

# NORTHWESTERN *Banker*

APRIL  
1945

OUR 50<sup>th</sup> YEAR



Ben Greve and his prize steer "Teddy"—tops in the Clinton, Iowa, Calf Show, and International Grand Champion winner. See page 15



We Make It Tough for P. C. A.

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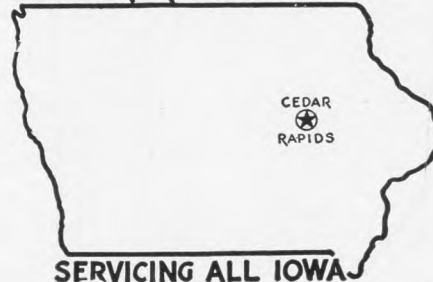


## On Alert!

That military expression explains why our armed forces succeed. We pledge our banking forces to the same policy, to meet conditions in this great agricultural area in which we too must have a united front.

The hundreds of banks in the central west which use the **MERCHANTS NATIONAL** as a correspondent have found our service helpful to them.

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OUR 50th YEAR

Northwestern Banker April 1945



# Shoddy Fabrics Now?



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Think . . .



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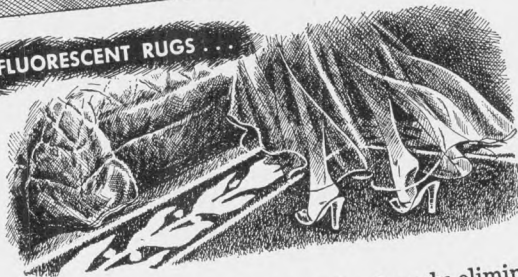
## OCEANS AND OCEANS OF NYLON!

NYLON

so plentiful that stockings made of it will be available in any quantity at any time, while uses ranging from bathing suits to wrist watch straps will be common.



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# NORTHWESTERN *Banker* DES MOINES

FIFTIETH YEAR NUMBER 693

Oldest Financial Journal West of the Mississippi River

## IN THIS APRIL, 1945, ISSUE

**Question:** A. L. M. Wiggins, past president of the A. B. A., is urging Congress to make an investigation of the Farm Credit Administration which includes the P.C.A.'s (Production Credit Associations). Do you think this investigation should be undertaken?

**H. P. Dowling**, president, Shelby County State Bank, Harlan, Iowa: "I think that congress should have a special division for the purpose of keeping a constant check on all governmental agencies to see that the purposes for which they were created are not abused. If Production Credit Associations were obliged to furnish their own capital, to pay the same line of taxes as banks and other private lending agencies, to go into the open market for their money, and were operated on a purely cooperative basis, there could be no reasonable objections to them. These objections are already known, and no investigation is needed. What is needed is action to correct the faults."

**C. F. Dabelstein**, president and trust officer, Olmstead County Bank and Trust Company, Rochester, Minnesota: "I am very firmly convinced that an investigation should be made."

**John F. Smith**, bank director, Nebraska: "I think Mr. Wiggins is on the right track when he urges Congress to make an investigation of the Farm Credit Association, especially as such would apply to the Production Credit Association, but will Congress make such an investigation, and would it mean anything if it (Congress) did?"

"Production Credit Associations are administered by appointees of the present administration, from office boys on up, and these appointees are doing everything in their power to perpetuate their jobs—whether the organiza-

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**OUR 50th YEAR**

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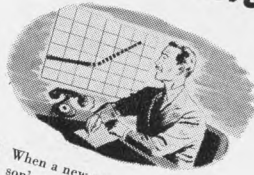
NEW YORK OFFICE

Frank P. Syms, Vice President, 505 Fifth Ave., Suite 1806 Telephone MUrray Hill 2-0326

Northwestern Banker April 1945



# H.C.\* doubled Johnson's production!



**1** When a new customer gave Johnson's mill its biggest order, his cash was tied up in surplus raw material. And the order called for 30 day delivery!



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**3** The Lawrence Warehouse Company issued a field warehouse receipt on his stock inventory. On this security Johnson's bank loaned him the money, he kept his date... and doubled his business!

**YOU** can field warehouse any marketable commodity of yours—from cotton to canned goods, from concrete to chemicals—through the 30 year old Lawrence Warehouse Company. And the cash it represents is freed for current expenditures! Almost any bank will gladly grant a loan

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*Field Warehousing* FOR BANK LOANS AGAINST INVENTORY



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\*H.C. means hidden credit (inventory) — used as security for a bank loan.



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## LAWRENCE WAREHOUSE COMPANY

FIELD WAREHOUSING FOR BANK LOANS AGAINST INVENTORY





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

### "Keeps Me in Contact With Home"

"The October and November issues of your good magazine, the NORTHWESTERN BANKER, have just caught up with me here in Holland and I notice that they were forwarded from my old station in the States. I was under the impression that I had notified you of my new address, but apparently not, so I will furnish it at this time.

"Even though I'm a long way from the good old 'Wealth Belt' I'm still vitally interested in the activities back there and find that reading the NORTHWESTERN BANKER from cover to cover helps a great deal toward keeping me in contact with what you folks at home are doing.

"I've covered quite a bit of territory in the months I've been overseas but have yet to find any place that looks as good as the middlewest and I'm mighty anxious to be back there."

S/SGT. ROBERT E. GLEESON  
15100096 Fis. Sect., Hq.  
Ninth U. S. Army, APO 339,  
c/o PM, New York City.

### "Like It Fine"

"It has been on my mind for some time to send you a subscription to the NORTHWESTERN BANKER, and I believe we will make enough money this year so that we can afford it. I have forgotten what your rates are, but please put us on your mailing list and send us a bill for two years' subscription.

"I have been here for two years and have become nicely established. Like it fine, but do miss the friends that I made in Iowa."

A. J. WARNKE, *President,*  
*First National Bank, Ar-*  
*cola, Illinois.*

### "A. B. A. Needs Country Banker President"

"You will remember the A. B. A. let a good many country bankers feel that they were not 'for' the country bank a few years ago—and you remember the real lift they got when Lee Wiggins went into office and started to do things.

"Now, it is natural that city bankers might have more ability, more time to do the job and more reasons (business for their banks, etc.) why they might want the job. Yet, for the good of the A. B. A. itself, we do need to have the top job filled now and then by a good country banker.

OUR 50th YEAR

"No doubt you know of C. W. (Bill) Bailey, president, First National Bank, Clarksville, Tennessee. Several years ago I had heard so much about him, his farm program and the results of his program that I drove down to Clarksville, Tennessee, to call on him. He has had a vision in his operations. A. E. Morgan (former TVA head until he parted company with F. D. R.) says that Bill raised his county from the bottom fourth of all the counties in Tennessee to the top fourth of all the counties.

"He has ability, personality and the time—AND he has the build-up that a man needs to get elected as A. B. A. vice president.

"Maybe the NORTHWESTERN BANKER should give consideration to the idea that the A. B. A. needs a country banker at the helm now and then. Maybe it would not be out of line to give him some publicity. You could hardly pick a better cause—or a better man for the cause."

WARREN GARST, *Cashier,*  
*Home State Bank, Jefferson,*  
*Iowa.*

*Editor's Note: The NORTHWESTERN BANKER heartily agrees with Warren Garst that a country banker should now and then be head of the A. B. A., because after all, there are more country bankers in the United States than any other single group. As far as C. W. Bailey of Clarksville, Tennessee, is concerned, we know of the fine work he has done among his agricultural customers and think it would be excellent if he would be nominated for vice president of the A. B. A. and then move on up to the top of the ladder. Mr. Bailey's bank, the First National, has a capital of \$100,000, surplus and un-*

*divided profits of \$179,000 and deposits of over \$8,000,000.*

### "Lead With Your Chin"

"Many thanks for your letter congratulating me on my recent promotion. You certainly led with your chin when you published my photograph, and in all probability circulation will decline from now on."

W. E. RESSEGUE, *Second*  
*Vice President, Continental*  
*Illinois National Bank and*  
*Trust Company, Chicago.*

*Editor's Note: Glad to report circulation has increased.*

### "Think Our Program Unusual"

"Thank you for the return of the print and the two copies of the March issue of your excellent publication, the NORTHWESTERN BANKER, which have come to my desk. I had forgotten the article which Clifford De Puy requested several months ago and am sure that it does not merit the prominence which you have given it. You may be interested to know that in the past year many banks throughout Indiana have expressed to us an active interest in agricultural programs. Perhaps all of us can have some part in influencing country bankers generally to revise the rather limited views of public service which prevailed and to increase their activities, particularly those involved in taking the leadership in sound agricultural and economic affairs in our community.

"We here do not hold the opinion that we are doing anything unusual or out of the

(Turn to page 42, please)

## Dorcas Campbell A.I.B. Speaker



Dorcas E. Campbell, author and leading authority on the position of women in the financial world, spoke recently before a meeting of women members of the Minneapolis Chapter of the American Institute of Banking. Miss Campbell was also a guest speaker on Station WCCO, in Minneapolis, and above Darragh Aldrich, left, is interviewing her. Miss Campbell told her audience, "You may limit yourselves to the slavery of so many dollars to do so much routine, or you may set your goal as a banker, having a share in creating and maintaining effective machinery to perfect the flow of finance, so essential today."

Northwestern Banker April 1945





# Across the Desk

and borrowing power now and later will largely determine what kind of a world we will live in."

Yes, indeed, we do have money and credit in abundance in this country, but how it is used in the future is the real question confronting America.

It is our belief that the Financial Advertisers Association and those in control of the advertising programs of our various financial institutions must use their brains, ability, and advertising copy to help direct bank customers and those who may become bank customers in the right channels as far as their borrowing and spending is concerned.

There never was a greater challenge to the Financial Advertising men of America than faces them in the postwar era of tomorrow.

We know they will meet that challenge with counsel, courage and confidence.

## *Dear Fred J. Kent:*

In your talk before the Economic Club of New York, you emphasized that there is a total of \$15,000,000,000 of money still owed the United States from World War I and which is now in default.

Included in this figure is a debt of over \$1,000,000,000 owed to us by Latin America.

We quite agree with your point that, "The nations of the world must find ways to accomplish rehabilitation, reconstruction, and restoration of international business relationships without building up a great international debt structure which will strangle international trade and lay the foundation for a new war that will become evident on the first day of the final peace."

We must neither "strangle international trade" or our own "domestic trade" if we are all to survive in the days that lie ahead.

Debts national or private are depressing—let's not increase them.

## *Dear J. Lewell Lafferty:*

The Financial Advertisers Association of which you are president spoke words of wisdom when they defined the Association's immediate wartime activities to include, "Assistance to service men and all other citizens in every way consistent with good banking." You then made the statement which is the most significant of all, "This country is short of everything but money and credit. How well the people use their accumulated cash

## *Dear Henry H. Heimann:*

In your capacity as Executive Manager of the National Association of Credit Men we were interested in your statement, "The danger is that if we speak of the employment of 60 million people in the immediate postwar era instead of full employment at normal hours, business will be chargeable with a discrepancy as to whatever extent we fall short of the definite figures."

Employment as you know is not confined wholly to industry but takes in agriculture, public service, professions, and many other branches of business.

Today we are employing 67,000,000 people, including 12,000,000 in the armed forces, and before the war in our boom times we employed about 48,000,000, so we have a real job ahead of us to absorb whatever portion of the 12,000,000 in the armed forces are returned to civilian life as well as the extra employees who are in arms plants and war industry.

It is a real job for all of us, not just for the politicians.

## *Dear Robert M. Hanes:*

As Chairman of the Post War Small Business Credit Commission, we believe that the closer understanding between country and city banks through their correspondent bank relationships is most worthwhile.

Bank credit groups have been established in 27

# From the Publisher

cities and states throughout the nation, and the meetings which the banks in the cities have had with their correspondents have been most helpful and beneficial.

There is no more helpful and worthwhile banking service than that which takes place between the bank in the smaller community and the bank in the larger city.

As you point out, "The entire correspondent banking system has become revitalized through the operation of this program. Banks in the larger cities have held meetings for many of their correspondents. These have given the country banks an opportunity to obtain information regarding the policies of the correspondent banks and the scope of their services. Too, these meetings have provided forums for the exchange of ideas regarding effective ways in which banks can work together."

Today, as never before, the close and helpful correspondent bank relationship is needed more than ever in developing a postwar banking and business program.

## *Dear Beardsley Ruml:*

The other day when we heard you speak about the future of business and taxation, we wished that there were more men like you in public life.

The main points of your remarks, we believe, were these:—

1. The United States must have a postwar annual income of \$140 billion a year or face mass unemployment.
2. High employment requires a standard of living nearly a generation in advance of where we are today.
3. We must guard ourselves from dangers from two quarters—from the regimenters and from the economic appeasers.
4. Too high a tax structure siphons the extra purchasing power from the pockets of the people.
5. Every holder of government bonds must receive his money in full and the money ought to have about the same purchasing power that it had when the bonds were bought. Also, it is a dangerous fallacy to say that the debt doesn't matter because we owe it to ourselves.

Certainly, Mr. Ruml, if we are to service a \$300 billion national debt together with other

government expenses we must maintain a high national income, and this in turn can only be accomplished if we keep people employed.

As a result of the war, we know that American industry can manufacture a tremendous amount of goods and the big postwar job will come in the field of selling, advertising and distribution, in order to market the goods which will be produced for our civilian economy.

America can and must do the job.

## *Dear J. Clifford Folger:*

We were interested in your statement, Mr. Folger, that you favored the International Bank feature of the Bretton Woods agreement, but that you were opposed to the monetary fund plan.

As president of the Investment Bankers Association of America you have, of course, made a real study of these two financial institutions which were proposed at the Bretton Woods meeting.

We quite agree with you that, "in reality, the Bretton Woods proposal is an appropriation measure involving billions of dollars of taxpayers money, and that they are putting up the lion's share of the capital."

We were also interested in your statement: "We must not give our country away either to our own citizens or those of any other country. If our soldiers aren't the best, if our factories aren't the best, if our business and banking practices aren't the soundest and best, we shall not long stay in our present pre-eminent position.

"Make no mistake, the marriage proposal advanced under the pleasant surroundings of Bretton Woods involves one of the greatest decisions this country will be called upon to make. Once we have put the dollar back of the currencies of the world, we can't back out. This marriage is for keeps."

Yes, indeed, Mr. Folger, it will not be easy for us to divorce ourselves from this monetary marriage and therefore a complete and frank discussion of both the bank and the fund should be continued so that the best financial arrangement may be consummated before the marriage actually takes place.

*Clifford DePuy*





# IN PROFOUND GRATITUDE!

With the approach of our Fiftieth Milestone we acknowledge—*with deep appreciation*—the great and good part our *Correspondent Customers* have played in the growth of our bank.

It goes without saying that we will make every human effort to justify a continuation of that *Confidence, Good Will and Friendship*.

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C. M. LARSEN  
Assistant Cashier

G. R. PARKER  
Assistant Cashier

\*On leave of absence serving  
in U. S. Armed Forces



MEMBER F.D.I.C.

1895

1945

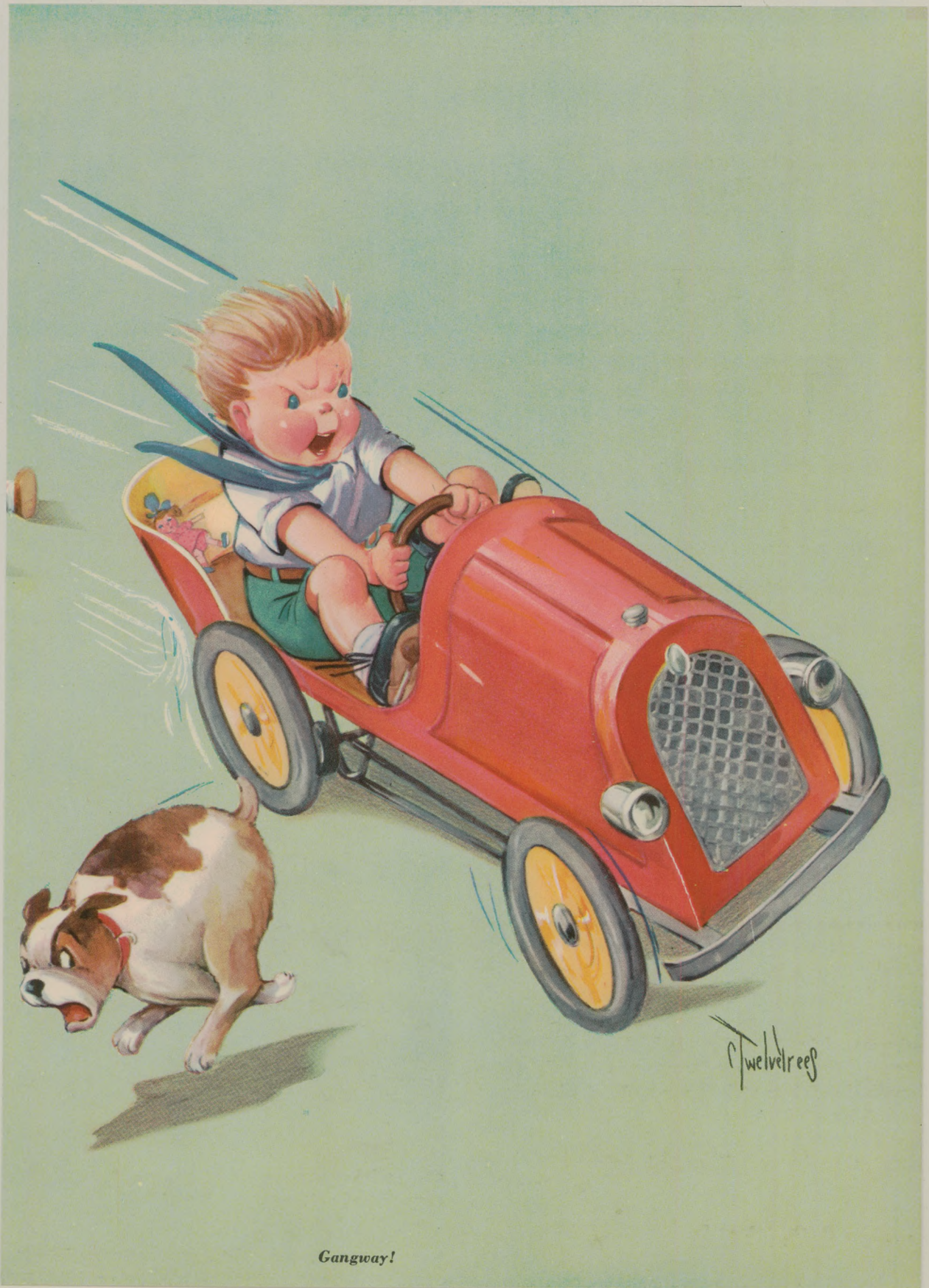


# CENTRAL NATIONAL BANK & TRUST COMPANY

DES MOINES, IOWA

50 YEARS of  
FRIENDLY  
SERVICE





Gangway!

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





# How Our Directors *Direct*

Executives of Well-Operated Banks Tell How Their Directors  
Contribute to Better Bank Management

---A Northwestern Banker Survey---

Editor's Note: *This is the third in a series of articles on "How Our Directors Direct." Here another group of bankers tell of the activities of their directors, and how the latter cooperate.*

**L. N. FRESCOLN**, vice president and cashier, First National Bank in Fairfield, Iowa:

"Our directors take an active interest in the management of our bank and are always getting us new business.

"We have one member on our board who buys cattle and is in the country a great deal. When he is in the territory he always tells the farmers of the service that can be rendered to them at our bank. He also checks the chattel mortgages for us, and has good suggestions to give our customers, as he is very well informed in livestock matters. The other directors never miss an opportunity to try to get loans and new accounts for us."

**B. B. Watson**, cashier, First National Bank, Humboldt, Iowa:

"Four of the leading men of this community, together with myself, make up our board of directors. Two of them are attorneys, one is a druggist, and one is a farmer. They are all very successful in their chosen fields, and they take a real interest in the progress of the bank. That makes the kind of a team a cashier appreciates. We have absolute confidence in each other, and that spirit radiates through the whole bank, and the employes feel it. With that kind of a background, and the active cooperation of the directors among their friends, the bank man-

agement can reach out with certainty and enthusiasm, knowing all new customers will be well received.

"We have two directors' meetings each month, and to these meetings we bring our combined knowledge of business conditions in the Humboldt territory. All members of the board are on the discount committee. Attorney C. W. Garfield is president, and G. P. Ruse, the druggist, is vice president of our board. The other two members are G. J. Bicknell, and J. F. Miller. I might add by way of parenthesis that our former director, J. F. Miller, is also Humboldt county representative to the state legislature, having served for three terms. Mr. Bicknell is an attorney.

"The ideal bank director is the business man, the professional man, and the farmer who is a success in his own line, and who is willing to share his knowledge and experience with the bank management. He helps formulate the bank's policies; he helps make decisions on credits; he backs up executive officers in the handling of the general public; and he takes time now and then to direct others to bring their business to the bank he believes in. These are the kind of directors we have. It is this kind of a bank the community instinctively trusts, and enjoys doing business with. The result is a steady growth."

**H. Lee Huston**, cashier, Columbus Junction State Bank, Columbus Junction, Iowa:

"We do believe that our bank does

enjoy the reputation of having active directors.

"It is impossible for us to state any one outstanding reason as to why we have such an active board of directors. It has just naturally grown that way, and has been so from the very beginning. It is not because of any maneuvering on the part of any one individual, but it has long been the policy to keep the directors informed and ask their active cooperation.

"In the first place, it has been the plan to always scatter the directors in different localities, choosing men who are inclined to be active in their own work. With men of this caliber to work with, the next step is to seek their help and make use of their knowledge of matters in their own localities.

"Being a director in a bank is not just a matter of being a figurehead. Frank and open discussion of matters, making use of ideas and information of the members, informing them on matters which are foreign to them, seems to weld the board together and to cause them to use their individual efforts in the bank's behalf. If we were to sum up in a very short way, we would say that our directors do just what their position implies, they direct the activities of the bank. They take pride in this active responsibility, and always use their efforts wherever possible.

"You will note that from the above explanation there is certainly nothing of any super plan to inveigle their un-

(Turn to page 43, please)

# Why Cattle Loans Are *Safe* Loans

And Following Six Loaning Principles Can Keep Them That Way

**F**EEDER cattle loans have formed the backbone of the note case in Clinton County banks for many years. The rural banks count largely upon income from such loans and even here in Clinton, now quite industrial, with a population exceeding 30,000, the banks regard highly their farm business, which includes a nice volume of cattle loans.

Central eastern Iowa is a heavy cattle-feeding territory with a concentration of feeding in our county. Corn production is heavy and it seems to be traditional with our farmers that all corn must be "processed" by cattle and hogs before going to market. For years the city of Clinton was without a grain elevator.

Cattle feeding in this area was early introduced by the farmers of German extraction who settled in this territory, and the development here is quite like that in several other Iowa communities settled by German farmers, such as Denison, Schleswig and Holstein in western Iowa. In a community where, for years, feeding has been almost as kindred to farming as the raising of grain, there are very few amateur feeders. Sons learn about cattle from their fathers and when the boy goes out on his own, he is usually a good credit risk for a load of feeders during his very first year of farming. On what other type of farm chattel can a banker so safely advance, say \$1,600, (approximate cost of twenty light steers averaging 550 pounds), to a beginner, who has very little assets, but does have the character and the "know-how"? An operating chattel mortgage of half the size might be classified as a pretty slow piece of paper.

Money advanced on barnyard chattels is usually held to modest sums which the borrower can earn and pay off in a year or so; thus the borrowing power of many farmers is low. This borrowing power increases several fold on purchase-price cattle paper, as an experienced farmer with a net worth of say \$7,000, should be a good risk on cattle paper running into several thousand dollars at one time.

## Cattle in Every Lot

Upon taking a ride through Clinton County in the fall of the year, there is evidence of from one to five loads of cattle in most every barn lot or stock

By Bruce Townsend

Vice President  
City National Bank  
Clinton, Iowa

field and a little arithmetic will prove that hundreds of thousands of dollars are borrowed each year to pay for these cattle which come in from the range.

To farmers with a modest net worth and of proven ability, loans are generally made for the full purchase price supported by a chattel on the cattle and sufficient corn and roughage to feed out the steers as planned—cash for commercial feeds must be available or arranged for. The cattle are described by number, type, average weight, brand, if any, date purchased, and the name of the broker or rancher.

A bank representative calls on the farmer shortly after the cattle are purchased, partly to make an appraisal, but mostly to show an interest and become better acquainted with the farmer. As bankers, there is more to be gained in "knowing our farmers better," than in "knowing our cattle better."

The writer was born and reared in a territory where cattle feeding was

the exception rather than the rule and those exceptions were usually "ins" and "outers"—farmers who tried to guess in which years to feed and in which to stay out. They usually bought too heavily when they decided to feed and were required to purchase a sizable amount of the necessary corn. If the market was below anticipation at shipping time, the farmer bought more corn on borrowed money, biding the time when the market would confirm his judgment. His losses were sometimes substantial. In other years, some farmer in the community would make a "killing" by feeding a large number on an "up market." So, in many midwestern communities where corn is plentiful, cattle feeding became regarded by farmers and bankers as speculative farming and a venture to be avoided by the conservative.

The recent years I have spent in Clinton county have demonstrated to me the many virtues of cattle feeding, both to farmers and bankers, a number of which I will enumerate even though it will be just "polishing off an old chestnut," to many midwestern bankers:

**The good feeder anticipates that over a period he will receive about one-fourth more for his corn when fed to cattle.**

(Turn to next page, please)



Irene Green Photo

These are the kind of baby beeves you will find in a typical Clinton County feed lot.



