

Northwestern Banker June 1943

capacity will be very great and with a large number of new inventions which have been used in making army equipment, available for making civilian goods, there is no reason why we should not have a great period of prosperity.

"After the war our main trouble will be wages and labor and it will require the best economic statesmanship we can produce to handle these questions satisfactorily."

Registrations totaled about 125 at the meeting of Group Six at Indianola. It was at this meeting that **W. H. Brenton**, president of Brenton Banks, Incorporated, talked on the wage stabilization plan as it applied to banks. Mr. Brenton has made an exhaustive study of the law, and said he was sure it would be worth the while of all banks coming under the Act to classify their employees in relation of position to salary. He suggested doing the best possible job to comply with the law as each banker understood it, and to keep an accurate record of changes in position and increases made.

At Indianola also **P. I. Bukowski**, assistant manager of the loan agency of the RFC, Chicago, told bankers that war takes material, men, and money, and that it is the job of the local banks and the RFC to handle the financing problem incident to keeping the wheels of war production turning. The RFC, he said, is prepared to share the risk with banks which feel they do not care to assume the burden themselves. Mr. Bukowski spoke at all the eight Group Meetings held last month.

**Josh Billings**, City National, Chicago, the old mushroom maestro, accumulated several bags of these cow-pasture edibles somewhere along the Group Meeting trip, and at Webster City Messrs. Billings and **Frank Covert**, Drovers National, Chicago, persuaded the cook at the local hotel to prepare them. What supposedly were ack-ack explosions, heard as far south as Des Moines, turned out to be the smacking lips of the two gentlemen as they finished their feast.

**George J. Schaller**, board chairman of the Citizens First National at Storm

Lake, and a past governor of the Chicago Fed., was slated to give the response to the address of welcome at Webster City, but illness prevented his appearance. The job was taken over by **John F. Gutz**, president of the Pomerooy State Bank.

Late arrivals at Mason City, for the Group Three Meeting, popped right into a **blackout** scheduled for that area. All lights in the Hotel Hanford went out at the pull of a master switch, so it was impossible to find one's room

or move any baggage until the all-clear signal sounded. Several games of chance of various kinds were in progress when the blackout arrived, and since it was a surprise affair, the participants naturally wondered what it was all about, but could do nothing but sit around in the hotel rooms and chew their fingernails until the lights came on again.

Practically all of those traveling from one meeting to another stopped over in Waterloo between the Group

## For the Duration

This bank, like all banks, has enlisted for the duration. We are selling war bonds every minute and are doing everything the government asks us to do.

On the home front, we are helping our customers with "all out" service. As your correspondent in Sioux City, we invite your inquiry.

A. G. Sam, President

J. P. Hainer, Vice President

Fritz Fritzson, Vice Pres. and Cashier

J. T. Grant, Assistant Cashier

J. R. Graning, Assistant Cashier

E. A. Johnson, Assistant Cashier

W. F. Cook, Auditor

Member Federal Deposit Insurance Corporation

# First



## NATIONAL BANK

*In Sioux City*

### Banks Sold or Bought!

quietly, quickly and in a personal manner

**JAY A. WELCH**

**BANK BROKER**

Haddam, Kansas

"35 Years Practical Banking Experience"



## Buy Bomber to Blast Berlin



Last Fall the Palmer State Bank, Palmer, Iowa, sponsored the sale of War Bonds in its community and Pocahontas county of sufficient amount to purchase a bomber. The bonds were sold, and above is the result—the “Spirit of Pocahontas.” During the more recent Bond drive, the public was urged to buy bonds to purchase six fighter planes to convoy the bomber. **V. H. Reid**, cashier of the Palmer State Bank, said that when the drive closed, not six, but seven, fighters were assured.

Three Meeting in Mason City and the Group Seven Meeting in Independence, and it was here that Frank Covert learned of the death in Michigan of his father-in-law. Frank caught a train into Chicago immediately.

Following the close of the Group Seven Meeting at Independence, Iowa **Senator C. L. Rigby**, director of the State Hospital located near there, invited about twenty-five, mostly out of state bankers, to have dinner at his farm home located at the edge of the Hospital grounds. The food, of course, was delicious, especially the country-fried chicken, and it was decided that all of the food served, with the exception of a slice of pineapple and the olives, was produced on the Senator's farm.

The State Hospital grounds consist of more than 1,300 acres, with about 1,200 acres under cultivation, and 120 acres devoted to Hospital buildings. The institution has a herd of 200 dairy cattle, has about 1,800 inmates, and requires a staff of 270 persons to operate it.

The success of the Iowa Bankers Association Group Meetings, which have been an annual affair for many years, is due largely to the tireless efforts of **Secretary Frank Warner**. Through his office in Des Moines, Mr. Warner arranges the meetings, dates and places, makes suggestions to the several group officers as to speakers to appear on the programs, gathers and disseminates a wealth of information on travel facilities between the group meeting towns (no small task in these days), and then is on the job at each meeting to lend assistance whenever called upon. At each meeting also Mr. Warner outlines briefly what might be termed the “state of the order”—accomplishments of the Iowa Association during the past few months and objectives to be attained. Hats are off to Frank Warner for the manner in which he gets things done.

### C. W. Gadd Retires

Retirement of C. W. Gadd as manager of The State Bank, Fort Dodge, Iowa, was announced recently.

At the same time, announcement was made of Mr. Gadd's election as chairman of the board of directors of the bank. He also will continue to serve as vice president.

The change means that although Mr. Gadd is retiring from the active day-by-day management, nevertheless he will continue with the bank in an important advisory capacity. Mr. Gadd's successor in the active management is Harry T. Huff, cashier.

### Adds New Tier of Boxes

Because of the demand for safety deposit boxes the Valley State Bank, of Rock Valley, Iowa, has added another bank of them in its vaults for the accommodation of customers, the supply of empty boxes having been exhausted.

Most of the present unprecedented demand for safety deposit boxes is thought to be due to the desire of war bond owners to have a safe place for keeping their bonds.

### Observes 40th Anniversary

An event of interest was quietly observed last month when the First National Bank of Logan, Iowa, completed its fortieth consecutive year as a member of the National Banking System.

It was May 3, 1903, that the private bank, organized by John Wood and Sons November 1, 1888, became a national bank.

John M. Wood of the private bank was elected president of the new bank and with him his sons, C. N. Wood, vice president; Will Wood, cashier; and B. J. Wood, assistant cashier, completed its personnel.

At the death of John Wood in 1923, C. N. Wood was elected president. B. J. Wood was already cashier. C. N. Wood passed away in 1941, and the present officers are, Dr. L. M. Wood, president, and B. J. Wood, vice president and cashier.

A distinguishing feature of the First National Bank of Logan is that in the fifty-five years of service here, the affairs of the bank have been under the management of one family.

The bank today is in the strongest position ever attained by a Logan



## SCARBOROUGH & COMPANY

*Insurance Counselors to Banks*

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative  
Des Moines, Iowa

bank. It is capitalized at \$65,000, and the total assets as of this month approximate \$1,200,000. This is undoubtedly the largest total in the history of any single bank in Logan.

### Former Bank Clerk Now Lieutenant Colonel

Murland E. Loes, native of Cascade, Iowa, has been advanced from major to lieutenant colonel. An expert in commissary operation and subsistence, he is a graduate of army schools in Chicago and Philadelphia.

### Named President

Ben W. Olson has been elected president of the Security Savings Bank of Eagle Grove, Iowa. Orvin G. Uhr was named vice president and cashier and Dr. L. C. O'Toole of Le Mars was selected to succeed his father, the late Dr. T. J. O'Toole as a member of the board of directors.

### New Bank Owners Take Over

The sale of the First National Bank of Stuart, Iowa, to its new owners has been completed.

The new owners, who have purchased more than a majority of the stock, are: Arthur T. Donhowe, vice president Central National Bank and Trust Co., of Des Moines, Donhowe & Company, Des Moines, and R. L. Bunce, deputy state bank superintendent, Des Moines.