# We Make It *Tough* for P. C. A.

## And the P. C. A. Representative Admitted We Did

IT WAS some three or four years ago that we realized government and other competition was cutting in on our business too much for us to stand long. We decided to put forth a special effort to get and keep our share of local financing. We were then, and are now, of the opinion that our share should be large, since surely the emergency in agricultural financing is about over. The bulk of our loans are made up for agriculture, since we are a small rural bank. Therefore, most of our planning was along this line.

Our first step was to reduce our interest rate on all loans when put on a secured basis. This included our commercial loans, as well as the agricultural. With this rate and plan we were close enough to that of the PCA. So we gave them keen competition.

We started keeping a record of the loans made to our customers that were handled by our competitors. On this record we tried to have such information as the amount of the loan, its maturity, and what made up the security. Also we made a list of prospective borrowers for this type of loan. On both these lists we found the majority to be individuals who came in our office quite often for some kind of banking service. By this means we were able to make the opportunity for contacting prospective borrowers.

We attended public sales and at every chance would handle the clerking. This made our representative

By N. E. Thornburg

Assistant Cashier  
The Parker Banking Company  
Parker, Indiana

### What We Did---

1. Reduced Our Interest Rate—
2. Kept a Record of Loans Our Competitors Made to Our Customers—
3. Made a List of Prospective Borrowers—
4. Attended and Clerked Public Sales, and Got Acquainted with Everyone We Could—
5. Got People to Talking About Our Plan.

available when the need for money was at hand.

It wasn't long until people began to ask about our plan. We knew it was being talked about. It came back to us that the PCA representative was even saying that we were giving them tough

competition. This was some of the best advertising we could get.

We called this type of loan our "Feeder Loan," even though it was often used for general farm financing. It carried an interesting title and gave them a name to ask and talk about. We tried to make it our business to do things and be places, so that when people thought of financing they would think of our bank. Even though we did get a fairly good start in this work, our volume in loans has dropped, due to the better income received by the farmers during the past two or three years.

Due to the lack of demand for this type of money at this time, we are making a special effort toward real estate loans. We are using practically the same method on these loans as was used on our feeder loans.

The results from this effort, which is very new, have been the obtaining of several town property loans and a few farm mortgages, made by our own customers to outside interests. We find in many cases that the borrower did not know we were able to make such loans. In other cases they did not know we were competing on rates.

We believe it is high time that our customers should be made aware of these facts. Even though there is not a great demand for any of these types of loans at this time, we are trying to keep our machinery ready when this type of business opens up.

## CATTLE LOANS

(Continued from page 15)

Valuable fertilizer is acquired which increases the value of the land and improves production.

Cattle represent the best medium, by far, of converting the roughage on a farm into cash and fertilizer; while hogs thrive on concentrated food.

There is enjoyment in the handling of livestock, particularly cattle, that offsets some of the drabness in raising grain, and makes farming a more colorful year-around job. Cattle hold the interest of many a farm boy in the soil.

The farmer gains both education and satisfaction in the purchasing, handling and selling of his cattle. He enjoys the fascination of trying to make

a good buy and marketing at a satisfactory price. Finishing a bunch of steers and taking them to market is not unlike the spirit of anticipation one experiences in attending a great athletic contest.

The risk in feeding cattle seems to be no greater than in growing and marketing grain, hogs or produce. Prices of all such commodities move up and down throughout the years and the records will show that the swings in cattle prices average well with the other farm produce. There is a mental difference, however, due to the substantial outlay of cash necessary to acquire the feeders. The other farm commodities mentioned are generally produced on the farm and whatever the ultimate market price, the pro-

ducers seldom measure it in terms of profit or loss.

The experience of Iowa banks in depression years with feeder paper was quite favorable, the heavy agricultural losses coming largely through real estate mortgages, overextended loans on registered breeding cattle and burdensome operating chattels. About the only headaches our bank has had in cattle paper have grown out of loans to cattle dealers and scalpers.

Feeders in this territory have, for years, been strong supporters of the International Livestock Show in Chicago and over a long period of exhibition have annually carried away a goodly percentage of the awards. In the 1944 International, Clinton county entered 27 carload lots of cattle, and practically all of these cattle won

# How to Foil the Phony Check Passer

Five Quiz Questions That Will Help to Gum His Game

By Ernest A. Dench



The longer you can keep the questionable character before you, answering questions, the easier is his apprehension.

A VALUABLE Canadian contribution to fraudulent check prevention is a plan to throw the tenderer off his guard.

It is to subject the phoney paper artist to a local geography quiz. As the tenderer is invariably a stranger—a transient—he will soon betray his ignorance. He may have superficial knowledge of a few local streets, telephone exchanges and transit lines, but it will not be equal to a close examination. The easiest way to stump him is on landmarks, both permanent and temporary, in connection with the street address or telephone number he gives. He will, of course, bluff it out, but the answers, invariably wrong, will enable you to detect his fraudulent intentions.

The Vancouver (British Columbia) police department, under the signature of D. Mackay, chief constable, has issued the following suggestions for the guidance of Vancouver business men and bankers:

1. When a check is presented by a person unknown, or by a stranger, study same for a few seconds. Then read, incorrectly, the address or telephone number. For instance, if the address written on the check is 1320 Blenheim Street, simply say "Your address is 1330 Blenheim," or if it is a telephone number such as Seymour 1236, try to trick the tenderer with

"Your phone number is 2136?" Invariably the tenderer will immediately answer, "That is correct," believing that you are reading from the check without being sure of the number written on the back of the check.

2. Another very satisfactory method is to say: "You live at 420 Pender Street. I have a very dear friend, Mrs. Alice Meyers, living close to you. How is she?" It can, of course, be any other fictitious name you can invent on the spur of the moment. The check passer, with his mind on having the check cashed, and being off guard, will usually reply: "Oh, yes, Mrs. Meyers. I know her well. She is fine."

3. Another results-proven method is to say: "So you live at 420 Pender, do you? How is that street up where you live? Three weeks ago it was so torn up that we couldn't drive on it. Has it been fixed up yet?" The incriminating answer will be: "No, it's still torn up," or "Sure, it's all straightened out now."

4. A highly favored method is to ask the presenter: "1510 Eleventh West is close to the Kitsalano School, isn't it?" This school, like any other school chosen to trap the presenter, is far distant from the address quoted. The answer, in nine cases out of ten, will be "Yes."

5. If the banker is familiar with the city's street numbering system, as he

should be, the question can be asked: "1510 Eleventh is between Oak and Granville, isn't it?" Of course, the intersection named is far distant. Again the answer will be "Yes," the presenter believing you to be correct. Or this simple question can be asked: "What is the nearest cross street to this number?"

As Chief Constable Mackay points out, these trick questions will not offend the tenderer of a good check. He or she will correct you on your "mistakes."

Still another advantage of the foregoing technique is that it serves to detain the fraudulent check presenter longer than he desires. Every second more that man is in front of you, the better you can appraise him. Each question will increase his nervous tension—his main urge to get the cash and be on his way again. Perhaps he fears that you recall his photograph and description on a poster issued by some law enforcement agency, and have made some secret signal to an associate with the objective of calling the police department. No honest person will show signs of nervousness or haste.

*Have you ever had any experience with a bad check passer in your bank? If you have, write and tell us about it. Address The Editor, The Northwestern Banker, 527 Seventh Street, Des Moines 9, Iowa.*

awards, including two first place awards. There were many 4-H baby beeves exhibited and, as a grand finale, seventeen-year-old Ben Greve of Bryant, Clinton county, Iowa, won the grand championship with his Hereford steer, "Teddy."

Annually, local business men's

groups, as well as farmer groups, give considerable recognition to the cattle business with a view of retaining the interest of farmers, and especially the farm boys. Our fall calendar is about as follows:

Early August—Miles, Iowa, 4-H Baby Beef Show—sponsored by John

R. Witzigman, cashier of the Miles Savings Bank.

Late August—Clinton County Farm Bureau Festival and Club Show held at DeWitt, Iowa—exhibition of 4-H baby beeves as the headliner.

Early September—Clinton County (Turn to page 35, please)

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# How Country Banks Are Advertising

Below are examples of local newspaper advertising selected by the Northwestern Banker and being used by banks in towns of population from 700 to 4,500.

Use Your Head and **LOOK AHEAD**

Milk and honey days of plenty come to an end, sooner or later. Remember the depression that followed the first World War?

Prudent men and women use their heads and **LOOK AHEAD** in good times. Invest your surplus cash in War Bonds. Open and maintain an account at this Bank. That's the best way to get ready for lean years that may be coming.

**Northern State Bank**  
Thief River Falls, Minn.  
Member Federal Deposit Insurance Corporation

**Build Our Community**  
**BUY and BANK at Home**

When you buy at home and bank at home, you help to build our community. As the community grows and prospers, every citizen benefits, in some way or other. So in addition to playing fair and square to being loyal to your friends and neighbors, it is to your own selfish interest to buy at home and bank at home. For when you do that you are really helping yourself.

**Elk Valley State Bank**  
LARIMORE, NORTH DAKOTA  
Member Federal Deposit Insurance Corporation

**CONTOUR FARMING IS PROGRESSIVE FARMING**

WE CAN ASSIST BY FINANCING THE NECESSARY EQUIPMENT  
FARMER and STOCKMAN

You are one of the few creators of tangible wealth. Unlike the miner and the oilman you can create new wealth without depleting your resources, the soil of your farm. Preserve, or better still, improve your soil.

Support you soil conservation district.  
**First National Bank**  
David City, Nebraska  
Member Federal Deposit Ins. Corp.

**Local Interest—National Scope**

Much of the merit of our American system of free, chartered banking lies in the fact that each bank has deep local roots, yet has nationwide effectiveness. This means better community service, deeper interest in the individual, genuine helpfulness based on intimate knowledge of local problems. It is the best banking system for the nation, and for you.

**Farmers State Bank**  
SCHLESWIG, IOWA  
Member of Federal Deposit Insurance Corporation  
Capital and Surplus \$125,000.00  
**WE ALWAYS GIVE GOOD SERVICE**

**NEED MONEY?**

**BANK CREDIT is the best FARM CREDIT**

Borrow at  
**The Bank of Centerville**  
THE BANK OF FRIENDLY SERVICE  
CENTERVILLE, SO. DAKOTA



# NEWS AND VIEWS

## OF THE BANKING WORLD

By Clifford DePuy



**W** L. HEMINGWAY, president of the Mercantile-Commerce Bank and Trust Company of St. Louis, and past president of the American Bankers Association, told congress recently that the Bretton Woods proposal for an international currency stabilization fund tends towards, "managed economy and that is totalitarianism."

Mr. Hemingway also said, "We see here an economic superstate imposing its will on its members in turn adopting or extending a program for managed currency."

Jeff Burnett is the new secretary of the Arkansas Bankers Association appointed to succeed the late Robert E. Wait.

Mr. Burnett has been assistant executive director of the Arkansas Public Expenditure Council for the past two years. A native of Dumas, Arkansas, he was cashier of the Merchants and Farmers Bank there for 17 years. In 1928 he removed to Little Rock and became assistant vice president of the Bankers Trust Company.

Dr. Orval Watts, economic counsel of the Los Angeles Chamber of Commerce, has issued a detailed analysis of the Bretton Woods agreement and in one place he says; "American taxpayers would provide most of the real money in the fund and the bank for foreign nations to juggle in 'managing' their currencies, and their domestic economic policies, with the United States powerless to intervene, because voting control is surrendered to foreign nations."

Farm Land prices have increased on the average for the country as a whole 43 per cent since 1940 compared with 36 per cent increase during World War I.

Worms, Germany, is located on the west bank of the Rhine but there are still a lot of people who think that there are a good many Germans who turned out to be worms as far as this war is concerned.

By a vote of 52 to 36, the United States Senate refused to confirm Au-

brey Williams as rural electrification administrator. The Senators thought he was too much in favor of the communistic viewpoint in this country. As to his economic views, he said he favored "sharing the opportunity rather than dividing the wealth."

Mr. Williams was originally a social worker in Wisconsin and was brought to Washington by Harry Hopkins in the early days of the New Deal to help run Federal relief. Mr. Williams will continue as director of organization for the National Farmers Union.

One well-known investment advisory service in discussing bank profits and bank earnings had this to say:

"Bank profits have shown almost unbelievable expansion. Net operating profits of 16 leading New York banks increased 13.8 per cent in 1944 over the figures for 1943. For those same banks, the 1944 profits were 70.5 per cent higher than they were in 1939. In those same years, however, Standard & Poor's index of New York banks advanced from 95.8 at the end of 1939 to 112.6 at the end of 1944, an appreciation of only 17.5 per cent. Dividends paid on bank stocks are on a conservative basis, generally less than 50 per cent of net operating income. Earnings in excess of dividends are being retained for augmented capital funds, and it is not necessary—as in bygone years—to use earnings to absorb losses. Larger cash disbursements are a prospect over the longer term for most representative bank shares."

"Because many American citizens today are burdened by double taxes on the same income, one to their own government and another to the country in which they have business or investment interests, the United States should extend her international treaties on double taxation," states Paul Deperon, secretary of the fiscal committee of the League of Nations, and member of the League Secretariat, in a recent study: "International Double Taxation," published by the committee on international economic policy, in cooperation with the Carnegie Endowment for International Peace.

A. M. Strong, vice president of the American National Bank and Trust Company of Chicago, has just published a very interesting booklet, "Import Financing by Letter of Credit." We are sure that if you have not yet seen a copy of this booklet, Mr. Strong will be glad to send you one with his compliments.

Harry B. Coffee, president of the Union Stock Yards Company, Omaha, in a letter to the NORTHWESTERN BANKER, said, "While receipts of hogs at Omaha during January, February and March



HARRY B. COFFEE

... receipts largest in history of Omaha market.

showed a decline of 56.37 per cent, cattle receipts showed an increase of 14.8 per cent and were the largest of any January, February and March in the history of the Omaha livestock market."

Daniel W. Bell, under secretary of the United States Treasury, says that over the last calendar year, \$25,514,000,000 worth of War Bonds were sold and \$15,957,000,000 were redeemed.

He said the redemption rate was running a little over 1 per cent a month, as compared with bonds outstanding.

The Automobile Manufacturers Association has issued some interesting facts about the automobile industry and states that 77 out of 100 motor vehicle dealers are still in business, and it also says that, "The highest proportion of old cars on the road are owned by farmers and unskilled workers. Of 25,608,400 passenger car registrations, 17.4 per cent are 12 years or

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older, with farmers owning 28 per cent of these and unskilled workers owning 31.9 per cent.

"Approximately 80 per cent of all state highway funds came from motor vehicle taxes. Last year, special taxes on motor trucks averaged \$126 a vehicle, providing over half a billion dollars in revenue. Special bus taxes totaled \$995 per vehicle, while special taxes on motor vehicle owners brought municipal, county, state and federal governments \$1,820,000,000 during 1944.

**Joseph Stagg Lawrence**, editor of the "Empire Trust Letter," issued by the Empire Trust Company of New York, in discussing the International Bank Monetary Fund, points out that among others, two "influential groups may be found in solid support of the new spending theories—organized labor and our domestic communists, plus the ideological camp followers and fellow travelers."

The **Seventh War Loan Drive** will be from May 14th to June 30th, accord-

ing to Secretary of the Treasury **Henry Morgenthau**. The total amount of the bonds to be sold will be \$14,000,000,000, with \$7,000,000,000 to be sought from individuals and \$7,000,000,000 from non-bank institutions. The goal for E Bond sales will be \$4,000,000,000, the highest of any drive.

**Francis X. Pavesich**, chief of the loan guarantee division of the veterans' administration, reports that less than 1,000 loans have been made under the G. I. Bill of Rights.

He believes that the lending program is proceeding slowly because of the lack of complete knowledge of the use of the bill and the regulations connected with it.

**Tom K. Smith**, president of the Boatmen's National Bank of St. Louis, is calling a special meeting of the stockholders for May 1, 1945, to consider a plan to issue a 20 per cent stock dividend.

At the present time, the Boatmen's National Bank has a capital of \$2,500,-

000, surplus and undivided profits of \$3,387,000, and deposits of \$138,000,000.

From December 31, 1934, to March 13, 1945, the deposits have increased approximately \$100,000,000.

**The Office of Price Administration** recently cleared up the definition of an "industrial user" in the following words:

"Under rationing, an 'industrial user' of processed foods is one who uses a processed food to produce a product that is not a processed food."

April 25th will start the momentous hearings for the **World Security Plan** outlined at Dumbarton Oaks when the delegates meet at San Francisco for a month or more of deliberation.

**A. G. Sam**, president of the First National Bank, Sioux City, issued a very fine statement on March 20, 1945, which showed deposits of \$14,752,217 and cash and due from banks of \$4,142,732; U. S. government bonds \$7,667,088, and loans and discounts \$3,148,594. The bank now has a capital of \$400,000; surplus and undivided profits \$337,383, and a reserve for contingencies of \$60,000.

**Frank Warner**, secretary of the Iowa Bankers Association, is now working on preparations for the seventh war loan drive May 14 to June 30, 1945.

A conference was held recently of the executive committee of the association's statewide "War Bond Sales Organization" in collaboration with **H. L. Horton**, president of the Iowa-Des Moines National Bank, who is co-chairman and **Vernon Clark**, executive manager of the Iowa War Finance Committee.

Mr. Warner anticipates that a major state meeting will be held sometime in April to further discuss ways and means of reaching the goal set for the seventh war loan drive.

## Promotion

**J. N. Peyton**, president of the Federal Reserve Bank of Minneapolis, announces that the board of directors of the bank has advanced **Harold G. McConnell** from assistant vice president to vice president of the bank. Mr. McConnell's principal duties are in connection with credits and loans and with guarantees by the Federal Reserve Bank of war production loans as agent for the war department, navy department, and maritime commission.

## Little Sticker Promotes Personalized Check Accounts

**A**N ATTRACTIVE sticker, promoting personalized customer check accounts, has been used for some weeks by the Mississippi Valley Trust Company of St. Louis and, according to Grace M. Mack, advertising manager of the bank, is proving an effective attention-getter.

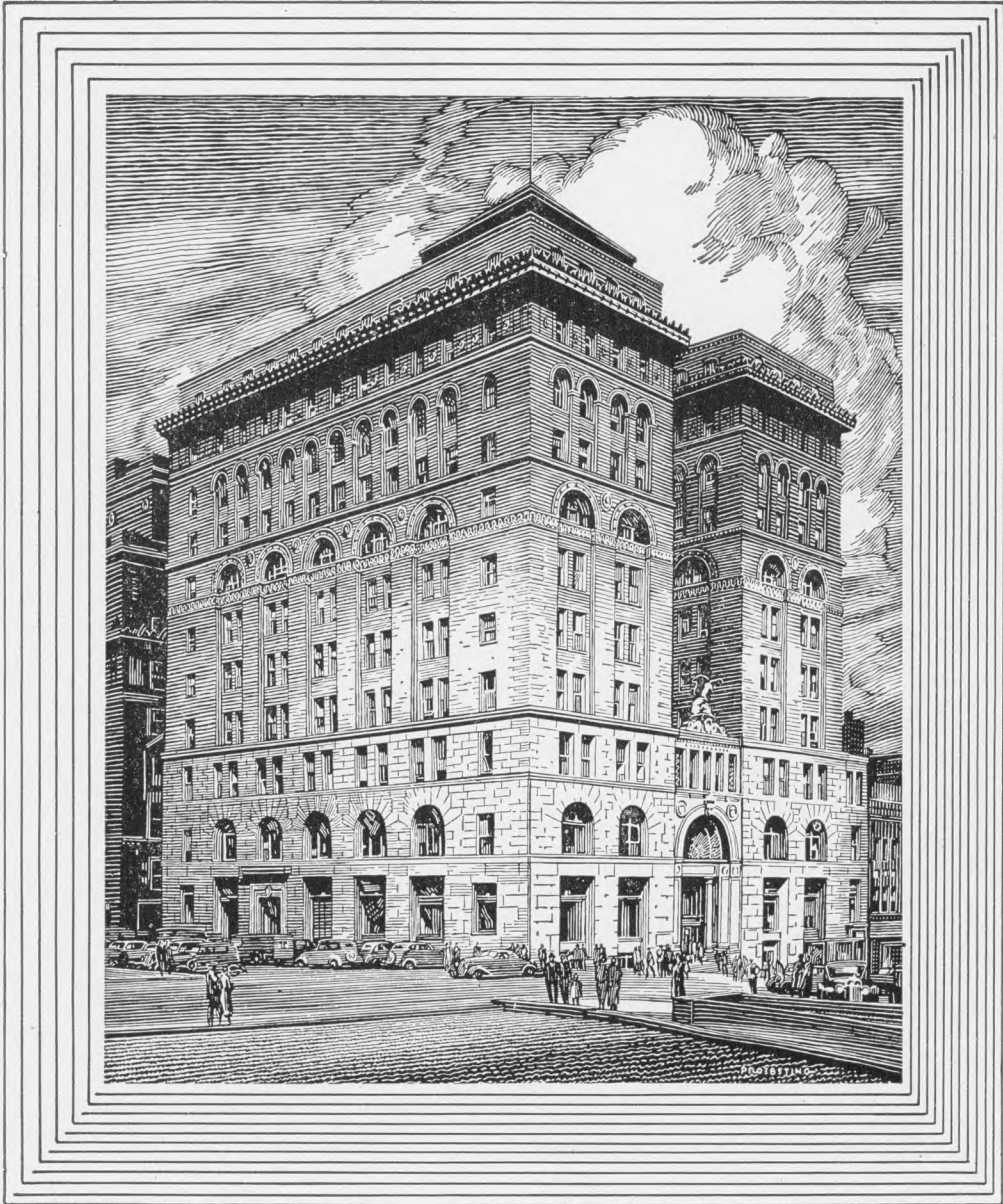
The original sticker is of the approximate size and shape as reproduced here, except it is in colors. The wording in the center "Personalized Custom Check," etc., appears in white on a blue background, the blue being a circle. The small "Missouri Valley" triangle in the original is white type on a red background, with the background for the sticker proper an off-white.

"As far as I know," comments Miss Mack, "this is the first time we have used a sticker in our promotion, and so I am particularly interested in it. The sticker is currently being used on all letters going out from our savings department and our installment loan department. It is placed on the letterhead, not on the envelope. A check of the sources of these pay-as-you-go accounts already opened reveals that a large number of them have been opened by savings depositors. So it seems only logical to follow up this



lead. As far as the loan customers go, I know we are not alone in thinking that they are A-1 prospects.

"We are also aiming some regular direct mail pieces to our savings and loan customers. It is difficult to say just which results are to be attributed to the sticker, and which to the other pieces. However, since we are not advertising the accounts widely through any other medium (except lobby signs), and since they are moving along nicely, I suppose they are both playing an important part. I plan to expand its use shortly to include our safe deposit department."



*Prompt Transit Service*

THE  
 OMAHA  
 NATIONAL  
 BANK

Member Federal Deposit Insurance Corporation

OUR 50th YEAR

Northwestern Banker April 1945



# Is the Legacy Always Forfeited When a Will Is Contested?

**S** NOW executed in favor of Bradley in Kentucky a promissory note for \$1,000, due in six months. The note was not paid on the due date because of certain disputes between Snow and Bradley. After such date Bradley assigned the note for value received to Shomer. Could Snow interpose in any claim by Shomer on the note the same defenses that he could against Bradley while the note was in Bradley's hands?

**Yes. Where a note is assigned after maturity, any defense which might have been asserted by the maker against the original holder of the note could likewise be interposed by such maker against the assignee.**

Maxwell, an Iowa banker, died, leaving a will providing for certain legacies. The will further provided that, if any legatee should contest the will, the legacy going to him should be forfeited. Two of the legatees, acting upon the advice of counsel and in good faith and for proper cause, contested the will on the grounds of undue influence and lack of testamentary capacity. They were not successful in the contest. Did they forfeit their legacies?

**No. In Iowa a will provision that contesting legatees should forfeit legacies is not enforceable against legatees who act upon advice of counsel and in good faith and for proper cause in contesting a will on the ground of undue influence and lack of testamentary capacity. The Supreme Court of that state so held in a recent decision.**

A Nebraska trust company foreclosed on a mortgage covering a 640 acre farm in that state in 1932. At the foreclosure sale, held in 1933, the company bid in the property for \$17,000, approximately the full amount owed by the mortgagor. There were no other bidders. Objections to the sale were raised and the sale was set aside. The property was sold again in 1944. At that sale the company was the only bidder and the amount bid was \$15,000. Various appraisers estimated the

**This and Other Timely Legal  
Questions Are Answered**

**By the  
LEGAL DEPARTMENT**

value as ranging from \$9,000 to \$18,000. The mortgagor objected to confirmation of the second sale because, at it, the purchaser bid less than it did at the first sale. There was no showing that a higher bid could be obtained in the event of another sale. The district court confirmed the sale and the mortgagor appealed. Should the district court be sustained?