All the shares of stock offered for sale have been bought by the new owners.

Four of the former directors have retained some stock and were elected as directors as follows: Frank Eckardt, J. C. Potter, Everett Sherman and Foster Davis. Mr. Donhowe and Mr. Bunce were the other two directors elected.

Officers elected were: Frank Eckardt, president; Chas. Kelly, vice president and cashier, and Miss Lucile Lyddon and Miss Bethane Gerber, bookkeepers.

### New President

At a meeting of the board of directors of the First National Bank of

Colfax, Iowa, Paul Monroe was named president of the institution, succeeding Dr. F. E. Boyd.

Mr. Monroe and his father, W. H. Monroe, have purchased the interest of Dr. Boyd in the bank.

Dr. F. E. Boyd, the retiring president, has been connected with the First National Bank for 35 years and spent much of his time in the interest of the institution. He plans to devote his entire time to the practice of medicine, which at this time, with many doctors in the army makes his services more in demand than ever.

### Named Assistant

At their monthly meeting directors of Union-Whitten State Bank of Union, Iowa, elected LaMont Moore to the office of assistant cashier.

Mr. Moore has moved his office to the bank and with office help will operate the general insurance business of the bank as well as continue his own.

He has represented the Equitable Life Insurance Co. of Iowa since September 18, 1933, and began selling other lines of insurance the following year.

*This Experience  
may be useful  
to you...*



Since 1868 this institution has co-operated with banks throughout the middle west in extending credit facilities to sound commercial borrowers.

This experience is at your disposal without obligation.

*The*  
**LIVE STOCK**  
*National BANK of Chicago*

ESTABLISHED 1868

UNION STOCK YARDS

*75th Anniversary Year*

*Member Federal Deposit Insurance Corporation*

#### AVAILABLE

**Experienced banker**—now employed—over draft age—desires to make new connection. **Thirty years experience** in both city and country in an **executive capacity**. Address inquiries to Box HHH, Northwestern Banker, 527 Seventh St., Des Moines-9, Iowa.



He will assist the present staff with their regular banking business and look after outside contacts for them.

### Exhibit of Checks

V. W. Johnson, president of the First National Bank of Cedar Falls, Iowa, tells of a historic exhibit in his bank of checks written by famous Americans. The exhibit includes checks of 72 men who were famous in the early business, political, military,

naval, scientific, and literary history of the country.

The display covers a span of 186 years, the earliest having been drawn in 1733 by Thomas Penn, son of William Penn, and the latest by Warren G. Harding in 1919.

Many of the checks are simple orders on the cashier of the bank, written on plain pieces of paper. The smallest amount is 75 cents on a check signed by President Fillmore. The

largest is \$16,733 signed by Russel Sage at the time he was a member of the New York Stock Exchange. The only certified check in the collection is one for \$3,500, drawn by "Boss" Tweed.

Included in the items is a check signed by S. L. Clemens (Mark Twain). Another, written by Robert R. Livingston to the order of Robert Fulton, is said to represent part of the capital used in building the first steamboat, the "Clermont."

A check of Thomas Jefferson's carries the earliest date of nine which were signed by presidents of the United States. President Madison's check is signed, "yours respectfully."

### George W. Richter Retires

George W. Richter, 69, vice president, director and trust officer of the Capital City State Bank, Des Moines, Iowa, has retired after 52 years of continuous service with that institution. Friends of the banker say he must be entitled to the "stay-in-one-spot" championship here, as he was born on the corner where the bank now stands, took his first job with the bank, and has continued with it through more than a half-century.

Richter, dean of Des Moines bankers in length of service, entered the bank as a messenger in the summer of 1891. He was successively, bookkeeper, teller, assistant cashier, cashier, and vice president—an office he has held for 20 years. He was given the additional title of trust officer in 1933.

He will continue as a director of the Capital City State Bank and the Ankeny State Bank.

### Pioneer Banker Dies

Henry H. Spalti, 78, pioneer Oakland banker and businessman, died suddenly at his home last month.

He retired from active business in 1917 and since then has devoted his time to managing his real estate holdings.