**Yes. In a very similar case the Nebraska Supreme Court held recently that the sale should be confirmed even though the purchaser bid less at the second sale than at the first. In doing so it said that the matter was governed by the general rule in Nebraska on real estate mortgage foreclosures which is that an order confirming a judicial sale will not be reversed on appeal for inadequacy of price when there was no fraud or shocking discrepancy between the value and the sale price, and where there is no satisfactory evidence that a higher bid could be obtained in the event of another sale.**

Jordan procured a \$5,000 insurance policy in Ohio on his life in which his friend and business associate, Armstrong, was named as beneficiary. Certain other benefits were also payable to Armstrong if Jordan's death was not " \* \* \* sustained while the insured is in the military or naval service in time of war." Jordan enlisted in the army and, while war was going on, died as the result of accidentally falling from a window in a hotel while on a two-day leave. Could Armstrong recover the other benefits under the policy?

**No. The clause was clear and unambiguous. It referred to Jordan's status as a military man and, since it covered his status at the time of his death, the other benefits were not payable. The fact that Jordan was on military leave does not change his status, as one is in military service from the time he takes oath until he receives his discharge.**

Dietler, a retired Iowa banker living in California, entered into a contract with Burke to sell to him Dietler's mansion house in Des Moines so that it could be converted into apartments. Payments under the contract were to be made periodically, provided that upon default the contract could be cancelled on 30 days' notice. Burke defaulted and Dietler served notice of termination on him. When Dietler went to take over the property, Burke resisted the action, claiming the notice was invalid because it was not also served on his wife. She was not a party to the purchase contract. Should Burke be sustained in such contention?

**No. The Supreme Court of Iowa in a recent decision involving analogous facts held that notice of the cancellation to the wife of the purchaser was not necessary. While she could have succeeded to a dower interest in the property if the sale had been consummated, her interest in the house, prior to such consummation, was not such that she was a necessary party to the cancellation notice.**

The Junior Chamber of Commerce of a North Carolina city, the membership of which was composed of bankers and others, conducted a drive for waste paper and sent trucks through the streets to pick up the bundles that the citizens had placed there. Ham and stole some of the paper before it was picked up by the trucks and was charged with, and convicted of, larceny. He appealed the conviction, contending that there was no ownership of the paper in the Junior Chamber. (Turn to page 24, please)

**OUR 50th YEAR**

## Essential Equipment

Sometimes occupants become trapped in a burning building and rescue by ladder or life-line is impossible. That is why Fire Departments in our major cities carry special safety nets, scientifically designed to support the terrific impact of a falling body. » » In a sense, these life-saving nets are emergency equipment. They are used comparatively rarely — but when the need for them arises, they are *invaluable*. Safety Paper is likewise *essential equipment* for bankers and businessmen. It would be folly not to be *fully forearmed* against the "check artist." That is why the majority of America's largest banks and outstanding business organizations from coast to coast specify **LAMONTE Safety Paper**—recognized *standard* in check protection for nearly three-quarters of a century.

For Samples of La Monte Safety Paper see your  
Lithographer or Printer — or write us direct.



BUY WAR BONDS  
AND SPEED VICTORY

**LA MONTE** *Safety* **PAPER**  
GEORGE LA MONTE & SON NUTLEY, NEW JERSEY



The Wavy Lines are a La Monte Trade Mark

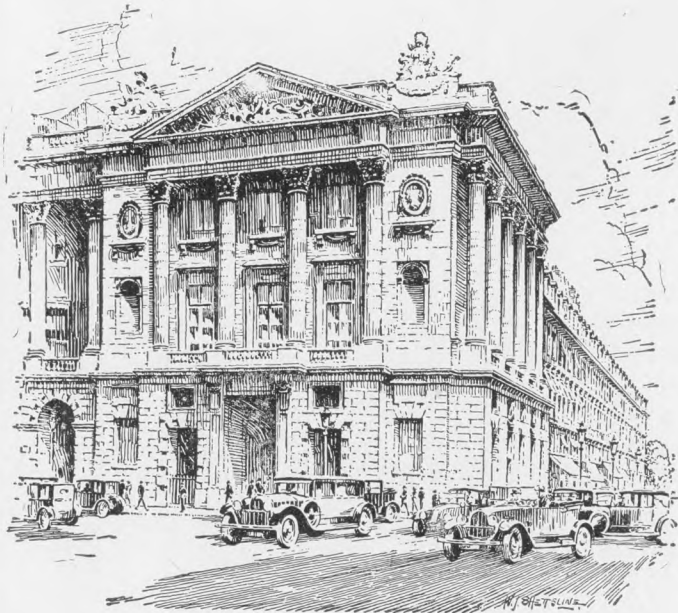
We supply many banks and business organizations with their own INDIVIDUALLY IDENTIFIED Safety Paper. The issuing organization's Trade-Mark is in the paper itself and appears on both the front and back of the check. Such INDIVIDUALIZED paper provides maximum protection against counterfeiting—saves Banks sorting time—helps prevent errors.



OUR 50th YEAR

Northwestern Banker April 1945





## Our Paris Office

The Paris Office of this Bank has returned to its former quarters in the historic building known as Hotel de Coislin, at No. 4 Place de la Concorde.

The Guaranty Trust Company has maintained an office in Paris since 1917. During the first World War this Office rendered service to our Government and to our armed forces in France. In the years of peace it served a large clientele of American and Foreign commercial interests and individuals.

It is a matter of gratification again to be able to offer the services of this Office in the furtherance of international trade.

## Guaranty Trust Company of New York

*Capital Funds, \$302,000,000*

140 BROADWAY

FIFTH AVE. AT 44TH ST. NEW YORK 15 MADISON AVE. AT 60TH ST.  
NEW YORK 18 NEW YORK 21

LONDON OFFICES:

PARIS OFFICE:

11 BIRCHIN LANE E. C. 3; BUSH HOUSE W. C. 2 4 PLACE DE LA CONCORDE

*Member Federal Deposit Insurance Corporation*

## LEGAL QUESTIONS

(Continued from page 22)

ber of Commerce and that therefore his conviction was invalid. Should he be sustained?

**No.** In a recent decision involving similar facts, the Supreme Court of North Carolina held that where numerous citizens donated waste paper to an agency, such as the Junior Chamber of Commerce, and placed the paper on the streets for collection by trucks of the agency, title passed to the agency and an indictment alleging ownership in the agency was good.

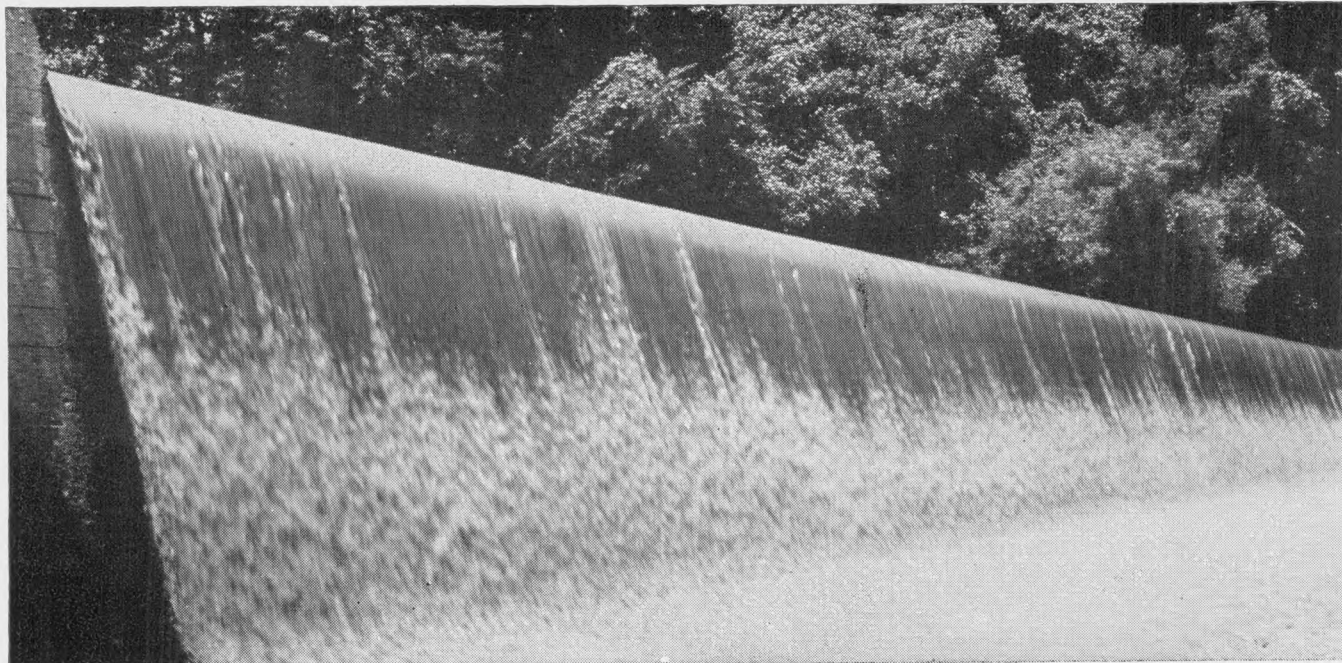
Hale, a South Dakota banker, was also in the building construction business. As an incident to such business he entered into a contract with a school district in that state to construct a stage at the local high school for \$1,500. The stage was duly constructed. When Hale sought payment for the job his demand was rejected because the contract had not been let under competitive bidding as required by law. Could Hale recover in such circumstances?

**No.** In South Dakota the requirement of competitive bidding in letting school district contracts is mandatory and jurisdictional, and nonobservance renders the contract void. Because of this, the Supreme Court of that state recently held in an analogous situation that no recovery could be had and that no implied promise to pay arose even though the work had been done and the contractor had fulfilled the contract.

Farrell, a bank director, was a physician. In carrying out his professional activities as a doctor he maintained a partnership with another physician. He and the other physician dissolved the partnership by mutual consent. As an incident to such dissolution could the other physician force a sale of the good will of the partnership?

**No.** A professional partnership, the reputation of which depends on the individual skill of the members, such as partnerships of physicians or attorneys, has no good will to be distributed as a firm asset on its dissolution. It follows that no forced sale or transfer can be made of the good will of such a partnership on a termination of the firm by mutual assent.

Addison, a Minnesota banker, was appointed administrator of the estate of Brown, who had died in that state leaving no will. It developed that Brown had been an illegitimate child



*this* ↗

## CAN BE A PICTURE OF YOUR PROOF DEPARTMENT

The business of your proof department can flow as smoothly and rapidly as this waterfall . . . with the help of the proper tool.

For the proof department, the proper tool is the National Proof Machine.

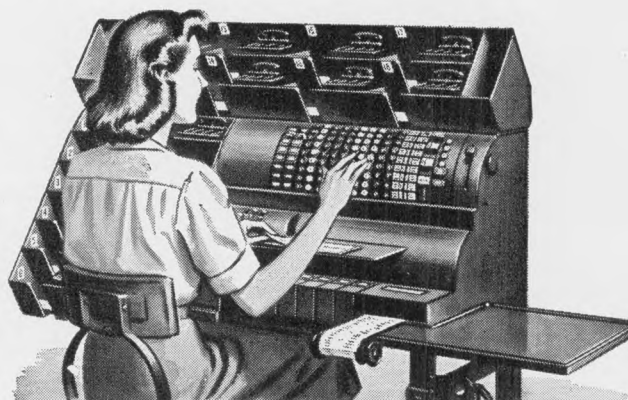
All items—and that includes incoming mail, counter transactions, and incoming clearings—are entered in this machine. It provides centralized control of all departments and positive proof of every credit total recorded.

The National 2000 Proof Machine makes accuracy compulsory. If the depositor makes an error in listing or in addition on the deposit ticket, or the operator presses the wrong key, the automatic locking device prevents the machine from accepting the next deposit.

When this happens, the operator merely presses the error key, the amount of the error is automatically printed on the master tape and correction made instantly. Only then will the machine go ahead on the next transaction. No other machine has this feature . . . truly *compulsory* accuracy.

### THERE'S A NATIONAL FOR EVERY BANK AND EVERY BANKING JOB

Large bank . . . middle-sized bank . . . or small bank . . . there's a National System to meet every need . . . not only in the proof department but in every other. Just take up your problem with the National representative. National Accounting-Bookkeeping Machines are available through priorities.



*Does*

### ALL THIS AT ONE OPERATION

1. Sorts items according to destinations.
2. Stores totals for each source.
3. Automatically provides printed tape for transit and clearing house letters as by-product of listing.
4. Proves addition of a deposit ticket.
5. Proves accuracy of the operator.

*National*

CASH REGISTERS • ADDING MACHINES  
ACCOUNTING-BOOKKEEPING MACHINES

THE NATIONAL CASH REGISTER COMPANY  
OUR 50th YEAR

Northwestern Banker April 1945



and that no wife or child survived him. His mother, however, was still alive. Should she receive his estate?

Yes. By statute in Minnesota, when an illegitimate child dies intestate, without spouse or issue, his estate descends to his mother or, if his mother predeceases him, it descends to his mother's heirs. This is different from the common law rule which is that an illegitimate has no heirs except his issue and that neither his mother nor other kindred are entitled to inherit from him.

Wangle, a North Dakota banker, obtained a life insurance policy there in

1935. He permitted the policy to lapse in 1938 through nonpayment of premiums and then had it reinstated that same year. The policy contained a provision to the effect, generally speaking, that the insurance company could not contest it after it was in force for one year. Could the company contest the policy within one year from the date of reinforcement but not thereafter?

Yes. In a similar situation the North Dakota Supreme Court recently held held that an incontestability clause in an insurance policy applies to a reinstatement in the same manner as it does to the original issuance of the

policy, that is to say, the time within which the reinstatement may be contested is the same period thereafter as that within which the original policy might have been contested. This holding is in accordance with the general rule on these matters. There are, however, some other jurisdictions which hold that a reinstatement can be contested at any time or else that a reinstatement cannot be contested where the time in which the original policy was contestable has expired.

## Returns to Public National

E. Chester Gersten, president of The Public National Bank and Trust Company of New York, announced the election of Major Joseph Singer as vice president, effective last month.

Major Singer returns to the Public National Bank after having served for



## MEAT ANIMALS PRODUCE 30.3% OF AMERICA'S CASH FARM INCOME

Yes, meat animals are the largest cash-income producers on America's farms today. They account for 30.3 percent of the money in the farmer's pocket. Livestock markets pay to livestock farmers an average of fifteen million dollars *every business day in the year*. It is no wonder that livestock producers and feeders are consistently the most prosperous group in agriculture. The Drovers National Bank is proud to serve banks, commission firms, packers, livestock shippers and many others connected with the important livestock industry. Your inquiry is invited.

Members, Federal Deposit Insurance Corporation

**DROVERS NATIONAL BANK**  
**DROVERS TRUST & SAVINGS BANK**  
 UNION STOCK YARDS, CHICAGO

Northwestern Banker April 1945



MAJOR JOSEPH SINGER  
 Elected a Vice President

over two years in the adjutant general's department and the finance department, U. S. Army, and will resume his former activities at the Broadway and Twenty-fourth street office.

His last army assignment was as officer in charge of the dependency section of the field investigation branch of the O.D.B. at Newark, New Jersey, where he assisted in administering the various laws for the assistance of army personnel.

## With Bankers Trust

At a meeting of the board of directors of Bankers Trust Company, New York, J. Paschal Dreibelbis was elected vice president.

Mr. Dreibelbis was, until March 15th,

OUR 50th YEAR



## YOUR FOREIGN TRADE TOMORROW *Calls for Planning Today*

Already the "shape of things to come" in the western world begins to take form. In one field, that of foreign trade, it is not too early to look at the future situation in the light of what is already known.

For example, pre-war data regarding business firms in European countries must be revised and brought up to date; new credit information must be gathered and other vital facts correlated, taking into account drastically changed conditions.

In anticipation of such a need, the Chase National Bank has maintained its many contacts in Allied and other friendly nations. As always, the intimate knowledge of actual trade conditions as they *exist* and *change* constitutes an inestimable aid to those companies and individuals interested in export and import.

These Chase facilities which are always at the disposal of our domestic correspondent banks provide a valuable service for their own customers.

## THE CHASE NATIONAL BANK OF THE CITY OF NEW YORK

*Member Federal Deposit Insurance Corporation*



general attorney of the Federal Reserve board where he has served since 1941. He acted as assistant general counsel to the board from 1936 to 1941.

Prior to this Mr. Dreibelbis was special counsel to the Reconstruction Finance Corporation in the insolvent bank division and special counsel in the office of the comptroller of the currency during the bank holiday, and later in charge of reorganization of national banks.

### Quarterly Dividend

The board of directors of The Commercial National Bank and Trust Company of New York at a recent meeting declared the regular quarterly divi-

dend of 40 cents per share, payable April 2, 1945, to the stockholders of record March 21, 1945.

### Official History

The executive council of the American Institute of Banking, educational section of the American Bankers Association, has authorized publication of a history of the Institute, which will be written by Richard W. Hill, retired national secretary, in collaboration with Miss Marion Turner, assistant to the educational director, it has been announced by President William C. Way, who is also trust officer of the Central National Bank, Cleveland, Ohio. The proposal for the A.I.B. his-

tory was brought up at the recent executive council meeting, held in Florida. Dr. William A. Irwin, educational director, stressed the importance of the action "in view of the fact that our organization pioneered in the field of adult education in America, a field which in the postwar period is going to have a development such as it has never had in the history of this country, or perhaps of the world."

### On Committee of Five

William C. Cummings, president of the Drovers National Bank and Drovers Trust and Savings Bank, Chicago, has been named by Federal Judge Michael L. Igoe as one of five prom-



## HOW TO BROADEN YOUR BANKING SERVICE

**T**HROUGH their use of the facilities and wealth of banking information available here, correspondent banks are frequently enabled to broaden the service rendered their own customers. Through visits to this Chicago bank and discussions with its officers, ideas on methods and techniques can be exchanged . . . to the benefit of both institutions. The inquiries of banks seeking a Chicago correspondent are cordially invited.

# THE NORTHERN TRUST COMPANY

50 SOUTH LA SALLE STREET, CHICAGO 90, ILLINOIS

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WILLIAM C. CUMMINGS  
Reorganization Manager

inent business and civic leaders to act as reorganization managers of the Chicago, Milwaukee, St. Paul & Pacific Railroad Company. The function of this committee is to supervise and direct the reorganization of this great transcontinental railroad, in accordance with the terms of the plan of reorganization, which has been approved by the court and the Interstate Commerce Commission.

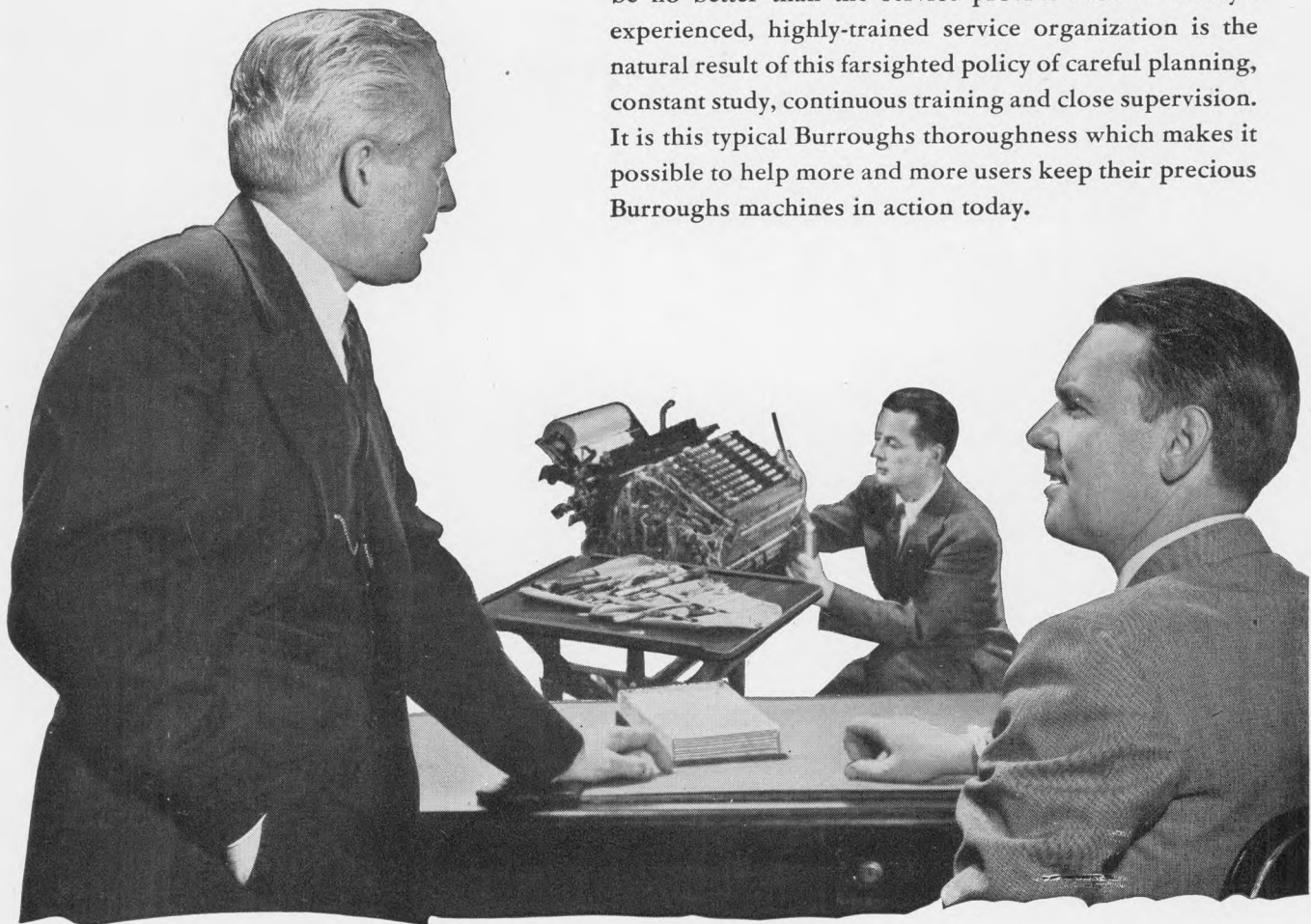
### Comes to National City

Louis Fenn Sperry, formerly vice president and treasurer of the Bell Aircraft Corporation, has been appointed assistant vice president of The National City Bank of New York. Mr. Sperry will come to the bank in April.

While at Bell Aircraft, Mr. Sperry's main assignment had to do with financial planning. This was related not only to matters arising out of expanded war production, but also with programs worked out to facilitate the

"We particularly appreciate  
**BURROUGHS DEPENDABILITY**  
 today, when mechanical service  
 is so very important"

Burroughs' ability to maintain its high service standards during these trying war years didn't just happen! Years ago, Burroughs established a definite service policy in recognition of the fact that any mechanical product can be no better than the service provided for it. Today's experienced, highly-trained service organization is the natural result of this farsighted policy of careful planning, constant study, continuous training and close supervision. It is this typical Burroughs thoroughness which makes it possible to help more and more users keep their precious Burroughs machines in action today.



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**Burroughs**  
 IN MACHINES  
 IN COUNSEL  
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Burroughs systems and installation men have been constantly helping business machine users to make the fullest use of the equipment they now own . . . helping them to adapt their present machines to new conditions. Reference libraries containing up-to-the-minute information on machine accounting methods and procedures are maintained in all Burroughs offices. For help in getting the fullest use from your present Burroughs machines, call the local Burroughs office, or write Burroughs Adding Machine Company, Detroit 32, Michigan.

FIGURING, ACCOUNTING AND STATISTICAL MACHINES • NATIONWIDE MAINTENANCE SERVICE • BUSINESS MACHINE SUPPLIES

OUR 50th YEAR

Northwestern Banker April 1945



eventual transition to peace-time operations.

He was formerly with the Guaranty Trust Company; vice president of the National Bank of Auburn, in Auburn, New York; first vice president of the National Bank of New Jersey, in New Brunswick; and was treasurer of the Panhandle Eastern Pipeline Company.

### Remittances Accepted

Remittances for living expenses to private individuals in liberated Greece up to a maximum of \$500 per household each month are now being accepted by American Express Company under general licenses Nos. 32 and 33,

it was announced. According to the announcement, transmission may be arranged by ordinary mail or by cable, and remittances should be ordered in U. S. dollars, payable in Greece at the drawee's buying rate.

Supplementing its announcement of February 28 regarding the resumption of remittances to Finland, the American Express Company said that cable service to this country has now been resumed, and remittances may be accepted for transmission by cable. Whether transmitted by mail or cable, the orders may be transmitted in dollars payable at the drawee's buying rate, or in Finmarks.

## In KANSAS CITY

the Bank for Bankers  
Is "Old 18-1"

KANSAS CITY has excelled facilities for quick communications and rapid dispatch of business.

The railroads, airplanes, telephone, telegraph are all sleepless servants of "Old 18-1"—the bank that holds the Number 1 position in the Kansas City Clearing House.

Added to all these facilities for quick business

action is our 24-hour Transit Department—which receives and delivers mail at the Post Office every 30 minutes.

By private wire the Commerce is in constant touch with all principal cities of the United States.

Your grain drafts and other collection items never rest in the Commerce.

"Old 18-1" is waiting to serve you.

# Commerce Trust Company

Member Federal Deposit Insurance Corporation.

OUR 50th YEAR

### New Officer Announced

Geo. R. Hicks, president of Union National Bank of Kansas City, announces the election of A. T. Wheeler, Jr., as assistant vice president. Mr. Wheeler graduated from the University of Oklahoma School of Business Administration, and for several years thereafter was assistant cashier of the Oklahoma National Bank, Clinton, Oklahoma. Mr. Wheeler terminated his connection with the Oklahoma Na-



A. T. WHEELER, JR.  
Assistant Vice President

tional Bank to take employment with the examining department for national banks. After three years with the examining department, he became assistant cashier of the Southwest National Bank of Wichita, and in January, 1944, became cashier, which position he resigned to become associated with Union National Bank as assistant vice president.