### Leads Landing Party

A 1941 Creighton commerce graduate, Lt. Paul J. Kovar, 25, of Missouri Valley, Iowa, led a detachment under cover of darkness over unfamiliar terrain to help establish a United States air base on Amchitka island, only 63 miles from Kiska.

His exploit was revealed recently when announcement was made that the island was occupied by United States forces last January 12th.

Lt. Kovar's parents are Mr. and Mrs.

**MERCANTILE Bank and SAINT LOUIS**

**COMMERCE Trust Company LOUIS**

LOCUST-EIGHTH-ST-CHARLES

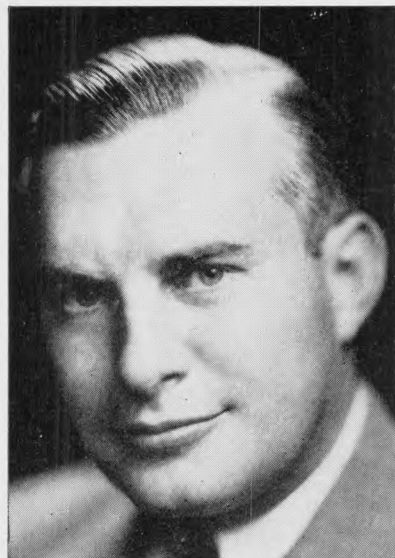
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

## • IOWA NEWS •

John A. Kovar of Missouri Valley. His father is cashier of the People's State Bank.

### R. R. Rollins a Lieutenant in Navy

Richard R. Rollins, vice president of the Bankers Trust Company, Des Moines, has been sworn in as a lieutenant (j.g.) in the navy, and ordered to proceed to Washington, D. C., where



R. R. ROLLINS  
Lieutenant in the Navy

he will report to the chief of the navy's bureau of supplies and accounts.

Mr. Rollins is a director of the Chamber of Commerce, a member of the city planning and zoning commission and a former president of the Wakonda Country Club.

He has been granted a leave of absence from the bank. His wife and their two daughters will remain in Des Moines, for the present.

Mr. Rollins several months ago was recommended for a commission as major in the army specialists corps, but the corps was discontinued before commissions were issued.

### Bank President Is Dead

T. J. Ainsworth, president of the American National Bank of Arlington, Iowa, since its organization in 1910, died recently at the University Hospital at Iowa City, where he had been a patient for four weeks. Born June 6, 1865, he had lived most of his life in and around Arlington.

### Resigns Bank Job

Ray W. Smith, an assistant cashier at the Boone State Bank and Trust

Company, Boone, Iowa, has resigned and will open a new bank in York, Nebraska, it was revealed recently. Smith has been on the local bank staff for more than three years, coming to Boone from Grand Island, Nebraska.

### Carlisle Cashier Resigns Position

Robert Pendry has resigned his position as assistant cashier at the Hartford-Carlisle Savings Bank in Carlisle, Iowa, where he has been employed for the past 17 years. He is making plans to go to Alaska to work on United States construction work.

### Leaves Bank

Miss Ruth Reyelts has resigned her position in the bookkeeping department of the Rock Rapids State Bank (Iowa) and will make her home with

her parents, Mr. and Mrs. H. B. Reyelts, in Sioux Falls.

Miss Reyelts, who has been employed at the Rock Rapids bank for the past seven years, has accepted a similar position with the Northwestern Security National Bank of Sioux Falls.

### To Minnesota

J. T. Heaney, who has been cashier of the Burt Savings Bank of Burt, Iowa, has resigned to accept a position in the Kanabec State Bank at Mora, Minnesota, where he began his new duties last month. This bank is in a county seat town and is a large institution, the only bank there. Mr. Heaney has been connected with the local bank 12 years, and has also been mayor of the town for some years. His position in the Burt bank has not yet been filled.

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*Des Moines, Iowa*

21st year planning advertising programs  
for banks and trust companies  
Write for Program Keyed to War Times.



## Twenty-five Years Ago

Names in Northwestern Banker News From the  
Pages of 1918 Issues

THE following news items were published in the NORTHWESTERN BANKER, 25 years ago, in 1918.

"The third Liberty Loan went over the top with greater ease than either one of the previous loans." . . . **Francis H. Sisson**, vice president of the Guaranty Trust Company of New York,

said, "When this war is finished, Germany will not be permitted to continue her nefarious work under the same conditions and with the same objects in view. She has awakened all democracies to the necessity of standing firmly together if they are not to perish from the earth." . . .

★

★

### VALUABLE WARTIME INFORMATION FOR CORRESPONDENTS



CORRESPONDENTS of The Northern Trust Company will find here up-to-the-minute information on the subjects of "V" loans, municipal and U. S. Government bonds, and ration banking. In addition, our banker-customers are free to draw upon whatever of our data and experience they may find useful. You are invited to visit our bank and consult our people concerning a connection here.

## THE NORTHERN TRUST COMPANY

50 SOUTH LA SALLE STREET, CHICAGO

Member Federal Deposit Insurance Corporation

★

Northwestern Banker June 1943

**John G. Lonsdale**, president of the National Bank of Commerce in St. Louis, said, "The manufacture and sale of non-essentials should be restricted to such an extent as to release sufficient materials and labor for war purposes—but only to that extent." . . .

**Fred W. Ellsworth**, secretary of the Guaranty Trust Company of New York, has recently become vice president and director of the Hibernia Bank and Trust Co. of New Orleans. . . . **Frank Warner**, secretary of the Iowa Bankers Association, originated the plan last year of having the group meetings of the state on consecutive dates and he has carried out the same plan this year. . . . **Harry Blackburn**, vice president of the Iowa National Bank of Des Moines, when he returned from his last trip to China, brought **George Messenger**, superintendent of banking, a number of Chinese coins. . . . **C. H. McNider**, chairman of the Liberty Loan Committee for Iowa, put the state over the top and at the head of the list in the recent campaign. . . . **David R. Forgan** was president of the National City Bank of Chicago. . . . **Simon Casady** was president of the Central State Bank of Des Moines. . . . **M. T. Barlow** was president of the United States National Bank of Omaha. . . . **Luther Drake** was president of the Merchants National Bank of Omaha. . . . **H. D. Bostwick** was president of the Stock Yards National Bank of South Omaha. . . . The Omaha National Bank, of which **J. H. Millard** was president, had deposits of \$31,000,000. . . . **A. O. Netland**, president of the State Bank of Northfield, Minnesota, had deposits of \$531,000. . . . **Emil A. Boie** was elected cashier and a director of the National Bank of Commerce of Mankato, Minnesota. He had had 11 years banking experience and formerly was one of the state bank examiners. . . . The **Scandinavian American National Bank** changed its name to the **Midland National Bank of Minneapolis**. . . . **W. S. Davidson**, cashier of the Gallatin Trust and Savings

### DES MOINES BUILDING-LOAN & SAVINGS ASSOCIATION

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Bank, Bozeman, Montana, since its organization in 1902, was elected president of the institution, succeeding the late **H. A. Pease**. . . **E. S. Edsall**, who has been the bookkeeper and assistant cashier for the past 14 years, was elected cashier to succeed Mr. Davidson. . . **The Security Bank of Webster, South Dakota**, which has \$40,000 in capital and \$700,000 in deposits, was admitted to membership in the Federal Reserve system. . . **H. W. Paulson** was elected assistant cashier of the First State Bank of Pierpont, S. D. . . **H. E. Wildsang** was elected cashier of the Sterling State Bank of Sterling, N. D. . . **I. E. Hansen**, cashier of the Equity International Bank of Fargo, North Dakota, has resigned to become associated with the First National Bank of St. Paul.

### A New Bank at Waterloo

Formation of a new Waterloo bank was announced, coincident with the approval of articles of incorporation for the Peoples Savings Bank by M. W. Ellis, state superintendent of banking.

The bank, which has a capitalization

of \$100,000, is expected to open about September 1st.