"Junior—speak to me!"

Northwestern Banker April 1945

# CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO

*Statement of Condition, March 20, 1945*

## RESOURCES

Cash and Due from Banks.....	\$ 496,601,517.44
United States Government Obligations, Direct and Fully Guaranteed.....	1,601,473,003.57
Other Bonds and Securities.....	58,393,131.79
Loans and Discounts.....	332,350,296.49
Stock in Federal Reserve Bank.....	3,600,000.00
Customers' Liability on Acceptances.....	875,642.58
Income Accrued but Not Collected.....	5,101,330.83
Banking House.....	11,050,000.00
	\$2,509,444,922.70

## LIABILITIES

Deposits.....	\$2,335,523,569.16
Acceptances.....	875,642.58
Reserve for Taxes, Interest and Expenses.....	15,154,018.77
Reserve for Contingencies.....	18,106,002.29
Income Collected but Not Earned.....	207,792.39
Capital Stock.....	60,000,000.00
Surplus.....	60,000,000.00
Undivided Profits.....	19,577,897.51
	\$2,509,444,922.70

United States Government obligations and other securities carried at  
\$461,826,198.11 are pledged to secure public and trust deposits and for  
other purposes as required or permitted by law

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# FIELD WAREHOUSING

## The Modern Method of Inventory Financing



Some of your present customers . . . as well as others whose business you would like to have . . . may find their working capital insufficient for their needs.

Many have inventories that offer sound opportunities to you for Warehouse Receipts Loans. Our Field Warehousing Service enables you to make those loans against inventories stored right on the borrower's own premises.

Warehouse Receipts make it possible for you to lend in excess of open-line credit limits, safely and profitably.

We are specialists in Field Warehousing. Our experience is long . . . our responsibility recognized.

*Without obligation, our representative will call on request and explain how our Field Warehousing service provides collateral on inventories on the owner's location . . .*

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*"The only company engaged in Field Warehousing with an office in Iowa"*

# Go Easy on Long Term Governments

A Conservative Course Would Be to Utilize Any Increase in Deposit for a Period in the Three-Five Year Bracket

By Raymond Trigger

*Investment Analyst  
New York City*

**B**ANK earnings must be adequate to secure sufficient capital, to pay expenses, to yield a reasonable return, and no more".

You read that statement in the February Federal Reserve Bulletin, by Dr. Goldenweiser, and it may have given you pause. But, coming from those who regulate the way of life of commercial banks, there was nothing fundamentally new in this restrictive thinking.

To be sure, some of the sting may be taken out by the qualifying word "reasonable", but what authority or bureau is going to determine what is to be reasonable? If banking is to be taken out of the field of enterprise in the postwar era with no future but to be a device for creating credit for the government on a fixed fee basis, the profit margin can be regulated by a further flattening of the interest pattern. The Goldenweiser dicta may have been the tip-off to what has since happened to the bond market.

In the early days of the 8-10 year 2 per cent treasury issues (when banks failed on one or two occasions to display great enthusiasm for an offering) the secretary of the treasury waved aside the suggestion that these issues were not too popular by saying "They would like them when they got used to them". Well, "they" did, and "they" will probably get used to 1½'s, and to a further shortening of the maximum term with a progressive lowering of the average rate of return.

It is deemed politically sound in certain government circles to favor measures that restrict bank earnings in order to counter any popular feeling that banks have had an easy time out of the war. It has been charged that "stock in trade" has been handed to banks in increasing volume in the forms of steadily rising deposits while other fields of business have had tough going, and that the risk has moved inversely with growth because government bonds represent a larger and larger proportion of assets.

The March 5 issue of the bulletin of the National City Bank of New York comments that "the tendency when-

This is a discussion of factors affecting your investment portfolio. If you have any questions, or if you find yourself in disagreement with comments herein, your letters, addressed to the **NORTHWESTERN BANKER**, will be welcome and will be answered here if the subject matter is of general interest. Under no circumstances, however, will the editor of this column enter into discussion regarding specific securities.

ever government controls are set up is to move constantly in the political rather than in the sound economic direction . . . there is always the temptation to take the easy way of cheapening the interest rate which constitutes a hidden tax on the thrifty." This is one answer to those who complain that banks have suffered less than business at large under wartime taxes.

#### The Effect of Omitting 2's

It does not look now as though there is much incentive, from the standpoint of further appreciation possibilities, in the purchase of Treasury 2s of five year term to call or shorter. These issues nevertheless have the distinct advantage of current return or "carry". Naturally, banks should purchase their maximum at par in the new five year 1½s to be offered in the Seventh War Loan "basket," but otherwise the 2s of similar term to call—that is, the 2s of

March and September 1952-50 are preferable in that not far from a 2 per cent "carry" might be realized with a little bookkeeping. The accompanying table illustrates:

	Term to Call	Approximate Price	Yield %
2s due 9/15/52/50 . . .	5½ Yr.	102.15	1.53
2s due 9/15/51/49 . . .	4½ Yr.	102.15	1.40
2s due 9/15/50/48 . . .	3 Yr.	102.15	1.17

Three issues ranging from 3 to 5½ years all selling currently at the same price, and as long as the present pattern holds, the difference is bound to be small between a 5½ year term call and a 3 year term call. That means that a 2 per cent issue can be bought on the 5½ year basis, held for 2½ years and then sold around the same price for a carry of 1.95 per cent before any run-off begins, according to the present pattern.

The then 3 year issue can thereupon be "rolled out" to a 5½ year issue for another 2½ year period. The extra yield that is indicated justifies some additional complications of bookkeeping involved in amortization of the premium during the period of holding and adding back the recovery of the charge-off on the sale of the bonds.

The Treasury policy of not including a 2 per cent bond in the Seventh War Loan "basket" has had the tendency to scare more and more bank funds out into the longer terms since the turn of the year. In January it was mostly confined to banks outside New York City but the latter group has since joined the movement in no uncertain way. There is the urge among country banks to go all the way out to the 2½s of 1967-72 in spite of the fact that money supply measures are not moving in the direction of a superabundance despite the steady increase in deposits. A conservative course would be to utilize any increase in deposit for a period in the 3-5 year bracket and shift into the same bracket a like amount of the 2½s. Banking position would be strengthened and income would not be reduced below where it was at the beginning of the period in question.

Basic trends are not in the direction of easier credit regardless of the strong-arming of the interest rate. The





## MONEY FOR TOMORROW

Whatever else the end of the war may bring to Business and Industry it is sure to mean sweeping changes in corporate operation. In some instances, these changes may include total re-conversion or extensive reorganization, in others preparation for the production and marketing of new products.

In any case, Peace is likely to call for new financing and the services of an experienced and able underwriting organization.

Ever since 1888, the firm of Hornblower & Weeks has been serving American enterprise. Our Underwriting Department is ready to continue to serve. We invite you to inquire of a Partner at the nearest Hornblower & Weeks office. Your inquiry will be held in confidence and involves no obligation.

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maintenance of the credit base continues to be a race between demands on bank reserves from the ever mounting currency total with aggravation, temporarily at least, from the run-off of the war loan to demand deposits, and the pumping of additional credit into

the banking system by the central banks. Reserve Bank credit has been swelling for six weeks and is back at its all-time high, but the trend of excess reserves has nevertheless tended downward since the war began.

*W*HERE each correspondent receives  
a high ratio of officer time and attention.

## The CONTINENTAL BANK & TRUST COMPANY of NEW YORK

30 BROAD STREET, NEW YORK

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

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Have ALL the facts, without cost, about your Federally Insured Savings & Loan Associations which issue

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- (c) ANALYSES OF LOAN PORTFOLIOS;
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- (f) A CONTINUING SERVICE.

We offer approximately 400 Associations. Some are paying 3½%, while others are on a 3% basis.

*You Will Enjoy:*

- (1) Unquestioned Safety of Principal;
- (2) Cash Position;
- (3) Complete Freedom from Market Losses;
- (4) Income yield to 3½%.

May we send you an OFFERING of a group of SELECTED Associations?

ALLISON WAUGH

## Financial Development Company

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105 South LaSalle Street

Chicago 3, Illinois

*What do you think of the views expressed in this article? Do you agree or disagree? Write us a letter giving your opinion for publication in the next issue of the NORTHWESTERN BANKER. Address Henry H. Haynes, Editor, NORTHWESTERN BANKER, 527 Seventh Street, Des Moines 9, Iowa.*

## WHY CATTLE LOANS ARE SAFE LOANS

(Continued from page 17)

Cattle Feeders tour—a day when businessmen and farmers together make a county-wide tour inspecting cattle, listening to short talks in the barn lots and visiting together.

Late September—Quad County Baby Beef Show—sponsored by the Clinton Chamber of Commerce and held in the Clinton Coliseum—a two-day show with about 120 calves exhibited. Businessmen banquet the 4-H members, see the calves judged and later sold at auction—substantial cash prizes are awarded.

December 1—International in Chicago.

Later in December following International Show—Annual Clinton County Cattle Feeders Association banquet held in Clinton with a good mixer, meal and speaker—introduction of winners at International—this festivity is supported equally by farmers and businessmen.

We have not thrown caution entirely to the wind, by reason of our enthusiasm for cattle loans and in loaning follow rather closely these principles:

- (1) Insist that beginners make small commitments in light cattle.

Founded 1913

## THOMSON & MCKINNON

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OUR 50th YEAR

- (2) Confine larger loans to stable and experienced feeders.
- (3) Discourage the purchase of more cattle than home-grown corn will finish.
- (4) Encourage feeders to market the cattle when they are ready.
- (5) Encourage regularity of feeding to obtain average return.
- (6) Give consideration to quality of the cattle and care they will have.

It is quite generally anticipated that cattle prices will decline following the war, but the wise feeder will probably not drop out trying to guess the timing. We believe that such action would be speculative and few would profit;

many would lose more remaining out for an indefinite term. When cattle prices moved up, large profits accrued to the feeders, which must be partially given up when the price is adjusted downward. Reasonable commitments in light to medium cattle should not make for heavy losses.

## Dividend

The board of directors of the Chemical Bank and Trust Company have declared the regular quarterly dividend of 45 cents per share on the capital stock of the bank, payable April 2, 1945, to stockholders of record March 15, 1945.

*Select these*

## PRIME SHORT TERM ISSUES

*for investment of idle funds*

CONSOLIDATED DEBENTURES of the Federal intermediate credit banks offer excellent media for employment of large cash balances. Issued monthly in maturities from 6 to 12 months and denominations from \$5,000 to \$100,000, they are available regularly through recognized dealers and dealer banks. ¶ Eligible as security for most fiduciary, trust and public funds, these debentures are authorized under the Federal Farm Loan Act, as amended. They are legal investment for savings banks and insurance companies in various states, besides enjoying exemption from all state, municipal and local taxes.

## THE FEDERAL INTERMEDIATE CREDIT BANKS

*Other features of these desirable obligations will be explained gladly upon request to*

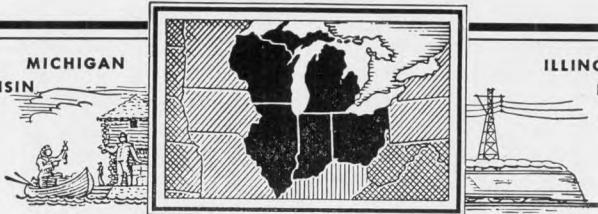
CHARLES R. DUNN, Fiscal Agent

31 NASSAU STREET

NEW YORK 5, N. Y.

Northwestern Banker April 1945



OHIO MICHIGAN  
WISCONSINILLINOIS  
INDIANA

## PROVIDING INVESTMENT CAPITAL

To  
*The East North Central States*

**F**AVORED by a prehistoric ice-cap which scooped out their lakes, deposited their rich top-soil, and made more readily available their extensive mineral resources, the East North Central States have become the center of the nation's transportation system and one of its foremost industrial and agricultural regions.

Though widely traversed by early explorers, this section's major development covers little more than the past century. Its rapid growth in population and resources during the

last fifty years has naturally called for large capital outlays—well beyond the accumulated reserves in so new an area.

*In assisting in the financing of this area, Halsey, Stuart & Co. Inc. has made an important contribution to its exceptional progress and has likewise opened channels for conservative investment of surplus funds. This organization has participated as an original underwriter in over 1000 bond issues, totaling over \$4½ billions, of municipalities and corporations in the East North Central States.*

**HALSEY, STUART & CO. Inc.**

CHICAGO 90, 123 S. LA SALLE STREET • NEW YORK 5, 35 WALL STREET  
AND OTHER PRINCIPAL CITIES

—SPECIALISTS IN—

## United States Government Securities

Guaranteed Issues

Federal Land Bank and Other Agency Issues

Territorial Bonds ☆ Municipal Bonds

**C. J. DEVINE & CO.**

The Field Building, Chicago 3, Ill.

New York • Boston • Philadelphia • Pittsburgh • Cleveland • Cincinnati  
St. Louis • San Francisco

Direct Wires to all Offices

**Elected Vice President**

E. Chester Gersten, president of The Public National Bank and Trust Co. of New York, announces the election of Thomas M. Keefe as vice president. Mr. Keefe was formerly connected with the New York Trust Co., and was an active credit officer at the Fortieth Street and Madison Avenue office of



THOMAS M. KEEFE  
New Vice President

that institution. He comes to the Public National with long experience in the banking field and was also associated, for a period, with a prominent New York commercial paper house.

**Stern to Head War  
Loan Drive**

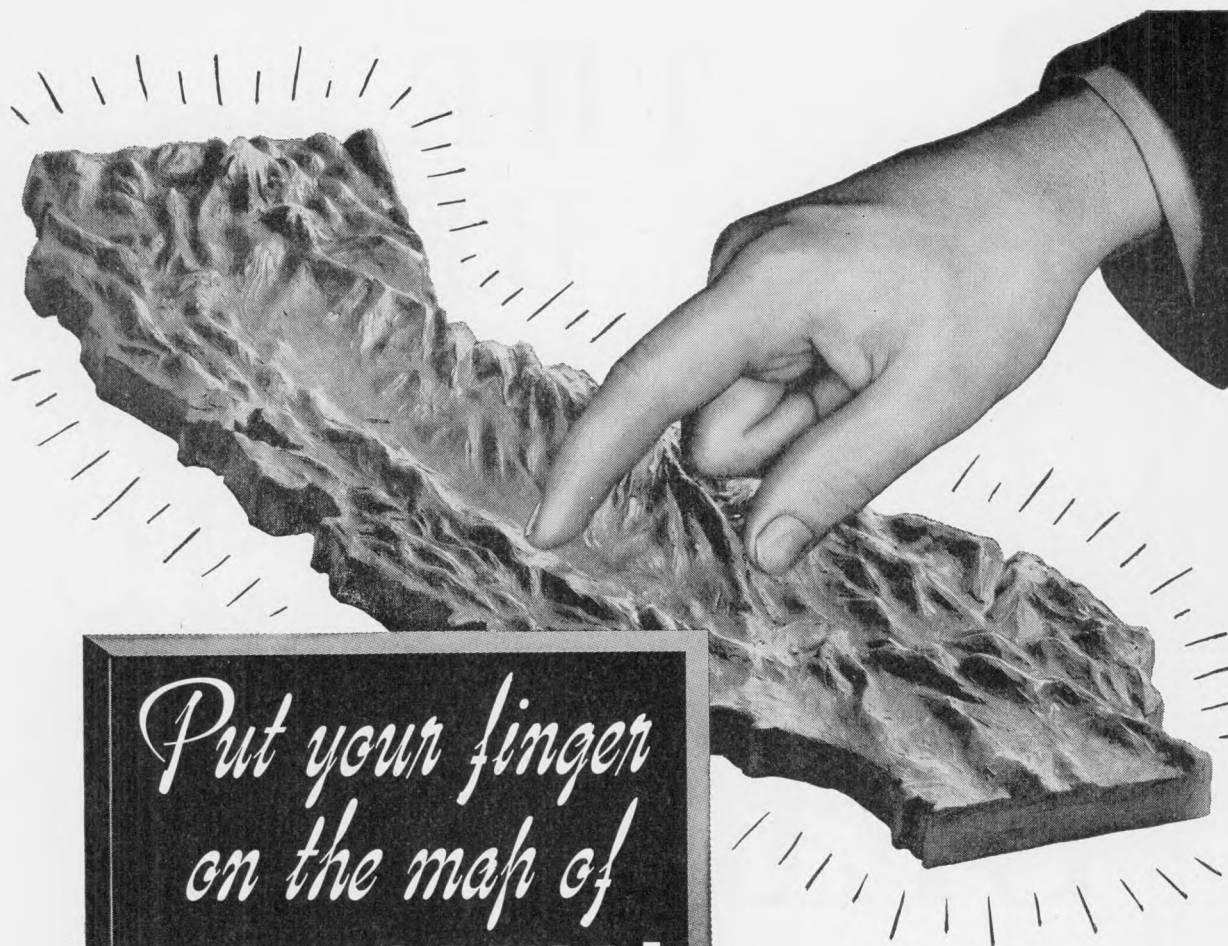
Lawrence F. Stern, president of the American National Bank and Trust Company of Chicago, has been appointed chairman of the forthcoming Seventh War Loan drive for Chicago and Cook county, it is announced by Renslow P. Sherer, chairman of the War Finance Committee of Illinois.

Mr. Stern has already started organization of the campaign establishment which he expects to total approximately 100,000 volunteer workers from all categories of business, professional and civic activity in the city and county, by the time the drive gets under way in May.

**Good Night!**

Hostess (to roomful of guests): Hush a moment, the children are going to deliver their good night message. Listen—

(From head of stairs): Ma—Willie found a bedbug!



*Put your finger  
on the map of*  
**CALIFORNIA!**

**IN PLANNING AHEAD**, business, industrial, and banking executives are weighing the vast opportunities in California. If you put your finger on the map of this State you touch the richest, most concentrated market in the West.

Your finger placed at almost any point on this map — at more than 300 points, in fact — will cover, too, a city or town where your interests can be served by the local facilities of Bank of America.

This California-wide branch bank, long experienced in serving others, welcomes the opportunity of being helpful to you. Your inquiry is invited.

◀ **RESOURCES OVER 4½ BILLION DOLLARS** ▶

# Bank of America

**NATIONAL TRUST AND SAVINGS ASSOCIATION**

MEMBER FEDERAL RESERVE SYSTEM • MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Complete Banking Facilities - Commercial - Savings - Trust - Safe Deposit  
Main Offices in the two reserve cities of California . . . San Francisco - Los Angeles



**Blue and Gold BANK of AMERICA TRAVELERS CHEQUES** are available through authorized banks and agencies everywhere. Carry them when you travel.





# THE BEST IN PUBLIC SERVICE

That is what you want to offer your customers from day to day and we believe we are in position to assist you in doing just this. Investigate our complete line of Automobile and Fire Coverage.

If you will investigate our Agency Proposition we are sure you will be convinced of our ability to provide Full Protection at Substantial Savings in a Sound Agency Organization under Efficient Management in

## **WESTERN MUTUAL FIRE INSURANCE CO.**

9th & Grand



Des Moines, Iowa

*"Over a Third of a Century of Safety and Service with Savings"*

# Selling the Professional Man

A Presentation of Life Insurance for a Professional Man With a Large Present Income But With No Great Amount of Capital Accumulated From It

DOCTOR, I have a story I want to tell you. I know that you will tell me you have heard life insurance stories before. You will also tell me how much life insurance you have and that you have plenty of it. But—this story is only incidentally about life insurance. It has to do with finances and taxes.

"I think you will admit, Doctor, that you are now far too busy practicing medicine and far too interested in the problems of your own profession to be concerned with what is going on in the field of finance and taxes. There have been some developments here, however, that need your attention and I am going to explain them to you just as briefly and concisely as I can.

#### Enumerates Sales Points

"The first point for consideration, Doctor, is the fact that money is getting cheaper. Any given amount of capital will produce less income now than it would in the years past.

"The second point to consider is the fact that because of the increased income taxes it is impossible for a man with an income as large as yours to create any large capital sum by saving. In spite of this fact, you must accumulate capital if you wish to build an income for yourself that will continue when you quit working.

"Since it is impossible for you to save large capital sums quickly, you must substitute manufactured capital or income for actual capital or income.

"The next point is this—life insurance and annuities are, in fact, manufactured capital and income.

"Doctor, I am just outlining a simple set of facts that cannot be denied. Let us see how they apply to you. I know

By M. J. Malarney

General Agent  
Lincoln National Life  
Pontiac, Michigan



M. J. MALARNEY  
"I Have a Story to Tell"

that you have a definite standard of living set up on your present income. I know also that you want to and are going to be forced to retire at some time. It is also evident that you are going to take some loss in income at retirement over your present earnings."

(The prospect usually agrees that this is so and makes the comment that at retirement he, of course, would not

need as much for living expenses as he now uses.) Mr. Malarney continues:

#### Illustrates Straight Savings

"Let me assume that you want \$400 a month income at retirement. Here is one way to get it. With cheap money you must save \$160,000 over the next 20 years and invest it at 3 per cent. You are now 42 and your income from this accumulated money would begin at 62. If you take this plan, you must start to save immediately \$8,000 a year in order to reach your goal of \$160,000 by the time you are age 62.

"That is what will happen if you say 'No' to me.

"If you say 'Yes' to me, you start now to save \$3,000 a year, a total of \$60,000 during the 20 year period. This saving under my plan will produce an income of \$400 a month also.

"Do not forget—the purpose of capital is to produce income, therefore, with my plan as opposed to the savings plan, you have \$100,000 to pay on increased income taxes, to increase your standard of living and, in general, to live a fuller life. In other words, with my plan you do not have to save all of your income.

"Now, Doctor, let us assume you give my company \$60,000 over the next 20 years. You are now 62 years old and are receiving from this an income of \$400 a month or \$4,800 a year. On this you make an income tax return on 3 per cent of the purchase price or \$1,800 a year, yet you have an income of \$4,800 per year, therefore, \$3,000 of your \$4,800 annual income is free from income tax.

"I can see from your reaction, Doctor, that you are saying perhaps to yourself, 'That may be all very well



SCARBOROUGH & COMPANY

Insurance Counselors to Banks

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative  
Des Moines, Iowa



for the present, but how do I know the income tax situation will be the same 20 years from now.' While it is true, Doctor, that we have no absolute assurance that the income tax principles will be the same 20 years from now as they are now, on this particular question the taxability of life insurance proceeds, tax authorities since 1913 have never changed. Changes have been attempted several times but they have never gone through. It is my opinion that such changes never will go through because it has always been the vowed intention of the taxing authorities to discourage



### How to choose a life partner

John Hanson knows good tools and good guns, and likes to handle them. That—plus his native independence—may be why he scrimped and saved to open his own hardware store, and why his fellow-townsmen buy from him. Be that as it may, he's a successful small business man—a man of character.

We recommend John Hanson as a "life partner" for you. The life insurance company with such people as policyholders is a good place for your own insurance. Much of the strength of a life insurance company lies in the strength of the men and women who buy its policies—in their thriftiness, in their determination to carry on *without lapsing*. For most lapsed policies mean a loss not only to the man who lapses, but to the company, and to its policyholders.

Your NWNL agent has a special incentive to find and sell such men. For while he too is an independent business man, under his unique contract with us his income depends not primarily on new insurance sales, but on his policyholders' persistence in keeping their insurance in force.

Therefore, he has a special incentive to sell you exactly the kind of insurance you need and the amount you can afford—and to confine his selling efforts to the kind of people you can welcome as fellow policyholders in a life insurance company.

## NORTHWESTERN National LIFE

INSURANCE COMPANY

O. J. Arnold,  
President



Minneapolis,  
Minnesota

Northwestern Banker April 1945

schemes and speculation and to encourage organized old age thrift."

### Reviews Sales Steps

At this point in the interview Mr. Malarney reports that the prospect usually asks, "What are those steps again?" Mr. Malarney, using the five fingers of his left hand, goes over the five points of his original approach. (1) "Money is getting cheaper and produces less income, (2) it is impossible to accumulate capital from savings because of income taxes, and (3) you must, therefore, substitute manufactured capital and income—life insurance and annuities, (4) you can buy them to produce an income cheaper than you can save to produce the same

income and (5) money received as income from a retirement life insurance or annuity plan enjoys definite income tax advantages." After going over these points, Mr. Malarney continues the interview as follows:

"Now, Doctor, the best story in the world won't sell this plan, nor will the best salesman. As a matter of fact, your retirement problem exists and I am just a wheelbarrow which is carrying the solution to you. It's up to you to say 'Yes' or 'No' to the whole thing.

### Closing Point

"Before you answer me definitely, let's assume that you say 'No' to my plan. You choose instead to invest this \$3,000 I am asking you to deposit. You invest this money annually in stock. This investment pays a dividend and your income is increased by this much. However, you have a professional income now of better than \$30,000 a year. This investment income is added on to your present professional income with the net result that most of what you gain in investment income you lose in the higher penalty brackets of taxation. You would continue to suffer this heavy loss on your investment income every year that you put away the \$3,000.

"Under our plan, on the other hand, you freeze the income from your \$3,000 annual savings income tax-wise until you are ready to use it. You have no re-investment problem and you have an opportunity to be a better medical man because you are not dividing your attention and ability between finance and medicine.

"What will it be, Doctor, pay high income taxes on the investment income

SINCE  
1919

Low Cost  
Hail  
Protection

Hawkeye Mutual Hail  
Insurance Association

Carver Bldg. Fort Dodge, Iowa

Resources of  
OVER TWO MILLION DOLLARS

Experience of  
OVER TWENTY-FIVE YEARS

Now dedicated to the Surety  
and Fidelity Bond needs of  
the Middle West.



*Surety Division*

The State Automobile Insurance Association

DES MOINES, IOWA

OUR 50th YEAR

of \$3,000 annual savings or—have these funds accumulate tax free year by year?

“What hour are you free for an examination?”

## Arnold Introduces Morgenthau

The problem of rising prices is still with us and is likely to reach a crucial stage in the next four or five months, Secretary of the Treasury Henry Morgenthau, Jr., told top officials of 50 largest firms in Minneapolis at a luncheon meeting arranged by the payroll savings division of the Hennepin County War Finance Committee. He was introduced by O. J. Arnold, president of Northwestern National Life Insurance Company and chairman of the Minnesota War Finance Committee.

The secretary made a brief, informal talk when he paid a “drop-in” visit to the luncheon. He was in the city to deliver a major address on behalf of the Bretton Woods international economic agreements.

Substantial increases in sale of war bonds, especially E bonds, in the seventh drive are counted on heavily by

treasury officials to help offset the growing pressures toward higher prices; these pressures will increase, and not diminish, in the event of an early end to the European war, the secretary declared.

Mr. Arnold introduced Secretary Morgenthau as head of “the world’s largest sales organization,” and said he believed the outstanding success of the war bond sales program has been largely due to the wisdom of the secretary in developing “grass roots” committees throughout the country and then letting these committees “run their own shows” in large degree.

While in Minneapolis, Mr. and Mrs. Morgenthau visited their newly-arrived granddaughter. The mother, Mrs. Robert Morgenthau, a Minneapolis girl, is living here with her parents, Mr. and Mrs. H. J. Pattridge, while her husband serves in the navy.

## Blanket Bonds

A. L. Rooch, assistant vice president of the Anchor Casualty Company, St. Paul, has announced the issuance of a Junior Comprehensive Dishonesty, Disappearance, Destruction Blanket Bond at a moderate cost for the small enterprise.

According to Mr. Rooch, “It is not reducible by loss under any of its four insuring agreements while in force: A. Commercial blanket fidelity, B. Money and securities, C. Safety deposit box coverage, and D. Depositors commercial forgery and alteration. The ‘A’ bond carries a fixed amount on each item.

“In some instances you will find little need for the fidelity coverage, especially where the family owns and operates the business exclusive of outside help. In such instances money and securities coverage can be written alone, thereby extending the broad features of this bond to your clients in competition to the regular standard form.”

## Declare Two Dividends

The board of directors of The First National Bank of Chicago at a recent regular meeting declared a dividend of \$2.00 per share on the capital stock of the bank, payable April 1, 1945, to stockholders of record March 26; also a dividend of \$2.00 per share payable on July 1, 1945, to stockholders of record June 25, 1945.



# 52<sup>nd</sup> ANNUAL FINANCIAL STATEMENT

As of December 31, 1944

### ADMITTED ASSETS

Mortgage Loans .....	\$ 180,760.61
Bonds and Stocks (Amortized Values)...	1,149,242.57
Deposits in Banks (On Interest and Open Account) .....	724,613.04
Building and Loan Association Shares....	55,000.00
Agents' Balances .....	36,967.70
Reinsurance Contracts Receivable.....	53,362.42
Interest Due and Accrued on Securities...	7,076.83
All Other .....	7,227.74
<b>Total .....</b>	<b>\$2,214,250.91</b>

### LIABILITIES

Reserves:	
Losses and Claims.....	\$ 106,215.38
Unearned Premiums .....	277,858.46
Salaries, Rents, Expenses, etc.....	685.57
Taxes (Federal, State and Other).....	63,692.94
Contingent Commissions .....	133,410.48
All Other .....	10,826.86
<b>Total .....</b>	<b>592,689.69</b>
Surplus as regards Policyholders.....	1,621,561.22
<b>Total .....</b>	<b>\$2,214,250.91</b>

*Surplus Over All Liabilities \$1,621,561.22*

## FARMERS MUTUAL HAIL INSURANCE COMPANY OF IOWA

C. P. RUTLEDGE, *President*

Valley Bank Building, Des Moines



# Dear Editor



## DEAR EDITOR

(Continued from page 9)

ordinary but, judging from the attention which our modest program has attracted, it appears that some people think it unusual."

F. L. O'HAIR, *President,*  
*Central National Bank,*  
*Greencastle, Indiana.*

## "Banking Fundamentals the Same"

"I consider it a great honor to hear from you. It brings back to me memories of the old days in the Great National Park Bank of New York City, which institution was so American in its policy and personnel.

"Ever since I retired for health rebuilding back in 1934, this out-of-doors farm and ranch life has done wonders for me. I am now feeling like my old self again. The recent years have brought about great changes in our banking methods and policies. However, as one who has now been on both sides of the counter, I believe that the real fundamentals of banking are and ever will remain constant—that is, the personal equation between bankers and patrons will continue as first consideration. Collateral and 'quick assets' are recognized as essentials, but character and experience

—always just as essential—even more so. My feeling, after nearly 12 years out of the banking service—both in country and large city banks—is that bankers, by and large, are finding it to their advantage to get closer and always closer to their patrons by actual personal visits to their respective business places and homes, ascertaining their real needs—and abilities—even to the extent of maintaining an extra window and teller for the accommodation of those customers and especially farmers who cannot attend to their business in the set hours of 10 to 2 daily and 10 to 12 noon on Saturdays. My theory has always been that the more the rank and file of people can be attracted to banks by services freely rendered the better for all concerned. I further believe that the farming business is again coming into its real stride. Farms produce the essentials of all sustaining life, and the bankers, in fostering soil conservation, modern farming methods such as contouring, terracing, and stressing the maintenance of good all weather, hard surfaced roads, 'farm-to-market' highways,

J.C.

J.C.

*this is it!*

**First Time Anywhere**  
**A Junior Comprehensive**  
(Series "A")

**Dishonesty**  
**Disappearance**  
**Destruction**

**Blanket Bond**  
at moderate cost  
for the small enterprise

Descriptive Folder & Rates Upon Request

**ANCHOR CASUALTY COMPANY**

SAINT PAUL 4, MINN.

*Anchor Your Bond Business*

### Note this Complete Coverage

**\$1000.00**  
Commercial Blanket  
Fidelity  
(with Retroactive Res-  
toration & Reinstatement  
Prem. Waiver)

**\$500.00**  
Money & Securities  
Broad Form  
(Blanket Inside &  
Outside)

**\$500.00**  
Safety Deposit Box  
Securities  
Cover at Bank

**\$500.00**  
Depositor's  
Commercial Forgery  
& Alteration  
(Insured's Issue)

**Total \$2500.00**

**Junior Series**  
**"B" Bond**  
written in optional  
amounts for larger risks.



# INSURE

in the largest exclu-  
sive Hail Insurance  
Company operating  
in Iowa and Missouri

Statement of Condition at Close of Business  
December 31, 1944

#### ADMITTED ASSETS:

Cash in Banks.....	\$271,445.56
Federal Building, Loan & Savings Associations .....	45,000.00
U. S. Government Bonds.....	449,270.00
Accrued Interest .....	2,516.29

**TOTAL ADMITTED ASSETS.....\$768,231.85**

#### LIABILITIES:

Reserve for Unpaid Losses and Adjusting Expense .....	\$ 3,000.00
(Losses incurred and in process of adjustment)	
Reserve for Taxes .....	14,382.17

Total Liabilities .....

**\$ 17,382.17**

**POLICYHOLDERS' SURPLUS.....**

**\$750,849.68**

\$768,231.85

As additional protection to policyholders in case of excessive losses, the Company has Reinsurance in the amount of

**\$ 250,000.00**

Square Deal carries your hail insurance at reasonable cost. No company can do better.

A FEW DESIRABLE AGENCY  
LOCATIONS OPEN

**SQUARE DEAL**  
**Insurance Company**

(Mutual)  
DES MOINES, IOWA

A new Sickness Policy for Bankers pays \$25.00 to \$50.00 per week and no reduction in the weekly rate for non-confinement. All diseases covered at the maximum rate.

\$4.00 pays for insurance in full to the 15th of next September.

WRITE FOR APPLICATION AND DETAILS.

**MINNESOTA COMMERCIAL MEN'S ASSOCIATION**

2550 Pillsbury Ave.

Minneapolis 4, Minn.

will themselves enjoy greater benefits and in so doing keep up with the present trend."

JAY DELOS RISING, formerly Vice President, National Park Bank of New York City before its merger with Chase National, Residence Address, 5210 Burt Street, Omaha 3, Nebraska.

## HOW OUR DIRECTORS DIRECT

(Continued from page 14)

willing assistance. It is just a natural cooperation between the management of the bank and the directors, with an earnest effort on the part of each to perform their respective duties."

*How do your directors cooperate in your bank? We will be glad to have Northwestern Banker readers comment on the above, and give us their views on director cooperation. How about several of our many readers who are already directors of banks telling "How My Bank Officers Cooperate With Me"? Let's have the other side of the story. Address your letter to Henry H. Haynes, editor, The Northwestern Banker, 527 Seventh Street, Des Moines 9, Iowa.*

## Paris Office Opens

The reopening of the Paris office of the Guaranty Trust Company of New York was announced by J. Luther Cleveland, president of the Company. The branch again occupies its pre-war quarters at 4 Place de la Concorde in the historic building known as the Hotel de Coislin, one of the group of eighteenth century buildings adjoining the American Embassy and fronting on the famous square.

Vice President Robert F. Loree, head of the Company's Foreign Department, and former American officials of the

Paris office who came to New York during the period of German occupation, have been in Paris in recent months making arrangements to re-establish operations there, with a view to serving again not only the U. S. government and armed forces, but also the many former clients of the office there and others. In advising by cable that the office is again open for business, Mr. Loree emphasized that business conducted by the branch at this time is, of course, subject to licensing, exchange control, and other regulations of the United States and France.

## No Market Losses IF YOU INVEST YOUR MONEY

3%  
CURRENT  
RATE OF  
EARNINGS

—in our 3% Federally insured certificates, which have safety, liquidity and freedom from market losses.

George E. Virden, Secretary

The Russell County Building & Loan Association  
RUSSELL, KANSAS

## MERCHANTS MUTUAL BONDING COMPANY

Incorporated 1933

Home Office  
SOUTHERN SURETY BUILDING  
Des Moines, Iowa

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.

Write to  
E. H. WARNER  
Secretary and Manager



"It must be a case of nerves. The poor little thing trembled all over in the storm last night."

OUR 50th YEAR

## Insurance Agents—

## Here's Another Business Builder!

Have you wanted an automobile policy all wrapped up in one easy-to-sell package? A single premium policy that's low-in-cost but high in the complete coverage offered . . .

## INVESTIGATE ALLIED MUTUAL'S SINGLE PREMIUM POLICY

Takes care of Bodily Injury, Property Damage, Medical Payments, Comprehensive, and one of various types of Collision coverage . . . all in one simple-to-write coverage. Cost is low. This non-assessable protection is backed by Allied's famous claim settlement policy. Investigate.



## ALLIED MUTUAL CASUALTY COMPANY

Harold S. Evans, President  
Hubbell Building Des Moines, Iowa

Northwestern Banker April 1945





## Time . . . And Your Telephone

The job of the country banker has been increasing. He has been called upon for more counsel and advice than ever before . . . recently, in some territories, there has been an unusual withdrawal of deposits caused by the tax period and the inability of many farmers to market last year's crops. The Seventh War Loan is coming. With all of these activities and conditions facing the country banker—time becomes of tremendous importance.

Many bankers save time by using their telephone to buy and sell securities that they have in our "Safekeeping" department. A sale or pur-

chase can generally be consummated in a matter of minutes. The Northwestern maintains the best available markets because of constant contact with national markets through speediest channels.

Bonds in a "Safekeeping" account with us are carefully recorded, coupons are clipped and collected on the proper date and the proceeds deposited. An advice of credit and an explanation of the source of income are mailed to the respective correspondent banks.

Save time—use Northwestern's services. We are no farther from you than your telephone, telegraph or typewriter.

SHIRLEY S. FORD, *President*

### *Department of Banks and Bankers*

D. E. Crouley  
*Vice President*

L. P. Gisvold  
*Asst. Cashier*

Carl Wiesecke  
*Asst. Cashier*

A. F. Junge  
*Representative*

## **NORTHWESTERN NATIONAL BANK OF MINNEAPOLIS**

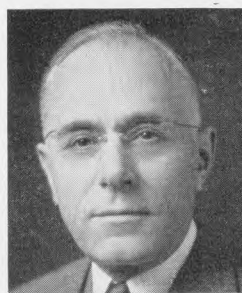
Marquette Ave.—Sixth to Seventh Streets

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



WILBUR F. McLEAN  
President  
Duluth

## MINNESOTA NEWS



WILLIAM DUNCAN, Jr.  
Secretary  
Minneapolis

### Honored on 45th Year

Clare D. Moll, president of the First National Bank of St. Peter, Minnesota, marked his forty-fifth anniversary with the First National Bank last month—an unusual record in that his entire 45 years in the banking business have been with the First National.

Mr. Moll was surprised with a dinner party at the home of R. W. Maltby, vice president of the bank, where the board of directors and the bank staff were assembled.

Hosts and hostesses at the gathering were Mr. and Mrs. H. B. Seitzer and Mr. and Mrs. R. W. Maltby. Guests were members of the board of directors and their wives, and members of the bank staff and their wives.

### New Article

At a meeting of the stockholders of the State Bank of Long Lake, Long Lake, Minnesota, held at the banking house recently a resolution was offered and adopted by a majority vote of its capital stock to the effect that a new article was to be added to the Articles of Incorporation of that bank to read as follows: The highest amount of indebtedness or liability to which this bank shall at any time be subject shall be seven hundred thousand dollars (\$700,000).

### Frank Horton

Services were held at Winona, Minnesota, recently for Frank Horton, 73, vice president of the Standard Lumber Co., and former president of the First National Bank of Winona.

Mr. Horton died in Winona general hospital from injuries suffered when he slipped on ice a week before.

### Amendment

Signed by C. H. Berge, president, and J. K. Tinkelpaugh, cashier, of the Citizens State Bank, Brainerd, Minnesota, the following amendment to certificate of incorporation was adopted at a meeting of the stockholders of the bank

recently by a majority vote of its capital stock:

The highest amount of indebtedness or liability to which the corporation shall at any time be subject shall be five million dollars (\$5,000,000).

### New Vice President and Cashier Arrives

Clarence Erstad of Maddock, North Dakota, last month assumed his new duties as vice president and cashier of the Union State Bank, Sauk Rapids, Minnesota, to take the place of Robert P. Howe.

Mr. Erstad has been cashier of the Farmers State Bank at Maddock.

Mr. Howe has assumed his new duties as president of Murray County State Bank at Slayton, Minnesota.

### Rochester Vice President

George C. Werdel, recently became active vice president of the Union National Bank of Rochester, Minnesota.

Former president of the Carroll County State Bank in Carroll, Iowa, Mr. Werdel was elected to the Rochester position in January and assumed his duties after completing business affairs in Carroll.

### New Racine Bank Opens

The new First State Bank of Racine, Minnesota, had its formal opening recently.

Heading the new bank is George Reppe, who is president and cashier. E. M. Reppe and A. H. Teamanson are assistant cashiers.

Mr. Reppe is also president of the First State Bank of Grand Meadow. He was born and reared in Zumbrota where his brother, Baldwin, is cashier of the Farmers Security State Bank. He was educated in the Zumbrota schools and at St. Olaf College. He is a veteran of World War I and at present holds the post of District Commander of the American Legion, district one. He is a member of the Harry T. Anderson post in Grand Meadow.

After the war, Mr. Reppe served as

cashier in several banks and in 1926 went with the state banking department where he served until 1928. He organized the First State Bank in Zumbro Falls, the First State Bank of Grand Meadow, and now the First State Bank of Racine.

Albert Teamanson, since organization of the First State Bank of Grand Meadow, has been with that firm.

### Heads Sandstone Bank

Nels Lundorff, Sandstone, Minnesota, businessman, is the new active president of the Sandstone State Bank, following purchase of the capital stock of the late R. W. Barstow and reorganization of the board of directors of that institution at a recent meeting.

Mr. Lundorff has been a successful farmer and businessman in that community since coming there in 1918 from Superior, Iowa. He has built up a good lumber yard and feed business, and took an active part in politics. Last fall he was in the race for representative in the legislature from the fifty-sixth district.

### Julius Halvorson

Julius Halvorson, bank president, of Morris, Minnesota, died recently in that city. For the past 26 years he had been manager of the Cyrus and Morris Livestock Shipping Associations, bringing him in close contact with farmers over a wide area. He was president of the Morris State Bank there. He had also served as director of the Cyrus Telephone Company and the Cyrus Elevator Company.

### Spring Valley Cashier

Le Roy Fiegel, teller at the First National Bank, Rochester, Minnesota, has been appointed assistant cashier at the First National Bank of Spring Valley, an affiliate of the Rochester bank.

Mr. Fiegel, who has been an employe of the Rochester Bank for 18 years, succeeds Clifford Bowers who left the Spring Valley Bank when it became necessary to return to his former home in North Dakota.

### Michael Joesph Kolb

Funeral services were held for Michael Joseph Kolb, who passed away recently at Bagley, Minnesota. He was one of the business and civic leaders of Bagley and Clearwater county for many years.

His first venture into the banking business was at Belgrade, Minnesota, where he organized the Bank of Belgrade. He made his home there for about two or three years after which he went to Brooten, Minnesota, where

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OUR 50th YEAR



he organized the Brooten State Bank. He resided at Brooten until 1904 when he came to Bagley.

He was the organizer of the Clearwater County State Bank in Bagley and also was organizer and owner of the First National Bank at Gonvick and the First National Bank at Clearbrook.

Besides his banking connections he also was active in other enterprises and was owner of the Security Lumber and Hardware business at Gonvick as well as the Ford Garage there.

He helped organize a number of farmers' creameries, elevators and telephone companies.

## St. Paul Banker Retires

George M. Brack, secretary-treasurer of the First Trust Company of St. Paul, last month announced his resignation in conformity with the trust company's retirement fund regulations. His successor is Harold C. Soderman, who has served as company controller for the past six years.

Mr. Brack started his banking career as a messenger for the St. Paul National Bank in 1899. In 1906 that organization was merged with the Capital National Bank in which Mr. Brack served as chief clerk, assistant cashier, cashier and vice president.

In 1924, following the consolidation of the Capital National and Merchants National Banks, Brack was elected secretary-treasurer of the Merchants Trust and Savings Bank, an affiliate of the Merchants National which was an antecedent organization of the First Trust Company.

Two other promotions made since the first of the year advanced Oliver W. Hedeon and Alvin W. Hilgedick to the rank of assistant trust officers.

## Brief News

SKD 3/c Myron Ellingson (Seabees), formerly cashier of the State Bank of Hope, Hope, Minnesota, is stationed in the Marianas Islands. He has been overseas since August, 1944.

Cashier of the State Bank of Clarks Grove, Clarks Grove, Minnesota, A. J. Lageson, was in Denver, Colorado, last month visiting his son who is in the armed forces.

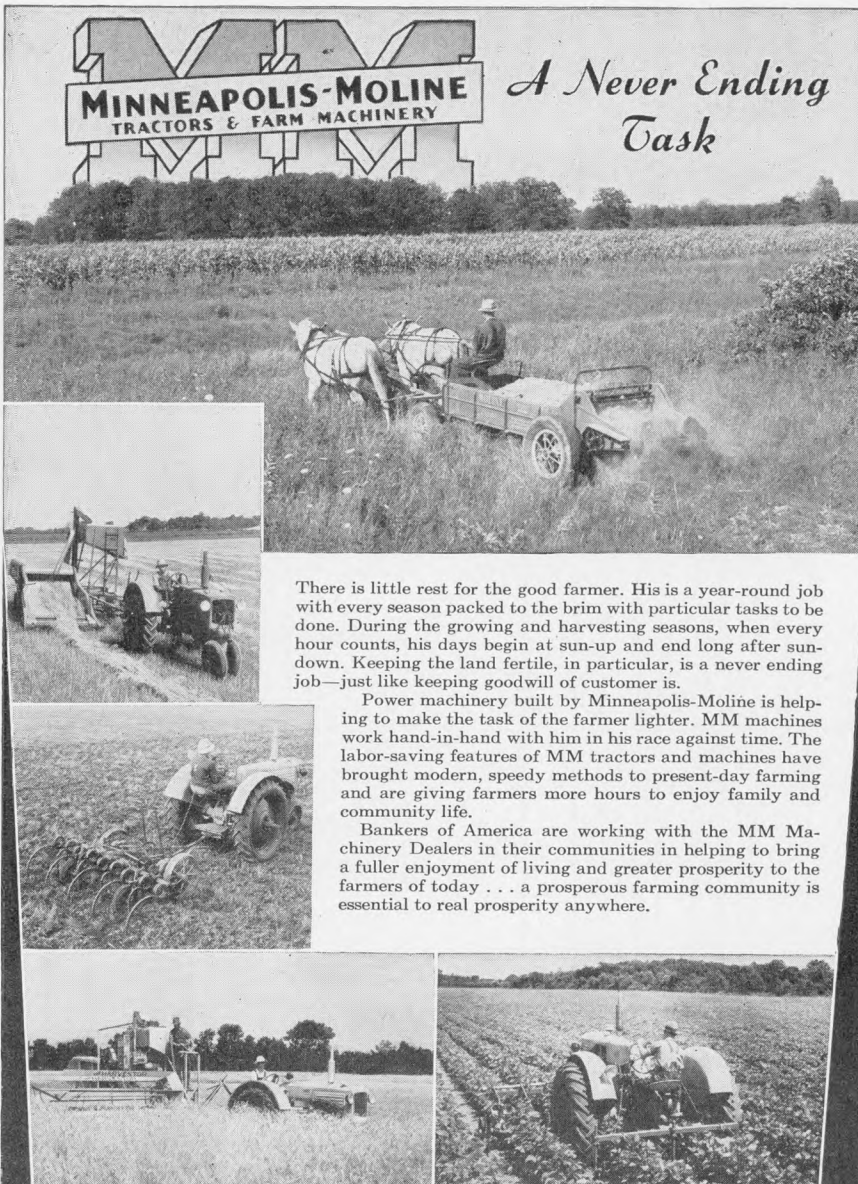
Succeeding John Domes as president of the Blue Earth State Bank, Blue Earth, Minnesota, is Walter J. Schwen. Mr. Domes was one of the members of the original banking partnership of Wellmert Brown Clark & Company, who incorporated as the Blue Earth State Bank in 1905.

## What Farmers Will Buy

A survey, among the farmers in the Pacific Northwest, has been made to find out what people will buy with their war savings.

Automobiles, radios, and household equipment lead the postwar buying plans of 1,380 dirt farmers checked by the Pacific Northwest Farm Trio, publishers of the *Oregon Farmer*, *Washington Farmer*, and *Idaho Farmer* magazines. The survey was divided equally among the three states, where farm crops in 1944 had a value in excess of a billion dollars.

The magazines found that 37.6 per cent of the farmers plan to buy new cars, 34.8 per cent want radios, 30.1 per cent hope to install bath tubs or showers. Other percentages: wheel-type tractors 24.3 per cent, track-type tractors 8.5 per cent, trucks 21.2 per cent, electric refrigerators 27.4 per cent, washing machines 24.1 per cent, water heaters 21.7 per cent, ranges 23.1 per cent, waffle irons 14.2 per cent, oil heating furnaces 7.6 per cent, steam or hot water furnaces 2 per cent, frozen food lockers 28.9 per cent, pressure water systems 14.7 per cent, kitchen sinks 17.2 per cent.



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There is little rest for the good farmer. His is a year-round job with every season packed to the brim with particular tasks to be done. During the growing and harvesting seasons, when every hour counts, his days begin at sun-up and end long after sundown. Keeping the land fertile, in particular, is a never ending job—just like keeping goodwill of customer is.

Power machinery built by Minneapolis-Moline is helping to make the task of the farmer lighter. MM machines work hand-in-hand with him in his race against time. The labor-saving features of MM tractors and machines have brought modern, speedy methods to present-day farming and are giving farmers more hours to enjoy family and community life.

Bankers of America are working with the MM Machinery Dealers in their communities in helping to bring a fuller enjoyment of living and greater prosperity to the farmers of today . . . a prosperous farming community is essential to real prosperity anywhere.

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**POWER IMPLEMENT COMPANY**  
MINNEAPOLIS 1, MINNESOTA, U. S. A.

# TWIN CITY NEWS



**T**WO new banks have been established in the Twin Cities, one through the nationalizing of what had been a Minneapolis state bank and moving it to new offices and the other through the granting of an application for re-establishment of facilities of a St. Paul state bank.

In Minneapolis, the **Second Northwestern State Bank** closed its doors and moved its general banking business to the **Third Northwestern National Bank**. **Second Northwestern State Bank** reopened in the Twin Cities Midway district as the **Second Northwestern National Bank** with new officers.

In St. Paul, the Minnesota Commerce Commission granted an application for the organization of the **Minnesota State Bank** of St. Paul to do business at the location formerly occupied by the Security State Bank which previously had moved to the Midway district and nationalized.