Officers are George Allbee, Mason City, Iowa, president; J. Peter Olesen, Waterloo, vice president; W. A. De-wees, Waterloo, cashier.

Twenty-four  
Years of

**Low Cost  
Hail  
Protection**

**Hawkeye Mutual Hail  
Insurance Association**

Carver Bldg. Fort Dodge, Iowa

## MERCHANTS MUTUAL BONDING COMPANY

Incorporated 1933

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This is Iowa's oldest surety company.

A progressive company with experienced, conservative management. We are proud of our hundred and fifty bank agents in Iowa.

To be the exclusive representative of this company is an asset to your bank.

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Secretary and Manager

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**Through the Years  
1889 to 1943**

We've had our problems in the past, and we've successfully met them. We have our problems today---and with your help, we can overcome them again.

Though selections may not be large and substitute merchandise displayed---rest assured we are doing our best to serve your immediate requirements---and at the same time enthusiastically support our country in the "All-Out War Effort."

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**Advertising**  
for  
**IMMEDIATE  
SALES**  
**Lessing Advertising Co.**  
INC.  
Des Moines

Northwestern Banker June 1943



# IN THE DIRECTORS' ROOM

## *She Really Did*

The papers recently carried a story about a New York woman who fainted when the air raid warden of the large apartment in which she lived told her the woman in the apartment above kept a pet rooster. When she had been revived, she explained, "You'll have to pardon me, but for the past three months I've been under the care of the most expensive psychiatrist in New York—because I kept hearing roosters crow!"

## *Trouble Brewing*

The officer of the day entered the guard-room and found it empty except for a private who, stripped to his shirt and trousers, was lounging on a chair and smoking a pipe.

"Where's the sergeant of the guard?" demanded the officer, angrily.

"Gone across to the sergeant's mess to have a drink, sir," replied the private.

"And the sentries?"

"In the canteen, sir."

"Then, confound it, what are you doing here?"

"Me, sir?" was the reply. "I'm the prisoner."

## *More! More!*

The war was over. Hitler's death had finished it. And the corporal who had helped lay the body well and truly underground was describing the scene.

"The Germans put the coffin down twenty-five times," he said.

"Twenty-five times," echoed his listeners. "What for?"

"Encores," said the corporal.

## *Honesty*

Executive (interviewing applicant for position): "Are you absolutely honest, straightforward and trustworthy?"

"Yes, indeed, I am decidedly just that, sir!"

"If you should enter this office tomorrow and find a wallet containing \$100,000, what would you do?"

"What would I do? I'd do nothing and live on my income."

## *A Wise Crack*

Several men were traveling by train. Presently one produced a large fruit cake, which he devoured greedily.

Time passed. Suddenly he began groaning and doubling himself up and straightening out again. When this

*Northwestern Banker June 1943*



had gone on for some time, a friend asked him:

"S'matter, Jim?"

"That cake I ate," groaned the sufferer. "It had nuts, and I think the missus forgot to shell them."

"Lor!" said his friend. "And can you crack 'em just by bending?"

## *Pineapples, Maybe*

"Come on, Liz, there's the air raid siren!"

"Wait a second, I got to go back and get my false teeth."

"What do you think they're dropping, sandwiches?"

## *Cold Indeed*

A new farm hand from the city was told, one wintry morning in the small hours, to harness the mule. In the dark he tackled one of the cows instead of the mule. The farmer shouted, from the house, "Say, what are you doing? What's keeping you so long?"

"I can't get the collar over the mule's head," shouted the new farm hand. "His ears are frozen."

## *There's a Difference*

"Dad, what is inertia?"

"Well, if I have it, it's pure laziness, but if your mother has it, it's nervous prostration."

## *An "Oldie"*

A traveler in Ireland stopped for a drink of milk at a white cottage with a thatched roof, and as he sipped his refreshment, he noted, on a center



Every time I date the Lieutenant, he wants to know if I'm hiding any military secrets!

table under a glass dome, a brick with a faded rose upon the top of it.

"Why do you cherish in this way," the traveler said to his host, "that common brick and the dead rose?"