**Shirley S. Ford**, president of the Northwestern National Bank of Minneapolis, announced the officers of the new Minneapolis bank will be **Frank C. O'Brien**, who also is a vice president of the Northwestern National Bank of Minneapolis, president; **J. R. Wren**, now assistant manager of the Northwestern National's Lincoln office, vice president and cashier; and **Harry J. Jensen**, formerly cashier of the Milners & Traders State Bank, assistant cashier.

Ford said **Ray Mikolajczyk**, cashier of the Second Northwestern State Bank, becomes an officer of the Third Northwestern and **John S. Reshetar**, assistant cashier of the state bank, becomes an officer of Central Northwestern National Bank.

Safety deposit boxes of the state bank have been transferred to Central Northwestern National Bank and the business of Northeast State Bank In-

By E. W. Kieckhefer

Special Correspondent

Insurance agency has been transferred to the Central National agency.

Officers of the Minnesota State Bank of St. Paul will be **Hugo Schroeckenstein**, retired businessman who served many years as a director and vice president of the Security State, president; and **Julius H. Brogmus**, who was with the Security State 20 years, vice president and managing officer.

Directors of the state bank will be **Schroeckenstein**, **Brogmus**, **Leonard R. Moeller**, executive state agent of St. Paul Mercury Indemnity Co., **Charles B. Wagner**, meats and groceries dealer; and **William F. Peters** of Peters Meat Products Co.

Capital of the new St. Paul bank will be \$50,000; surplus \$10,000 and undivided profits \$5,000.

Following announcement of appointment of **J. R. Wren** as vice president and cashier of the new Third Northwestern National Bank of Minneapolis, **Shirley S. Ford**, president of the Northwestern National of Minneapolis, announced **Paul L. Brick**, manager of Northwestern National's transit department, had been named assistant manager of Northwestern's Lincoln branch to succeed Wren.

**Donald C. Dayton**, secretary and assistant general manager of the Dayton Co., was appointed to the advisory board of the Lincoln office.

**Harold C. Soderman** has been elected secretary-treasurer of the First Trust Company of St. Paul to succeed **George M. Brack** who resigned in conformity with the firm's retirement policy.

Brack started his banking career as

a messenger for the St. Paul National Bank in 1899. When that bank merged with the Capital National in 1906, Brack served as chief clerk, assistant cashier, cashier and vice president. After consolidation with Merchants National in 1924, he was elected secretary treasurer of Merchants Trust & Savings Bank, an affiliate of Merchants National from which grew the First Trust Company.

Soderman has been associated with First Trust and the firms from which it grew 26 years. He has been comptroller the last six years and was auditor for several years previous to that. He is a past president of the St. Paul Chapter of the American Institute of Banking and the Twin City Bank Auditors and Comptrollers Conference.

**I. V. Gedney**, 76, director of the North American branch of the North-

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**BONDS**

**COMMODITIES**

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MINNEAPOLIS	FARGO
ST. PAUL	GRAND FORKS
DULUTH	SIOUX FALLS

PRIVATE WIRES

Northwestern Banker April 1945

OUR 50th YEAR



western National Bank of Minneapolis, died recently at his Minneapolis home. He was president of the M. A. Gedney Co., packers of pickles and manufacturers of vinegar, for 35 years and had been associated with the firm more than 60 years. He was a member of the Minneapolis and Minikahda clubs and of the Minneapolis consistory of the Scottish Rite and the Zurah temple of the Shrine.

**Samuel Sewell**, 50, director of the Midland National Bank and Trust Co. of Minneapolis, died recently. He was

treasurer of the Minneapolis Iron Stores Co. and a director of the Minneapolis Civic and Commerce Association.

**Cavour S. Langdon**, 83, vice president of the Farmers & Mechanics Savings Bank of Minneapolis, died recently after a long illness. He had lived in Minneapolis since 1866 when he came from New Haven, Vermont, with his father, Robert Bruce Langdon, who became a prominent Twin Cities railroad man.

He was president of the Langdon-

Warren Mines, Inc.; director of the Soo line railroad and the Minnesota Charter Commission.

**Lyman E. Wakefield**, president of the First National Bank of Minneapolis, has announced appointment of



C. K. D. MINAR  
Committee Member

**Cushman K. D. Minar** as a member of the advisory committee of the bank's St. Anthony Falls office.

**Charles J. Ritt** has returned to St. Paul from Los Angeles, California, to become vice president and a director of the Midway National Bank. In Los Angeles he was vice president of the Citizens National Trust and Savings Bank with which he was associated 10 years.

Before going west, Ritt was a national bank examiner in the Ninth and Twelfth Federal Reserve districts. He began his banking career 25 years ago with the Second National Bank of St. Paul and later was with the American National. His brother, **A. L. Ritt**, is president of Midway National Bank of St. Paul.

In his new post Ritt will be in charge of new business developments and public relations.

Appointment of **Horace J. Minar** as a member of the advisory board of the Lake Street office of Northwestern National Bank of Minneapolis has been announced by Shirley S. Ford, president of Northwestern National.

The Minars are partners in the Minar Company, dealers in automobiles and farm implements in the Northwest.



## Our Best Salesman Is a Map!

**C. L. FREDRICKSEN**  
President

**M. A. WILSON**  
Vice President

**W. G. NELSON**  
Assistant Vice President

**W. C. SCHENK**  
Cashier

**H. C. LINDUSKI**  
Assistant Cashier  
and Manager of  
Air Base Facility

**C. L. ADAMS**  
Assistant Cashier

**J. S. HAVER**  
Assistant Cashier

**JAMES L. SMITH**  
Auditor

In choosing a correspondent here, get a map of Sioux City. See where the great Sioux City Livestock market is located—then note the Live Stock National Bank in its very center!

Our location right in the stock yards, plus our knowledge of the live stock business gives this bank a Double "A" rating for your Sioux City business. Try us and see!

THE  
**LIVE STOCK  
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OF SIOUX CITY, IOWA

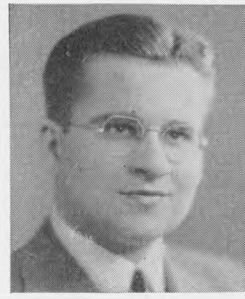
MEMBER F.D.I.C.

*The Bank at the Yards*



H. R. KIBBEE, JR.  
President  
Mitchell

# SOUTH DAKOTA NEWS



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

Acting Secretary  
LOIS J. HALVORSEN

## Cancel Bankers Convention

The 1945 convention of the South Dakota Bankers Association scheduled for June 22 and 23 has been canceled. The meeting was to have been held in Rapid City.

This action was taken at a meeting of the executive council of the association in Mitchell.

## Assistant Manager at Brookings

Morris Winter of Parkston, South Dakota, was named by the directors of the Northwest Security National Bank, as assistant manager of the branch bank at Brookings.

Mr. Morris is a recent graduate of the University of South Dakota.

## Banker Speaks to Farm Loan Group

Leo E. Manion, vice president of the Federal Land Bank of Omaha, was the main speaker at the annual meeting of the Farm Loan Association meeting held in Madison, South Dakota, last month.

When the bank was organized in 1917, Mr. Manion started as an appraiser and later became assistant chief appraiser.

In 1926 he was named reviewing appraiser in the eighth district and later became chief appraiser for the First Joint Stock Land Bank of Chicago.

He returned to the organization with which he started as its vice president in 1933 and a year later he was also named secretary, holding both positions until 1936, when he devoted all of his time to his duties as vice president.

Mr. Manion was in active charge of the real estate department during the time when the bank owned many farms and his outstanding work in this field led to his choice as head of the Land Bank's new loan department in 1942.

OUR 50th YEAR

## Joins Hartford Bank

Mr. and Mrs. Eldon Munce have moved to Hartford, South Dakota, where they will make their future home. Mr. Munce who has been assistant cashier at the Community Bank office, Humboldt, has been transferred to the parent bank at Hartford.

## Banker Invents Crib Floor

Another circular crib floor is going up on the farm of L. D. Larson, Kingsbury county farmer, near De Smet, South Dakota, who has completed the cribbing of 3,500 bushels of corn which had been stored in cribs and piles on the ground.

The circular floor plan is the patent of Theodore H. Meyer, president of the Peoples State Bank of De Smet.

He devised the plan during spare hours in the basement of his home and now he and his son, who is located in the Black Hills, have started a small factory and are turning out around a hundred of the floors each week. They are being distributed through dealers to farmers in the eastern part of the state.

The floors are 16 feet in diameter, are made of full two-inch material mounted on 2x8's and come from the factory ready to be set up.

Three slat cribs are usually set up on the floor to make a unit of at least 1,000 bushels.

## Speaks at Farm Meetings

Associated with the Federal Land Bank at Omaha, Nebraska, since 1933, Nile C. Kinnick, supervisor of association service division, was the principal speaker at the annual stockholders meeting of the Rushmore National Farm Loan Association in Rapid City, South Dakota.

He spoke also at the annual meeting of the Battle Mountain National Farm Loan Association, held in Hot Springs, on the progress of the farmers' credit system.

Prior to 1933 he operated and managed Iowa farms and his broad knowledge of both farming and banking is of interest to farm and ranch owners.

## Proposed Merger Dead

Governor M. Q. Sharpe, at Pierre, South Dakota, recently described his proposed merger of state banking and insurance departments as "definitely dead."

He told his press conference he will withhold a banking-insurance consolidation measure in view of Congressional action to restore insurance company regulation to the states. A recent supreme court decision held such regulation to be a federal function.

Previously, the governor said a return of such control to the state governments would require a separate insurance department.

## Arthur H. Marble

Word was received the past week by DeWitt Malvin, vice president and manager of the Belle Fourche, South Dakota, office of the First National Bank of Black Hills, that Arthur H. Marble, well-known pioneer banker of that city from 1891 to 1903, passed away at Los Angeles, California, recently.

Mr. Marble began his banking career in Deadwood in 1889, shortly after became connected with the former Butte County Bank, when its offices were at Minnesela, moving to the new town of Belle Fourche in 1891. From 1891 to 1903, he was cashier of the Butte County Bank, now the First National Bank of the Black Hills. In that year he moved to Cheyenne, Wyoming. At Cheyenne he became president of the Stock Growers' National Bank, which position he held at the time of his death. He was also president of the Montana National Bank of Billings, Montana, and banking manager for the John Clay & Company. For 46 years, from 1891 to 1937, he held official connection with the former Butte County Bank, being vice president of that institution after he left Belle Fourche.

## Hold Open House

Customers and friends from long distances, thronged the lobbies and work rooms of the First National Bank, Lemmon, South Dakota, as they gathered to inspect the new bank at "open house" ceremonies held by the institution recently.

Present for the opening were L. B. Hogue, secretary of the First Bank Stock Corporation, Minneapolis, and E. A. Tyler, rental agent of the First National Bank, St. Paul.

Visitors were shown through the building by Mr. Hogue, Fred L. Lewis, A. O. Rolien and Directors P. A. Sattler and Alfred Reder.

Northwestern Banker April 1945



## Sioux Falls News

SIoux FALLS bankers were well represented at a meeting of the executive council of the South Dakota war finance committee, held at Huron last month to lay plans for the seventh war loan campaign. Among those attending were **C. A. Christopherson**, chairman of the board of directors of the Union Savings Bank and executive director of the war finance committee;

**T. N. Hayter**, vice president of the First National Bank and Trust Company and ABA bond chairman for South Dakota; **P. H. McDowell**, vice president and trust officer of the Northwest Security National Bank and bond sales coordinator for southeastern South Dakota; **Tom S. Harkison**, president of the National Bank of South Dakota; and **Ralph Watson**, president of the Northwest Security National Bank. Also attending the executive council meeting was **Mrs. William C. Duffy**, state chairman of the women's bond sales committee and wife of the president of the Union Savings Bank. Principal speaker at the bond meeting was **John Peyton**, president of the Federal Reserve Bank of Minneapolis.

Federal Deposit Insurance corporation approval has been asked for the transfer of headquarters of the Harrisburg State Bank to Sioux Falls, to be operated under the name of the **Sioux Valley Bank**. A bank office will continue to be maintained in Harrisburg if approval is granted. To be president of the new institution is **Erling Haugo**, formerly banking commissioner of South Dakota, according to reports being circulated here.

**Adolph Lodmell**, assistant trust officer of the Northwest Security National Bank, was announced winner of the Honor Athenian award at the twenty-first annual banquet of the Sioux Falls Athenian club. It was the third time Lodmell had received the award.

Seven employees of Sioux Falls banks were scheduled to graduate the first week of April from an American Institute of Bankers study course in commercial law. The course was given in Sioux Falls by **Roy Willey**, attorney.

The graduates were to be guests at a dinner at the Cataract Hotel, given by **Ralph Watson**, president of the Northwest Security National Bank. **L. H. Hagen**, employe at Watson's bank, is president of the AIB here.

A number of directors of Sioux Falls banks recently visited California. **Howard Shipley** and **J. W. Fenn**, directors of the First National Bank and Trust Company, were in Los Angeles. **Dr. W. R. Laird**, a director of the Northwest Security National Bank, visited his son, who is serving in the navy, at San Diego. **Herman Veenker**, also a director of the Northwest Security, spent a month at Brownsville, Texas.

**Don Crouley**, vice president of the Northwestern National Bank of Minneapolis, visited Sioux Falls on March 20 and 21.

**Dr. S. A. Donahoe**, a director of the National Bank of South Dakota, recently sold a purebred Shorthorn bull calf at an auction sale here for the top price of \$700. **W. E. Perrenoud**, cashier of the First National Bank and Trust Company, served as clerk at a sale of the South Dakota Berkshire Association.

**R. Lloyd Smith**, president of the Stockyards National Bank of South St. Paul, and **Col. Peter S. Rash**, former South Dakota man who recently returned from England, were in this state for a pheasant hunting trip as guests of **P. H. McDowell**, vice president and trust officer of the Northwest Security National Bank.

Among recent visitors in Sioux Falls were **Frank A. Olson**, cashier of the Bank of Toronto, and **John N. Thomson**, vice president and cashier of the Bank of Centerville.

### FOREIGN REMITTANCES

Banks with or without Foreign Departments are invited to utilize this Bank's special facilities for commercial and benevolent payments abroad, and for the drawing of drafts under the Bank's protection.

Our 36 years' experience is available for assisting banks to establish or extend their remittance service, and we are prepared to furnish complete information regarding money transfers that can be made now to Allied, Neutral and Liberated Countries. *Inquiries for detailed information are welcomed.*

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**BANK AND TRUST**  
COMPANY OF NEW YORK

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## War Bond Jackets

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During the Seventh War Loan Drive, you will undoubtedly sell a great many War Bonds. This offers your Bank an opportunity to render a Customer Service. However, thru the use of Justrite War Bond Jackets you can dress up those Bond sales and at the same time Sell Your Bank Services by imprinting the Bond Jackets with an appropriate message.

Justrite War Bond Jackets offer an attractive container for the Bonds you sell—and they carry your Bank Name and Advertising Message for many years to come. This long term advertising media is available to you at a cost of only 1c to 2c per envelope in thousand lots.

If your Dealer is unable to supply you, write directly to our factory for samples and prices.

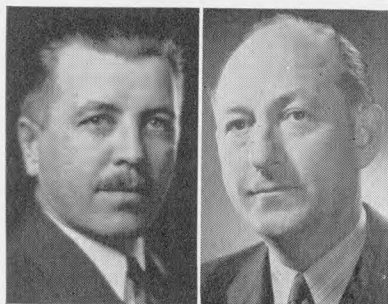
**NORTHERN STATES ENVELOPE CO.** St. Paul 1, Minn.  
Chicago 4, Ill.



**William W. Baker**, president of the First National Bank and Trust Company, recently was reelected a director of the Queen City Fire Insurance Company. This year observing its fortieth anniversary, the Sioux Falls company paid its twenty-third consecutive annual dividend of 5 per cent. Directors reelected all officers, with **Denny P. Lemen** named president, Baker, vice president, **T. M. Bailey**, vice president and counsel, **J. J. Larkin**, treasurer, **C. L. Nelson**, secretary and assistant treasurer, **M. T. Woods**, assistant counsel, and **C. L. Paulson**, assistant secretary. New assistant secretaries named were **E. V. Swenson** and **Harry L. Stanley**.

**New Directors**

Election of Dayton Rogers and Keith K. Keller as directors of Bloomington-Lake National Bank, Minneapolis, has been announced by Lyman E. Wakefield, president of First National Bank



DAYTON ROGERS K. K. KELLER  
Named Directors

of Minneapolis with which the Bloomington-Lake National is affiliated.

Rogers is president of the Dayton Rogers Manufacturing Company. Organized in 1921 and incorporated in 1929, the company produces die-cut metal stampings, much of its present output being for war purposes.

Keller is president and owner of the Keller Drug Company which was established in 1925. He is a director of Northwestern Drug Company and for ten years served as chairman of the merchandising committee of the National Association of Retail Druggists.

**Manufacturers Trust**

The board of directors of Manufacturers Trust Company, New York, declared the regular quarterly dividend of 50 cents per share on the common stock, payable on April 2, 1945, to stockholders of record on March 15, 1945.

The board also declared the regular quarterly dividend of 50 cents per share on the preferred stock, payable April 15, 1945, to stockholders of record on March 30, 1945.

**OUR 50th YEAR**



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**I**S prompt, efficient collection of Wisconsin checks and drafts important to you? Do you ever need first-hand facts about sources of supply in Wisconsin? . . . credit information? . . . market data? . . . who's who?

Whatever your requirements — routine banking service, special information, or off-the-beaten-path assistance — the chances are that the facilities, long experience and statewide contacts of the First Wisconsin National Bank of Milwaukee can supply the answer.

This bank is the largest in the state . . . 25th in size among all banks in America . . . and over 85 per cent of the hundreds of banks throughout Wisconsin are First Wisconsin correspondents.

**Banks and Bankers Division**

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- RICHARD J. LAWLESS - - - - - Assistant Vice-President
- DONALD A. HARPER - - - - - Assistant Vice-President



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**FIRST WISCONSIN  
NATIONAL BANK  
OF MILWAUKEE**

Northwestern Banker April 1945





A. C. IDVOOG  
President  
Grafton

# NORTH DAKOTA NEWS



C. C. WATTAM  
Secretary  
Fargo

## Fills Cashier Vacancy

At a meeting of the directors of the First National Bank, Ellendale, North Dakota, held recently, W. S. Boom was named cashier of the institution to fill the vacancy caused by the death of the late B. L. Smith.

Mr. Boom has been associated with the First National as assistant cashier since 1928, and prior to that time had been bookkeeper at the old Ellendale National Bank, a post he had filled since 1910.

Mrs. Ted Griffin has accepted a position as bookkeeper at the bank.

## On Loan Committee

Announcement was received last month from Walter J. Maddock, state director of the Farm Security Administration, that Herbert M. Nash, cashier, Farmers and Mechanics National Bank, Hutton, North Dakota, has been appointed a member of the veterans' loan certifying committee for Traill County. As a member of the committee he will certify loans made to veterans under the GI bill.

## Maddock Bank Changes

C. I. Erstad, cashier of the Farmers State Bank at Maddock, North Dakota, has left that institution to take a new position at Sauk Rapids, Minnesota, where he will be vice president and cashier of the Union State Bank.

Succeeding him at Maddock will be Theodore L. Rask, former assistant cashier, more recently employed with the Grafton National Bank at Grafton.

Mr. Erstad was at Maddock for 19 years, going there from Minnewaukan, North Dakota, where he had been employed in the First National Bank.

## Minot District Manager

H. M. Erickson of Minot has been appointed Minot district manager of the Bank of North Dakota, Fargo, North Dakota, and assumed his new duties last month.

The appointment was made by Harold C. Bowers, who became manager

of the Bank of North Dakota at Bismarck recently.

Mr. Erickson succeeds P. H. McGurren.

## David Lloyd

David Lloyd, 97, pioneer resident of LaMoure, North Dakota, died at his home there last month. He had been a resident of North Dakota since 1883, when he formed a partnership with a brother-in-law, A. J. Lockman, in the lumber business.

Besides the lumber enterprise, which Mr. Lloyd continued at LaMoure for 13 years, he engaged in extensive farm loan and banking operations. He was one of the organizers of the State Bank in LaMoure in 1898, which later became the First National Bank. He acquired extensive land holdings and was also a prominent stockman in the LaMoure community.

## Business Volume

Bismarck's business volume slumped slightly in February, according to figures released last month by the Ninth Federal Reserve Bank.

Figures for February show a decline of 6 per cent in bank debits, while the accumulated total for January and February is 7 per cent under the same months of 1944.

## Service a Help

Dr. Don McMahan, who has been busy with a program of some 50 meetings arranged by B. E. Groom, secretary of Greater North Dakota Association, reports enthusiastic reception of his demonstration and talks on the prevention of disease and home treatment of livestock.

Dr. McMahan's services were secured by GNDA to answer a demand for veterinary services and advice. There are but 60 veterinarians to cover a territory of more than 70,000 square miles in a great livestock state. Heavy livestock losses helped create the demand for meetings which would give some first hand instructions to farmers. GNDA has the active assistance of

county extension agents, Smith-Hughes instructors and GNDA directors in handling programs in towns over much of the state.

From 50 to 100 stockmen have attended afternoon meetings, held almost daily. County agents report to Dr. McMahan troubles experienced by stockmen in the local community. The speaker gives general information on the subject, answers questions and tells of methods of treatment. In some cases demonstrations are given as to methods of treatment.

## Group Meetings

In view of the fact that a convention for 1945 is definitely out, the executive council has approved the holding of spring and fall group meetings. Many important subjects of vital interest to bankers throughout the state will be discussed, and it is urged that every banker arrange his affairs so as to enable him to attend these meetings.

## Banks Sounder Today

Erle L. Fouks, president of the First National Bank, Valley City, North Dakota, gave some interesting sidelights on why the banks of 1945 are in a sounder position than they were at the close of World War I.

Taking Barnes county for an example he pointed out that deposits in the county's banks today total approximately \$6,800,000. At the end of the first world war deposits totaled less than \$4,000,000.

In Valley City today banks have about \$200,000 outstanding in loans, or less than 5 per cent of deposits. The American National and the First National both of Valley City have combined investments in government bonds of about \$4,000,000.

At the end of the last war one of the banks there had loans on its books of nearly a million and a half dollars. That was actually more than its deposits.

Another factor which has made for greater stability in the banking business is the weeding out of excess institutions. In the early twenties North Dakota had one bank for every 700 people. Today it has one for every 3,500.

## WHAT DO YOU THINK?

(Continued from page 7)

tion they represent is necessary to our economy makes no difference to them—they don't care if their activities are gradually putting the banks of the country out of business—they are on the government payroll, and they're going to stay there.

"Congress might make a pretense to investigate, but I'm afraid the results would be like many other investigations—nothing."

## Annual Report

The annual report of Amerex Holding Corporation for the year ended December 31, 1944, released to stockholders by Robert L. Clarkson, chairman of the board and president, indicates that at the year end the company owned 98.99 per cent of total outstanding shares of American Express Company. Net earnings of Amerex Holding Corporation were \$1,345,469.60, equal to \$1.82 per share, as against \$1,513,343.98, or \$2.05 in 1943. American Express Company, and its subsidiary, The American Express Company, Incorporated, earned \$2,380,907.74 in 1944 including profits from the sale of securities. This was equivalent to \$13.23 per share of American Express Company, as against \$2,269,323.79, or \$12.60 in 1943.

## Return Capital or Pay Interest

Testifying before the Senate Finance Committee on the bill to raise the public debt limit to \$300,000,000,000, W. Randolph Burgess, president of the American Bankers Association, urged restrictions on non-war expenditures and recommended that government business corporations engaged in commercial enterprise be required to return to the government all unused



"A cullad lady at de back do' wants to do you' washin', Mistah Mahtin."

capital and pay interest on the federal funds they retain.

The A.B.A. president, who is also vice chairman of the board, The National City Bank of New York, New

York, stated "that while the raising of the debt limit is a necessary war measure, we ought to recognize its inflationary dangers and make such efforts as we can to lessen the dangers.



# Financing International Trade

For eighty years The First National Bank of Chicago has financed foreign business for importers and exporters. The many correspondents of the bank in countries with which this country now has business facilitate the financing of international trade. The Foreign Banking Department has the most recent available data on quotas, restrictions, and regulations of foreign governments. Complete service is available to those who contemplate any phase of foreign trade.

We gladly cooperate with other banks in handling transactions with countries of this hemisphere and with other parts of the world.

FOREIGN BANKING DEPARTMENT

## The First National Bank of Chicago

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Des Moines, Iowa



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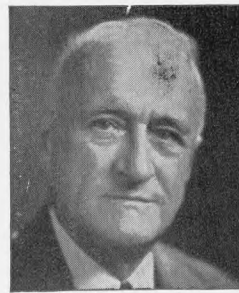
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Blue Hill

## NEBRASKA NEWS



WM. B. HUGHES  
Secretary  
Omaha

### Dividend Paid

G. J. Borgmeyer, trustee of the funds which were written down to enable the Farmers State Bank, Dodge, Nebraska, to reopen about 10 years ago, last month issued checks to all depositors in the amount of 12 per cent of their deposits which were withheld. Total amount of the checks was \$32,000.

A letter accompanying the dividend checks, stated that there are still some assets to be realized.

The deposits on which the 12 per cent was paid represent half of the original deposits in the bank at the time it closed. The other half was credited to depositors when the bank reopened.

### Completes Quarter Century

William N. Mitten, president of the Stephens National Bank, Fremont, Nebraska, completed his twenty-fifth year in the institution last month. The anniversary was celebrated with a special cake and gifts from bank employees. Mr. Mitten started as chief messenger boy at 18. In 1922, he was made assistant cashier, a post he held for seven years, and then was promoted to cashier. He was elected vice president in 1937 and, in 1938, was named president.

### Returns to Coleridge

James Gray has resigned from his position with the examiners of the national banking system and returned to Coleridge, Nebraska. He began his new duties at the Coleridge National Bank last month, where he is succeeding Henry Reynolds as cashier.

Mr. Reynolds went to Winner, South Dakota, to accept a position as cashier in the Farmers State Bank.

### Ernest Christiansen

Ernest Christiansen, 61, formerly owner of the Springfield, Nebraska, bank, died suddenly last month at his home in Garwin, Iowa.

He came to Springfield quite a few years ago and was cashier of the American State Bank for a number of years.

### OUR 50th YEAR

Several years ago he bought a controlling interest in the Farmers Savings Bank at Garwin.

### Will Be Visiting You

Paul W. Shooll, genial and popular publisher's representative who has been associated with the NORTHWESTERN BANKER staff for a number of years, well known to hundreds of Nebraska bankers, plans to spend several months in the Cornhusker State start-



PAUL W. SHOOLL  
Will Soon Call on You

ing in April. He will soon be calling at your bank in search of news and other interesting editorial material, and he and the editor of the NORTHWESTERN BANKER, will appreciate your cooperation in supplying such items to him.

### Regional Officers Named

The Platte Valley Regional Clearing House Association held its annual meeting recently at Grand Island, Nebraska, and elected officers for 1945.

L. J. Hallas of Shelton was elected president, E. C. Huxtable of Wood River, vice president, and Leslie Bedford of Grand Island, secretary-treasurer.

### Farm Loan Speaker

Wayne E. Smith, secretary of the Federal Land Bank of Omaha, was the principal speaker when members of the Ogallala Farm Loan Association met for their annual business session last month.

Arrangements for the meeting which was held in Ogallala, Nebraska, were in the charge of G. J. McGinley, secretary-treasurer, of the association.

### Charles O. Crosthwaite

Death came to Charles O. Crosthwaite, 78, David City, Nebraska. In 1885 he became assistant bookkeeper for the Farmers and Merchants Bank there, later becoming cashier. In November, 1888, when this bank and the David City Bank consolidated, becoming the City National Bank, he was bookkeeper for a time and was then made assistant cashier. In a few years he became cashier and then vice president, serving in these capacities until the bank was closed for the bank holiday in 1933.

## Junior News

*From the Nebraska  
Junior Bankers Association  
John Lauritzen, Editor*

E. J. Chittenden, cashier of the Farmers Bank of Clatonia, Nebraska, has every reason to be proud of his two sons, Ensley and Everett. Both of these boys are majors in the infantry. One is now in Ceylon and the other is back in this country after serving two years in the Aleutians.

J. H. Clark, president of the Citizens State Bank, Dorchester, Nebraska, is quarantined at his home with his wife who has scarlet fever.

R. B. Walker, cashier of the Citizens State Bank of Carleton, Nebraska, is one of the first country bankers to have an application on a G. I. business loan. A veteran has made an application with him for a \$4,000 loan to purchase a garage.

W. R. Hrabak, assistant cashier of the Farmers State Bank of Dodge, Nebraska, has been with this fine institution for over thirty years.

The City National Bank of Hastings, Nebraska, now own the building in which they have their quarters. Be-

*Northwestern Banker April 1945*



fore purchasing the building from the city they had rented their space there.

George H. Looschen, who used to be connected with the old Dodge County Bank at Hooper, Nebraska, is now cashier of the First National Bank of Hooper, having succeeded Norman E. Shaffer.

Gus Houfek, cashier of the Security Home Bank, Malmo, Nebraska, reports that the service charge in their bank is now a flat three cents per check.

### Conference on Veterans Service

The big subject of service to returning veterans was studied by a recently appointed group of Nebraska bankers from every regional clearinghouse in the state, together with official government representatives at a meeting held last month in Lincoln.

The purpose of this meeting was to thoroughly analyze the government plan of G.I. loans and the restrictions thereto, and to seek to implement the

whole plan to meet the problem at hand. Government officials from the Veterans Bureau and Reconstruction Finance Corporation were invited to explain all the provisions of the new G.I. loan plan and outline how best it may be administered. The State Department of Banking was also represented. The consulting bankers, one from each regional clearinghouse, comprised:

S. C. Waugh, chairman, vice president, First Trust Company, Lincoln; Charles Novak, president, Bank of Brainard; Fred H. Bruning, president, Bruning State Bank; Matt D. Pond, president, First National Bank, Lyons; B. D. Berkheimer, president, First National Bank, Gordon; Glen T. Gibson, president, Exchange Bank, Gibbon; J. V. Johnson, president, Johnson County Bank, Tecumseh; George F. Moss, cashier, McCook National Bank; A. C. Hove, cashier, Minden Exchange National Bank; J. Y. Castle, vice president, McDonald State Bank, North Platte; H. G. Thorley, president, Commercial National Bank, Ainsworth; T. T. Varney, Jr., vice president, Broken Bow State Bank; J. A. Stockwell, president, First National Bank, Bayard; James Zoubek, president, Stanton National Bank; Arnold Isaacson, cashier, Citizens State Bank, Polk.

Following this meeting, all commercial banks in the state were notified, so that they would know how they could aid in carrying out the G.I. loan plan to be administered under government direction.

## GOT A PENCIL?

O. K.... Now figure out how much you pay for two hundred Pocket Checks. Also, how much for a check book cover and how much for a pass book. Don't tell us, but isn't it about fifty cents?

So that fifty cents is given to the depositor... but is he conscious of it? No, he isn't! It's just something he has to have because it goes with his checking account.

The point we are trying to make is how much more conscious of value that depositor would be if he paid out \$1.25 of his own money and got two hundred Personalized Checks along with a nice gold-stamped cover. Then he would really have something.

And then take a look at the benefits to your bank. It's so easy to sort and file when you are looking at a printed name and it wastes so much time when you have to depend entirely upon written signatures, many of which are illegible and most of which are "Greek to us."

Still got that pencil? Then how about multiplying fifty cents by the number of checking accounts not already using imprinted checks. It's all money out of your pocket and much of it can be saved by selling the checks instead of giving them away. Use one of our statement enclosures just one month. We predict that the results will sell you on the Personalized Check program.

**De Luxe**  
CHECK PRINTERS  
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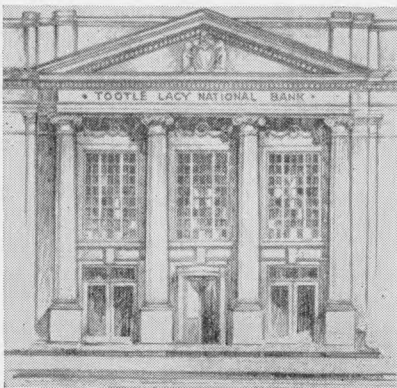
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OMAHA, NEBRASKA



# The TOOTLE-LACY

WE ARE QUALIFIED BY RESOURCES AND EXPERIENCE TO MAKE YOUR ST. JOE BANKING CONNECTION PROFITABLE AND WORTH-WHILE



## Omaha Clearings

COUNTY JUDGE ROBERT TROYER signed an order at Omaha by which executors of the John A. Munroe estate were to invest one million dollars in government bonds. It was the largest investment order ever issued by Judge Troyer.

The executors of the former Union Pacific vice president's estate—**James T. Wachob**, investment banker; **Myles Standish** and **Charles C. Conkle**—showed that they had disposed of bonds, stocks and other securities and had approximately a million dollars in cash on hand. The permission to invest was asked because it was expected to be several months before distribution of the estate could be completed.

Federal estate taxes were expected to amount to more than \$250,000.

Mr. Munroe, who died last October, left an estate valued at \$1,126,755. Chief beneficiary was Miss Clara Elder, the late Mrs. Munroe's longtime companion. Miss Elder died a few weeks after Mr. Munroe and the bulk of her property will go to the Hattie B. Munroe Home for Convalescing Children at Omaha.

**Col. J. F. McDermott**, on leave from his duties as vice president of the

First National Bank of Omaha, will deliver the high school commencement address at Shenandoah, Iowa, May 25.

The Ak-Sar-Ben Bridge Association of Omaha has arranged refinancing which will reduce interest on the indebtedness of the Ak-Sar-Ben bridge, linking Omaha and Council Bluffs, from 4 to 1 $\frac{3}{4}$  per cent, President A. A. Lowman announced.

The refinancing will be effective June 30 and it is contemplated that a \$100,000 payment on the debt will be made at that time, he said. This would leave \$650,000 remaining of the original \$2,350,000 indebtedness.

The **First National Bank of Omaha**, **United States National Bank of Omaha**, and **Omaha National Bank**, are underwriting the obligation with no commissions or fees, Mr. Lowman stated. The refinancing will be on the basis of a straight mortgage loan, avoiding the expense of a new bond issue.

**Mrs. John Lauritzen**, daughter of **T. L. Davis**, president of the First National Bank of Omaha, and also the wife of an Omaha banker, is production chairman of the Omaha Community Playhouse.

The Omaha YMCA membership campaign closed at a dinner, when 648 members in all divisions were reported signed. **Robert H. Hall**, executive officer of the North Side Bank of Omaha and general chairman of the drive, presented a \$10 gift certificate and a shirt and tie-clasp set to Robert Finnman, high producer in the campaign.

You've heard of a left-handed monkey wrench, subject of many a practical joke.

But have you ever heard of a left-handed check book?

Well, there is such a thing, and it's for the convenience of left-handed people.

It differs only from the ordinary check book in that the stub is to the right instead of the left of the check.

According to **H. C. Yarwood**, in charge of the imprinting department of the check book division of the **Peterson Lithographing Company** of Omaha, the firm has been making these "personalized" check books for several years and a few country banks are among those who order them.

But very few are made and sold, in comparison to the "right-handed" check books. There just aren't enough left-handed people, in the first place, and, second, a left-handed check isn't much easier for a left-handed person to write than is a right-handed one.

After all, WHAT check IS easy to write?

**Hawthorne Arey**, former Omahan, has been appointed general counsel of the Export-Import Bank in Washington, D. C.

Mr. Arey had previously held the position of vice president. He is a graduate of Creighton University Law School and a son-in-law of W. A. Gordon of Omaha and Bellevue, Nebraska.

**Col. J. F. McDermott**, on leave from his duties as vice president of the First National Bank of Omaha, discussed "The Financial Side of War" in a talk

# NATIONAL BANK ST. JOSEPH, MO.

MILTON TOOTLE, JR.  
PRESIDENT

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VICE PRESIDENT

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E. L. CRUME  
ASST. CASHIER

OUR 50th YEAR

Northwestern Banker April 1945



before the Omaha Women's Committee of the American Institute of Banking.

The committee sponsored a forum dinner at the Omaha Athletic Club. Miss Ethel Meller and Mrs. Ethel Lavering were in charge.

Mrs. H. G. Kiddoo, mother of **Guy C. Kiddoo**, former Omaha banker and now vice president of the First National Bank of Chicago, died recently in Omaha. She is survived also by her husband, who is president of Byers

Brothers Livestock Commission Company of Omaha.

The Omaha Civic Committee on Power finished its job recently and recommended that Omaha acquire the Nebraska Power Company properties by negotiated purchase under LB 204, passed by the Nebraska Legislature, which created the People's Power Commission.

The report was made after four weeks of study of the city's electric power situation by the committee of five, which included **Dale Clark**, president of the Omaha National Bank; E. A. Baird, of the Conservative Savings and Loan Association; R. S. Dickinson, **Ellsworth Moser**, vice president of the United States National Bank of Omaha, and Karl E. Vogel.

The committee did not recommend the acceptance of the non-profit plan. It urged that LB 204 provide the basis for all future local public power transactions.

## NATIONAL BANK OF COMMERCE OF LINCOLN, NEBRASKA

Statement of Condition at the Close of Business, March 20, 1945

RESOURCES		LIABILITIES	
Loans and Discounts.....\$	921,005.27	Capital .....	\$500,000.00
Overdrafts .....	168.25	Surplus .....	500,000.00
Banking House .....	145,000.00	Reserves .....	500,000.00
U. S. Bonds.....	23,500,000.00	Undivided Profits	147,596.87
War Savings Stamps.....	1,500.00		\$ 1,647,596.87
Customers Liability for		Reserve for Dividends.....	20,000.00
Letters of Credit.....	14,180.00	Letters of Credit.....	14,180.00
Stock Federal Reserve Bank..	30,000.00	Deposits .....	31,190,581.46
Cash and Sight Exchange....	10,540,468.93	War Loan Deposits.....	2,279,964.12
	<b>\$35,152,322.45</b>		<b>\$35,152,322.45</b>

M. WEILL, President

BYRON DUNN, Executive Vice President

ALBERT A. HELD, Vice President

ERNEST C. FOLSOM, Vice President

JULIUS WEILL, Vice President

GLENN YAUSSEI, Assistant Vice President and Trust Officer

PAUL BOGOTT, Cashier

R. E. MILLER, Assistant Cashier and Assistant Trust Officer

TED THOMPSON, Assistant Cashier

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J. A. GREENFIELD  
Vice President

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THOS. J. McCULLOUGH  
Cashier

M. E. BLANCHARD  
Assistant Cashier

LOUIS J. KOMER  
Assistant Cashier

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of our modern facilities for the  
handling of your requirements.

## First St. Joseph STOCK YARDS BANK

South St. Joseph, Mo.

"Only Bank in the Yards"

Member Federal Deposit Insurance Corporation

### Leaves Bank

On the completion of 35 years in the banking business, Elmer W. Larson, executive vice president of the State Bank of Scotia, Scotia, Nebraska, last month left the employ of the bank but retains stock in the institution. This year Benjamin C. Bilhorn became cashier and managing officer of the bank.

### Addresses C. of C.

C. D. Saunders, vice president of the First National Bank of Omaha, vice president of the Omaha Chamber of Commerce, spoke at the dinner held in Lincoln by the Omaha Chamber of Commerce in honor of the state legislators and state officers.

### Add \$5,000 to Capital Stock

Members of the Bank of Bertrand, Bertrand, Nebraska, have increased the capital stock of their bank. The directors met recently and voted to add another \$5,000 to the paid up capital stock.

### Cashier Moves On

Julien Stevenson, cashier of Farmers' Bank, Nebraska City, Nebraska, who has been living in Phoenix, Arizona, since the holiday season because of his health, is moving to a fruit ranch near Glendale, California.

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



## Lincoln Locals

THE Nebraska legislature's banking committee held up action on the bill, requested by Governor Griswold, LB 358, which provides that all dormant accounts in Nebraska state banks shall be closed through legal action and the money be turned over to the permanent lands and school fund.

Governor Griswold had previously asserted that the accounts could be expected to bring some \$100,000 to \$200,000 to the school fund.

J. Fred Peters, banking director, explained to the committee that dormant accounts now remaining in the bank have been a nuisance with which to deal. He pointed out that the amount of dormant accounts depends on the bankers' effort to close them out—one bank, he said, had \$14,000 in dormant accounts while another of practically the same size had none.

The committee laid the bill over for further consideration, to determine the legal aspects involved and the cost of legal advertising that the measure entailed.

Robert Clarence King, 75, former chief of the bank bureau of Nebraska,

died at his home in Lincoln recently.

A well known banker and educator, Mr. King taught school at Cook, Douglas, and Dunbar. For a time, he served as superintendent of the school for the blind at Nebraska City, and was registrar of both Kearney and Chadron state normal schools. Later, he was associated with the state superintendent's office in Lincoln.

He entered the banking business at Hildreth and later moved to Elmwood and to Graff.

T. B. Strain, president of the Continental National Bank, has been elected chairman of the Lancaster county war finance committee. He succeeds Harry Grainger, resigned, who directed the fifth and sixth war loans. Mr. Strain is president of the

University of Nebraska foundation, and has been active in many civic projects.

### Retires After 57 Years

Last month August Zimmerer retired as assistant cashier at the First National Bank, York, Nebraska, with which institution he had been associated for 57 years.

He entered the service of the bank as bookkeeper in October of 1888, six years after its founding by William McWhirter. He had held the position of assistant cashier since January, 1894. Mary Moskwinski became assistant cashier. She will be receiving teller and in charge of the drafts and travelers' checks department.

More Nebraska News Page 68



Nebraska bankers use this bank as a correspondent because it is strategically located in the state's Capital City.

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**LINCOLN**

Member Federal Deposit Insurance Corporation

# First National Bank of Omaha

*Oldest National Bank From Omaha West*

Member Federal Deposit Insurance Corporation



# LIVE STOCK NATIONAL BANK

## O M A H A

Statement of Condition, March 20th, 1945

### RESOURCES

Loans and Discounts .....	\$ 8,257,589.21
Bonds and Other Securities.....	244,319.15
Stock in Federal Reserve Bank.....	45,000.00
Banking House and Fixtures.....	1.00
Other Real Estate.....	None
Interest Accrued on Government Securities, Etc.....	141,878.50
U. S. Government Securities.....	\$33,334,652.99
Cash and Sight Exchange.....	15,904,540.04
	<u>49,239,193.03</u>
	\$57,927,980.89

### LIABILITIES

Capital Stock (Common).....	\$ 500,000.00
Surplus (Earned) .....	1,000,000.00
Undivided Profits .....	350,570.44
Reserved for Taxes, Interest, Etc.....	228,031.26
Unearned Discount .....	3,207.72
Dividends Payable March 31st, 1945.....	7,500.00
Deposits .....	55,838,671.47
	<u>\$57,927,980.89</u>

### OFFICERS AND DIRECTORS

ALVIN E. JOHNSON  
President

HENRY C. KARPF  
Vice President  
W. DEAN VOGEL  
Vice President and Trust Officer

R. H. KROEGER  
Vice President  
WADE R. MARTIN  
Vice President

PAUL HANSEN  
Vice President and Cashier  
H. H. ECHTERMAYER  
Vice President

L. V. PULLIAM  
Assistant Cashier

C. G. PEARSON  
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EARL R. CHERRY  
Assistant Cashier

W. WALLACE KEENAN  
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H. B. BERGQUIST  
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L. S. BURK  
Chicago

JAS. J. FITZGERALD  
Pres. Commercial Sav. & Loan Assn.

JOHN R. JIRDON  
Livestock and Grain, Morrill, Neb.

LEO T. MURPHY  
Mgr. Allied Mills, Inc.

JAMES L. PAXTON, JR.  
Pres. Paxton-Mitchell Co.

HERMAN K. SCHAFER  
Pres. Maney Milling Co.

CARL A. SWANSON  
Pres. Jerpe Com. & Cold Storage Co.

J. L. WELSH  
Butler-Welsh Grain Co.

*This Bank Has No Affiliated Companies*  
*Member of Federal Reserve System and Federal Deposit Insurance Corporation*



R. R. BRUBACHER  
President  
Sioux City

# IOWA NEWS



FRANK WARNER  
Secretary  
Des Moines

## Norway Officers

The stockholders of the Benton County Savings Bank, Norway, Iowa, met recently for their annual meeting. The board of directors elected for another year include: E. M. Williams, H. O. Schloeman, Michael Brecht, John C. Schulte and William A. Schulte. The following officers were elected: Mr. Williams, president; Mr. Schloeman, vice president; Prentiss G. Florag, cashier, and Mrs. Mary Schulte, assistant cashier. The bank was organized in 1881 and has just completed its 64th year.

## Bankers in Army

Members of the Boone State Bank and Trust Company staff, Boone, Iowa, entertained at a dinner last month, in farewell courtesy to John McLeod, manager of the Boxholm branch of the bank, and Vern J. Kuhl, who has been serving as assistant cashier of the bank. Both left for army service.

## Elected Vice President

O. N. Hultman of Stanton, Iowa, was elected vice president of the Houghton State Bank at a meeting held by that organization in Red Oak. Mr. Hultman, who is currently serving as state senator from the Eighth Iowa District, succeeds the late Mrs. L. H. Pringle, a sister of H. C. Houghton, Jr., who has been vice president of the bank for some time.

The bank, which has its headquarters in Red Oak, also has offices in Stanton and Elliott.

The president is H. C. Houghton, Jr., of Red Oak. Oscar Helgerson is vice president and cashier, and assistant cashiers are H. Deemer Houghton and Vivian Nelson. On the board of directors are: H. C. Houghton, Jr., Henry Heckert, O. N. Hultman, R. C. Kipp of Elliott, R. J. Swanson, H. Deemer Houghton and Oscar Helgerson.

## Open Branch Office

A branch office of the Jackson State Savings Bank, Maquoketa, Iowa, will be opened in Delmar, Iowa, shortly

after April 1st, bank officers have announced. The bank has purchased the bank building at Delmar and it will be redecorated before the opening.

## R. M. Sayer

Ruel M. Sayer, 73, president of the Benton County State Bank at Blainstown, Iowa, and a lifelong resident of Benton county, died very suddenly at his home in Blainstown last month. He had served as president for a number of years.

## New Bank at Lester

Lyon county will soon have another bank—the Lester State Bank, to be located at Lester, Iowa.

A certificate of incorporation for this new institution was issued by Wayne M. Ropes, secretary of state, last month.

It is expected that the bank will be open for business this month.

The new bank will have a capital of \$30,000, according to the official notice.

Until the first annual meeting, officers of the bank will be August Maurer, president; J. F. Schoelerman and Fred Haegele, vice presidents, and Paul Schoening, cashier. Directors are the officers and Ray McCarty and G. T. Naglestad.

## President Retires

J. E. Richardson has retired as president of the Goldfield State Bank and Trust Company, Goldfield, Iowa, a position he has held since the bank was organized in 1926. Mr. Richardson has

## Iowa Banks Winning War Trophy Prizes for Best Sales of War Bonds in Sixth War Loan Drive

Class	County	Name of Winning Bank	Making the Greatest Per Cent of "E" Bond Sales to Quota for Individuals	Making the Greatest Per Cent of Combined E, F, G and 2 1/2% Bond Sales to Quota for Individuals
CLASS I— (Those competing banks with resources of \$2,000,000 or less.) (Approx. 503 banks.)	Winnebago	1. Thompson—Peoples State	176%	
	Benton	2. Norway—Benton County Sav. Bank	171.9%	
	Marshall	1. Green Mountain—Producers Savings Bank		373%
	Allamakee	2. Waterville—Farmers & Merchants Savings Bank		218%
	Audubon	1. Audubon—First State Bank	111%	
	Franklin	2. Hampton—Hampton State Bank	95%	
CLASS II— (Those competing banks with resources of \$2,000,001-\$7,500,000.) (Approx. 119 banks.)	Page	1. Clarinda—Page County State Bank		169%
	Humboldt	2. Humboldt—First National Bank		158%
	Des Moines	1. Burlington—National Bank of	88%	
CLASS III— (Those competing banks with resources of \$7,500,001 and over.) (Approx. 21 banks.)	Jasper	2. Newton—Jasper County Savings Bank	59%	
	Polk	1. Des Moines—Iowa-Des Moines National Bank & Trust Co.		134%
	Des Moines	2. Burlington—National Bank of		129%
	Total—3 classes	10 Counties	11 Banks	6 Prizes



sold his stock holdings. Earl Anderson has also disposed of his stock in the bank.

John S. Whyte was elected president in place of Mr. Richardson, and Earl Bartley succeeds him on the board of directors.

The bank opened for business on July 29, 1926, with Mr. Richardson as president, E. H. Furrow of Cedar Rapids, vice president, and J. A. Bundy, cashier. The capital stock was \$25,000 with a surplus of \$12,500.

### State Bank Examiner

Fey Mieras, assistant cashier at the

First Trust and Savings Bank, Alta, Iowa, has resigned to take a job as state bank examiner. He left last month for Iowa City to receive his training under a field man. After that he will be assigned to a definite area, with headquarters probably at Spencer or Fort Dodge.

### Orange City

In an Iowa news item last month the NORTHWESTERN BANKER erroneously stated the Northwestern State Bank was at Sioux Center, Iowa, while it should have read the Northwestern

State Bank, Orange City. The NORTHWESTERN BANKER is happy to make this correction.

### Officers Named

Directors now in charge of the La Porte City State Bank, La Porte City, Iowa, which changed hands recently, are: Ralph Brown, president; Elmer G. Rasche and L. L. Froning, vice presidents, and L. J. Tutt and Ogden Fosse, members of the board. Of the group only Mr. Rasche is working regularly in the bank.

Other officers are: L. C. McGill, cashier; Ethel Peters and R. A. Heyden, assistant cashiers.

In the only major change in policy announced thus far, the bank will resume staying open Saturday afternoon from 1:00 to 3:00.

### DES MOINES NEWS

Mabelle G. zum Brunnen, who for some time has been associated with the bond department of the Bankers Trust Company, Des Moines, last month was married to Arthur G. Stevens, who is with the Navy, stationed at Philadelphia. The wedding took place at the residence of F. S. Lockwood, secretary and trust officer of Bankers Trust. Mrs. Stevens was chairman of the women's division of the Des Moines Chapter of A. I. B.

Bert B. Poepping, HA 1/c, former teller at the Iowa-Des Moines National Bank and Trust Company, and member of the Fourth Marine Division which took part in the Iwo Jima campaign, has been reported a wounded casualty.

Last month Frank Warden, vice president of the Central National Bank and Trust Company, was in Chicago attending a meeting of the Financial Advertisers.