"Shure, sir," was the reply, "there's certain memories attached to them. Do you see this big dent on my head? Well, it was made by that brick."

"But the rose?" asked the traveler.

His host smiled quietly.

"The rose," he explained, "is off the grave of the man that threw the brick."

## *Don't Throw It*

She Moron (visiting a railroad round-house): "What's that enormous thing?"

He Moron: "That's a locomotive boiler."

She: "Why do they boil locomotives?"

He: "To make the engine tender."

## *New Definition*

A woman is a person who can hurry through a drug store aisle 18 inches wide without brushing against the piled-up tinware and then drive home and knock off one of the doors of a 12-foot garage.

## *"Highway" Robbery*

The Sunday drivers had picked the farmer's fruit and his flowers, and their car was full of plunder. Pointing to an unexplored highway, they inquired of the farmer:

"Shall we take this road back to the city?"

"You might as well," replied the farmer, "you've got almost everything else!"

## *Too Blind*

A slender young private, obviously a newcomer to the armed ranks, lounged against the guardhouse, puffing nonchalantly on a cigarette. A captain passing by stared at him incredulously. "Can't you see that sign ten feet in front of your eyes," cried the captain, "which distinctly says 'no smoking'?"

The soldier regarded him sadly. "Captain," he said, "if I could read that sign, I'd be in the navy now."

## *Her Mistake!*

Tipsy Blonde (at cosmetic counter): Shay, Toots, I want the besh stuff you got for circles under the eyes."

Salesgirl: "Er-r-r — Ah-h-h — Liquor department, four aisles over."

# TO HIT 'EM H-A-R-D-E-R



**T**HE year 1943 promises to be the grimmest, hardest year this country has ever faced. Every effort, and every dollar of national income not absolutely needed for existence, should go into war work and War Bonds.

In the Pay Roll Savings Plan, America finds a potent weapon for the winning of the war—and one of the soundest guarantees of the preservation of the American way of life!

Today about 30,000,000 wage earners, in 175,000 plants, are buying War Bonds at the rate of nearly half a billion dollars a month. *Great as this sum is, it is not enough!* For the more dollars made available now, the fewer the lives laid down on the bloody roads to Berlin and Tokio!

You've undoubtedly got a Pay Roll Savings Plan in your own plant. But how long is it since you last checked up on its progress? *If it now shows only about 10% of the gross payroll going into War Bonds, it needs jacking up!*

This is a *continuing* effort—and it needs *continual* at-

tention and *continual* stimulation to get fullest results.

You can well afford to give this matter your close personal attention! The actual case histories of thousands of plants prove that the successful working out of a Pay Roll Savings Plan gives labor and management a common interest that almost inevitably results in better mutual understanding and better labor relations.

Minor misunderstandings and wage disputes become fewer. Production usually increases, and company spirit soars. And it goes without saying that workers with substantial savings are usually far more satisfied and more dependable.

And one thing more, these War Bonds are not only going to help win the war, they are also going to do much to close the dangerous inflationary gap, and help prevent post-war depression. The time and effort *you* now put in in selling War Bonds and teaching your workers to save, rather than to spend, will be richly repaid many times over—now and when the war is won.

**You've done your bit**



**Now do your best!**

This space is a contribution to victory today and sound business tomorrow by The Northwestern Banker





# **FAST COLLECTIONS**

## **An Important Service for Your Customers**

When you send checks or drafts to this Bank for collection you get fast, dependable service to points anywhere in Iowa and throughout the United States.

Des Moines is the hub of a network of railroads. It is also served by two major air lines . . . United's transcontinental East-West route and Mid-Continent's North-South system. Direct air mail connections with all

important financial and business centers are thereby available.

Trained personnel check their daily work closely to meet mail schedules by air or train as a further guarantee of speed in clearing transit items.

A steadily increasing volume of transit business indicates that Iowa Banks and Bankers are relying to a greater extent than ever before on the facilities of this Bank to provide fast and efficient service for their customers.

# **IOWA-DES MOINES NATIONAL BANK & TRUST COMPANY**

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