Note Teller George W. Gill, Valley Savings Bank, is the father of a baby girl, born last month in Des Moines. The child has been named Mary Elaine.

In his official capacity as Commander of Argonne Post, Carl W. Mesmer, vice president of the Bankers Trust Company, Des Moines, visited Oskaloosa last month where he attended the Iowa American Legion oratorical contest.

Election of Franklin F. Robinson as assistant trust officer of the Iowa-Des

## THE KEY TO 4 STATES!

In military strategy, to capture or hold "Key" cities, is always paramount.

If our Western Front were on the banks of the Missouri River, Sioux City would indeed be a Key City. Both by location and custom, it unlocks the gates into South Dakota, Iowa, Nebraska and Minnesota.

Let the "FIRST" be your first choice as your correspondent in this key city!

	A. G. Sam, President
J. P. Hainer, Vice President	J. R. Graning, Assistant Cashier
Fritz Fritzon, Vice Pres. and Cashier	E. A. Johnson, Assistant Cashier
J. T. Grant, Assistant Cashier	W. F. Cook, Auditor



# FIRST

## NATIONAL BANK

★ ★ ★ ★ *In Sioux City* ★ ★ ★

Member FDIC—Member Federal Reserve System



*The*  
**LIVE STOCK**  
*National BANK of Chicago*

UNION STOCK YARDS • TELEPHONE YARDS 1220

*Statement of Condition*

March 20, 1945

**RESOURCES**

Cash and due from banks.....	\$13,858,634.47
U. S. Treasury bills and certificates.....	26,500,000.00
U. S. Government bonds and notes .....	1,590,700.00
State and municipal securities.....	672,753.53
Other marketable bonds.....	369,421.00
Loans and discounts.....	7,542,454.45
Federal Reserve Bank stock.....	75,000.00
Bank building.....	375,000.00
Interest earned, not collected.....	85,100.97
Current receivables and other assets.....	48,124.01
	\$51,117,188.43

**LIABILITIES**

Capital.....	\$ 1,000,000.00
Surplus.....	1,500,000.00
Undivided profits and reserves.....	220,433.44
Unearned discount.....	23,646.32
Deposits.....	48,373,108.67
	\$51,117,188.43

*Board of Directors*

FREDERICK H. PRINCE

ARTHUR G. LEONARD

*President, Union Stock Yard  
& Transit Co.*

JOHN W. AUSTIN  
*Treasurer, Union Stock Yard  
& Transit Co.*

ORVIS T. HENKLE

ROBERT J. DUNHAM  
*Investments*

RALPH M. SHAW  
*Winston, Strawn & Shaw*

RICHARD HACKETT  
*General Manager, Central  
Manufacturing District*

THOMAS E. WILSON  
*Chairman of the Board,  
Wilson & Co., Inc.*

DAVID H. REIMERS

*President, The Live Stock National Bank of Chicago*

**SERVING AGRICULTURE AND INDUSTRY**

*Since 1868*

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

OUR 50th YEAR

Northwestern Banker April 1945



## AMERICAN NATIONAL BANK AND TRUST COMPANY OF CHICAGO

LA SALLE STREET AT WASHINGTON  
Member Federal Deposit Insurance Corporation



### STATEMENT OF CONDITION AT THE CLOSE OF BUSINESS MARCH 20, 1945

#### RESOURCES

Cash and due from banks . . . . .	\$ 46,922,487.63
United States Government obligations — direct and fully guaranteed . . . . .	80,218,609.99
Municipal and other marketable securities . . . . .	19,103,127.32
Loans and discounts . . . . .	37,314,647.22
Federal Reserve Bank stock . . . . .	150,000.00
Customers' liability on acceptances . . . . .	77,970.88
Accrued interest receivable . . . . .	333,929.11
Other assets . . . . .	140,191.34
	\$184,260,963.49

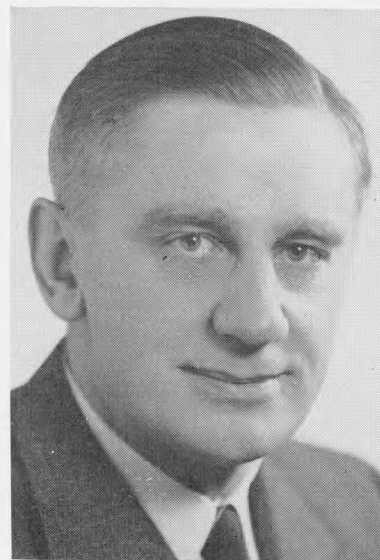
#### LIABILITIES

Capital stock . . . . .	\$ 2,000,000.00
Surplus . . . . .	3,000,000.00
Undivided profits . . . . .	1,081,560.43
Reserve for taxes, interest, contingencies, etc. . . . .	1,213,961.87
Unearned discount . . . . .	392,559.51
Liability on acceptances . . . . .	110,893.79
Deposits:	
Demand . . . . .	\$149,459,639.81
United States Government . . . . .	15,713,769.62
Other public funds . . . . .	4,295.62
Savings . . . . .	11,284,282.84
	176,461,987.89
	\$184,260,963.49

United States Government obligations and other securities carried at \$33,236,625.92 are pledged to secure public and trust deposits and for other purposes as required or permitted by law.

Moines National Bank & Trust Company, of Des Moines, was announced recently by **Herbert L. Horton**, president of the bank.

Mr. Robinson is a graduate of Cornell College, Mt. Vernon, Iowa, and of the law college of the State University of Iowa. From 1929 to 1945 he served as national bank examiner with special assignment to examination of trust departments of all banks in the



FRANKLIN F. ROBINSON

Seventh Federal Reserve district, which includes the states of Illinois, Indiana, Iowa, Michigan and Wisconsin.

He assumed his new duties April 1st, and will head the newly created personal agency division of the Iowa-Des Moines National's trust department. In this capacity he will assist men and women who have the responsibility of investing funds for themselves or others, and will aid corporations and institutions in connection with their investments.

In his new position Mr. Robinson

## Mr. Banker:

Do you know that recently, in this territory alone, over 100 banks have subscribed to the

## D. A. S. AGRICULTURAL DIGEST

There is no other agricultural information service just like it.  
For sample releases and further information write to

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Box 302, 205 Plymouth Bldg.  
Des Moines 9, Iowa

# More Meat—World Demand

One type of "ammunition" essential on the battle front as well as on the home front is meat.

Meat must be produced in greater abundance and distributed efficiently, equitably and expeditiously.

One of the most efficient and indispensable elements in the livestock industry is your central market, where the packers, order buyers and feeder buyers concentrate their purchases.

No other system of marketing possesses the facilities and the ability to handle so large a volume of livestock at such a small cost to the shippers. The total costs covering commissions, feed and yardage for selling livestock at Omaha amount to approximately 1¼ per cent of the sale price. Where can you market any other agricultural commodity with comparable service for such a small charge?

**Support the Central Market That Supports the Price of Your Livestock.**

**UNION STOCK YARDS COMPANY of OMAHA, (Ltd.)**

*Larry Bluff*  
President

**OMAHA LIVESTOCK MARKET**





## 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 LASALLE STREET

(Member Federal Deposit Insurance Corporation)

## The Citizens First National Bank

Storm Lake, Iowa

On Comptroller's Call, March 20, 1945.

RESOURCES		LIABILITIES	
Loans .....	\$ 745,482.55	Capital Stock .....	\$ 75,000.00
Overdrafts .....	514.48	Surplus Fund .....	100,000.00
*Banking House .....	1.00	Undivided Profits .....	178,123.10
*Furniture and Fixtures .....	1.00	Reserved for Taxes and	
Stock in Federal Reserve Bank .....	5,250.00	Contingencies .....	40,481.65
Miscellaneous		Dividends Unpaid .....	7,500.00
Bonds .....	\$ 31,230.00	Deposits .....	5,260,027.07
United States			
Obligations .....	3,762,861.68		
Cash and Sight			
Exchange .....	1,115,791.11		
	<u>4,909,882.79</u>		
	\$5,661,131.82		\$5,661,131.82

#### OFFICERS

GEO. J. SCHALLER, Chairman  
H. W. SCHALLER, President  
(on leave with U. S. armed forces)  
R. E. SHEFFIELD, 1st Vice President

WAYNE A. MYERS, 2nd Vice President  
EVERETT STOCK, Cashier  
D. C. STORCK, Asst. Cashier

MEMBER OF THE FEDERAL DEPOSIT INSURANCE CORPORATION

## FIRST TRUST AND SAVINGS BANK

Northwest Corner Third and Brady Streets

DAVENPORT, IOWA

Condition as of March 20, 1945.

RESOURCES		LIABILITIES	
Loans and Discounts .....		Capital .....	\$ 200,000.00
Banking House .....	\$2,239,907.39	Surplus .....	170,000.00
Furniture and Fixtures .....	48,500.00	Undivided Profits and Reserves .....	54,170.87
U. S. Government Bonds .....	11,851.55	Deposits .....	6,709,449.69
Municipal Bonds .....	\$1,848,839.69	Unearned Interest .....	12,602.64
Other Bonds .....	875,400.38		
Cash and Due from Banks .....	114,955.02		
Other Assets .....	2,002,806.52		
Overdrafts .....			
Total Resources .....	\$7,146,223.20	Total Liabilities .....	\$7,146,223.20

George M. Bechtel, President  
R. O. Byerrum, Executive Vice President  
H. R. Bechtel, Vice President

F. A. Johnson, V. Pres., Cashier & Trust Officer  
Louis Martin, Assistant Cashier  
W. C. Siddle, Assistant Trust Officer

Member Federal Deposit Insurance Corporation

will be associated with Clyde H. Doolittle, vice president and trust officer, and C. Ream Daugherty and W. Frank Howell, assistant trust officers.

### Plan Alden Bank

About 45 citizens of Alden, Iowa, and vicinity met last month and listened to a talk by L. R. Clift of Toledo, on organizing a bank at Alden. A committee consisting of Mr. Clift, Carl Anderson of Iowa Falls, George Fuller, L. S. Cox and E. B. Pritchard had been in Des Moines to discuss plans.

### Buy Building Site

W. A. Lane, president of the Security Savings Bank, of Marshalltown, Iowa, announced last month after a meeting of the directors of the bank, that he, W. L. Brintnall, J. M. Conside, S. A. Dickerson, Dr. R. R. Hansen and N. C. Nielsen have purchased from S. W. LaShelle the business property on the northeast corner of First Avenue and Main Street. The property fronts 40 feet on Main Street and 180 feet on North First Avenue.

The group of men associated in the purchase are all directors of the Security Bank.

Mr. Lane said the bank directorate planned to build a modern office building on the newly acquired site as soon after the war as possible. The building, he said, would be five or six stories high.

### George A. Gutshall

George A. Gutshall, 88, a prominent resident of the Booneville, Iowa, community for many years, died last month in a hospital in Des Moines. In 1905 he helped organize the Booneville Savings Bank there and served as president of that institution from 1905 until it paid off its depositors in 1939.

### Visits Campus

Elizabeth Kleindienst of the personnel department of the Harris Trust and Savings Bank of Chicago, was on the campus of the University of Iowa, Iowa City, last month to interview students interested in positions with that bank, according to Prof. George Hittler of the college of commerce.

Miss Kleindienst was especially interested in young women with literary

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

faculty, those with research interest in economics, accounting or statistics and those with stenographic ability.

### Old Bank Building Sold

The old Iowa National Bank Building at 219 East Main Street, Ottumwa, Iowa, has been sold, according to officers of that bank.

The Iowa National Bank first occupied the building in 1925, after transforming it into a modern bank building. That bank remained in business there until 1931, when it was consolidated with other banks into what is now the Union Bank & Trust Company.

### Carlton M. Magoun

Carlton Moore Magoun, 50, Sioux City banker and wholesale seed executive, died last month at his home in Sioux City, Iowa.

Mr. Magoun was associated formerly with his father, the late John Adams Magoun, in the old Sioux National Bank. More recently he was president and general manager of the Michael-Leonard Company, and for seven years he was associated with the same firm in the Chicago office.

### S. R. Dyer

Sherman Ray Dyer, 56, Eldora banker, died at his home in Eldora, Iowa, recently.

Mr. Dyer went to Iowa Falls in 1933 and was associated with the Secured Finance Company. He and his family moved to Eldora in 1937, where he entered the finance business and later became associated with the Hardin County Savings Bank, as vice president in charge of the consumers' loan department, a position he held at the time of his death.

### Former Adel Cashier Weds

Former cashier, William Thomas, of the Dallas County State Bank at Adel, Iowa, was married recently in California to Marjory Chally of Stratford, Iowa. Sgt. Thomas for the past two years has been stationed in the Aleutian Islands and recently returned to the United States on furlough.

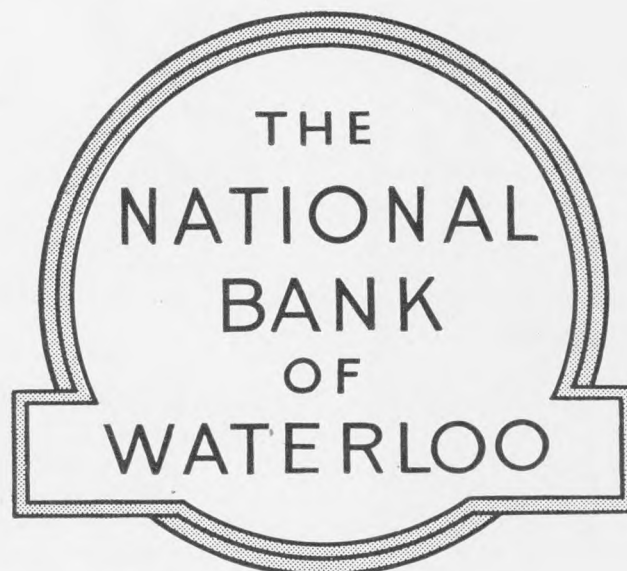
### O. L. Wright

Member of a well-known banking family, Ora Lee Wright, 74, formerly of Knoxville, Iowa, died at a hospital

in Des Moines last month. Mr. Wright was made cashier of the Marion County National Bank there at the age of 21. (Continued on next page)

★ ★ ★ ★ ★

**TODAY, AS EVER —  
HEADQUARTERS  
FOR YOUR  
NORTHEASTERN IOWA  
BUSINESS.**



Member—Federal Reserve System

Federal Deposit Insurance Corporation



  
**SCARBOROUGH & COMPANY**

*Insurance Counselors to Banks*

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative  
Des Moines, Iowa



## DES MOINES BUILDING-LOAN & SAVINGS ASSOCIATION

Oldest In Des Moines

411 6th Ave. Dial 4-7119

ELMER E. MILLER HUBERT E. JAMES  
Pres. and Sec. Asst. Sec.

FOR YOUR ENJOYMENT . . .

Listen to the  
"WORLD OF MUSIC"

KRNT, 1350 KC 10:30-11 a. m. Sundays

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**Advertising that Sells**

**LESSING ADVERTISING CO.**  
DES MOINES

R. J. FLYNN, PRES. D. L. DUNGAN, SECY.

Through 4 wars and many panics and depressions

# KOCH BROTHERS

have weathered the storm. Today, as in past years, we will continue to successfully serve Iowa business men to the best of our ability.

**KOCH BROTHERS**  
PRINTERS  
ESTABLISHED 1889  
STATIONERS OFFICE OUTFITTERS BOOK BINDERS BUSINESS MACHINES  
GRAND AVE. AT FOURTH DES MOINES, IA.

From then on his activities in banking circles broadened. He eventually became stockholder in ten banks, and he organized seven of them. His policy was to work along with the business man and farmer.

## THE NEW YORK TRUST COMPANY

Capital Funds Over \$50,000,000



100 BROADWAY

MADISON AVENUE  
AND 40TH STREET

TEN  
ROCKEFELLER  
PLAZA

★  
BUY  
WAR  
BONDS

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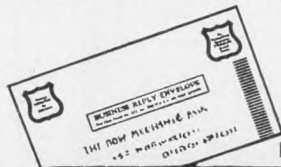
## Banks Sold or Bought!

quietly, quickly and in a personal manner

JAY A. WELCH  
BANK BROKER  
Haddam, Kansas

"36 Years Practical Banking Experience"

THEY'LL COME BACK  
SURE AS THE SWALLOWS!



TENSION  
KNOWS HOW!

Return envelopes bring back whatever they're sent out to get, in the form of inquiries, orders and checks. They will increase returns by making it easy for your customers to reply

**TENSION ENVELOPE CORP.**  
*Originally*  
**BERKOWITZ ENVELOPE CO.**

1912 Grand Ave., Phone 4-4126, Des Moines 14, Iowa

Northwestern Banker April 1945

## Horse Raiser

Frank Hoffmann, cashier of the Westside State Savings Bank, Westside, Iowa, sent Frank Warner, secretary of the Iowa Bankers Association, a picture recently of a two-year-old green saddle colt, driven to the cart for the second time. Mr. Hoffmann said, "We think he is going to be a show horse. We raised him on a bottle. The mother disowned him but we didn't."

## NEBRASKA NEWS

### New Cashier

Donald Halbersleben of Broken Bow, who is the new cashier in the Purdum State Bank, Purdum, Nebraska, has taken up his duties in his position.

### Vice President of R. Morris

O. H. Elliott, assistant vice president of the First National Bank of Omaha, has been elected vice president of the Robert Morris Associates for the Missouri Valley District. The Robert Morris Associates are a national association of bank credit men. S. C. Pidgeon, of the Bankers Trust Company of Des Moines, was elected president for the coming year and F. W. Alexander, of the Federal Reserve Bank of Kansas City, secretary.

### Fred W. Rottmann

Fred W. Rottmann, 72, one time Nebraska City banker, died last month at Cambridge, Nebraska. He attended Nebraska City schools, soon afterward entered the employ of Otoe County National Bank, there, where he was assistant cashier for many years.

### Tells of Increased Deposits

The inflationary nature of bank deposits in the last few years was explained by Edward Huwaldt, executive vice president of the Commercial National Bank, Grand Island, Nebraska, in a talk before the Rotary Club.

Deposits in the Grand Island banks have increased in five years, Mr. Huwaldt said, from \$7,400,000 to \$20,900,000, and without the purchasing of war bonds by individuals out of their own accounts, the inflationary tendencies would become even more pronounced.

### Named to Offices

The board of directors of the First State Bank, Beaver City, Nebraska, met to fill two vacancies caused by the death of the late A. B. Brown. George W. Shafer, Jr., was elected vice president, and Lyle Bottrell was named to the board and made cashier.

OUR 50th YEAR

## President of Association

John VanAuken, vice president of the Lexington State Bank, Lexington, Nebraska, was named president of the Mid-Nebraska Regional Clearing House Association at a meeting held recently in North Platte. Elected vice president was Gordon Brainard, cashier of the Farmers National Bank, Grant; and secretary-treasurer, W. H. Munger, cashier, First National Bank, North Platte.

## Leaves Cashier's Post

At the annual meeting of the directors of the State Bank of Jansen, Nebraska, held recently, H. T. Fast resigned as cashier. He will, however, remain on the board of directors for the present time. Mr. Fast has been cashier of the bank over 25 years. He is also postmaster at Jansen and will devote his time to the conduct of this office.

## Close at 3:00 O'Clock

Announcement was made by F. E. Peterson, cashier of the Bank of Stapleton, Stapleton, Nebraska, that effective last month, a 3:00 o'clock closing hour was adopted. There will be no deviation from this time on Saturdays.

## Begins 26th Year

Last month the Hastings National Bank, Hastings, Nebraska, entered its

twenty-sixth year of service. When the institution opened it had deposits totaling \$42,136. Today it has deposits totaling \$9,700,000.

President of the institution is Howard G. Pratt, who last month observed his twenty-third anniversary as an officer. O. A. "Arch" Riley, vice president, was cashier when the bank

opened 26 years ago and still holds that office.

Other men continuously associated with the bank since its opening are Stephen Swigle and R. R. Vance, directors. They are followed closely by C. E. Byers who has been on the board since shortly after the bank opened in 1919.

## AMERICAN TRUST & SAVINGS BANK

DUBUQUE, IOWA

Organized 1905

Incorporated 1912

### STATEMENT OF CONDITION, MARCH 20, 1945

RESOURCES		LIABILITIES	
Cash and Due from Banks.....	\$ 3,588,091.23	Capital Stock .....	\$ 250,000.00
U. S. Government Bonds.....	11,113,908.88	Surplus .....	250,000.00
Federal Reserve Bank Stock.....	15,000.00	Undivided Profits .....	144,359.42
State, County and Municipal		Reserves .....	71,500.00
Bonds .....	602,182.65	Deposits:	
Loans and Discounts .....	1,215,649.45	Demand .....	\$7,158,985.11
Overdrafts .....	807.63	Time .....	5,246,491.12
Bank Building .....	50,000.00	U. S. Govt. War	
		Loan Account 3,464,304.19	
			15,869,780.42
	<b>\$16,585,639.84</b>		<b>\$16,585,639.84</b>

C. J. SCHRUP, Chairman of the Board  
 D. W. ERNST, President  
 ROY F. GLAB, Vice President  
 M. J. BAUMHOVER, Assistant Cashier  
 MERLYN B. KURT, Assistant Cashier  
 C. J. KLEINSCHMIDT, Cashier  
 A. L. VOGL, Assistant Cashier

Member Federal Reserve System.

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## Wessling Services

Counsel on Bank Public Relations

D. R. WESSLING, PRESIDENT

Plan to use an advertising program of well worded messages created by Wessling Services, Des Moines, Iowa

Des Moines 9, Iowa

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OUR 50th YEAR

Northwestern Banker April 1945





# IN THE DIRECTORS' ROOM



## *Last But Not Least*

1st Soldier: How come you happened to join the Army?

2nd Same: Well, first of all, I wanted to fight; second, I felt it would make me physically fit; and third, they came and got me.

## *Two Whistle Type*

Sailor: I like the shy, demure type—the kind you have to whistle at twice.

## *Vicious Circle*

Overheard in the shower room: "First we lick them, then we feed them, then we finance them and then we have to lick them again."

## *Scarcities Rule*

It used to be that when the cigarette girl walked past in the night club you hardly noticed the cigarettes.

## *By Instrument*

A soldier received a letter from his wife containing a sketch of their car's instrument panel. "This is the exact way the dashboard looks," she wrote, "do we need a quart of oil?"

## *Whole Crew*

The manager of a touring theatrical company wired the proprietor of a theater where his company was booked to appear: "Would like to hold rehearsal next Monday afternoon at three o'clock. Have your stage manager, carpenter, property man, electrician, and all stage hands present at that hour."

Four hours later he received the following reply: "All right, I'll be there."

## *Speed*

The Russians can take towns faster than others can pronounce them.

## *Everything for Victory*

Uncle Luke says: "They ain't makin' shoes any more. From now on it's everything for Victory and nothing for Defeat."

Northwestern Banker April 1945

## *Aye, Aye, Sir*

The old sailor had retired from the sea. Each morning a grubby youngster knocked at his door, went in and came out again. After this had gone on for some weeks the curiosity of the villagers was aroused.

"Tell me," said one to the youngster, "why do you visit that old sailor every morning?"

"Well, sir, he gives me a quarter if I say to him, 'The captain wants you immediately.'"

"And what does he say to that?"

"He says, 'Tell the captain to go to blazes.'"

## *Hospital Bound*

Mother: So you're not afraid to go to the hospital—that's a good little boy.

L.B.: But I ain't gonna let 'em palm off a baby on me like they did you—I wanna pup!

## *Condemned*

A little boy's favorite uncle was to be married and he was questioning his mother about the wedding: "Mother, the last three days they give them anything they want to eat, don't they?"



"What, accept a ride from a strange man?"

## *Emergency Measure*

Have you ever stopped to think the pinup girl came in just as elastic went out?

## *Too Rough*

Druggist: Shall I fix you a bromo?

Joe Hangover: Ye Gods no! I can't stand the noise.

## *Turns on the Works*

A woman never knows what she can do until she cries.

## *And Gaping Japs*

When the Yanks get through with Japan there'll be gaps where there were Japs.

## *On Condition*

An old planter and one of his faithful workers were discussing the hereafter.

"Sam," said the boss, "if you die first, I want you to come back and tell me what it's like over there. If I die first, I'll come back and tell you what it's like."

"Dat suits me fine, sah," replied the old Negro, "but effen you dies fust, Ah wants you to promise me you'll come back in de daytime."

## *Thanx a Lot*

During a question period following a lecture a man arose and put a foolish query to the speaker. The latter replied:

"The logic of your question makes me think of another. Can you tell me why fire engines are always red? You can't. Well, fire engines have four wheels and eight men. Four and eight are twelve. Twelve inches make a foot. A foot is a ruler. Queen Elizabeth was a ruler. The Queen Elizabeth sails the seven seas. Seas have fish. Fish have fins. The Finns fought the Russians. The Russians are Red. Fire engines are always rushin'. Therefore, fire engines are always red. I hope this answers your question also."

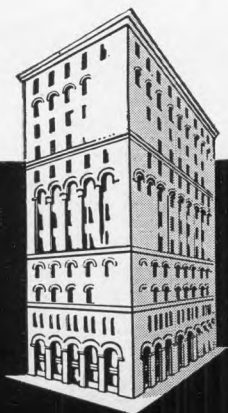
OUR 50th YEAR

*How can we develop more  
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That's the right answer! We welcome the opportunity to exchange information with you in any way that may help either or both of us to do a better job of banking.

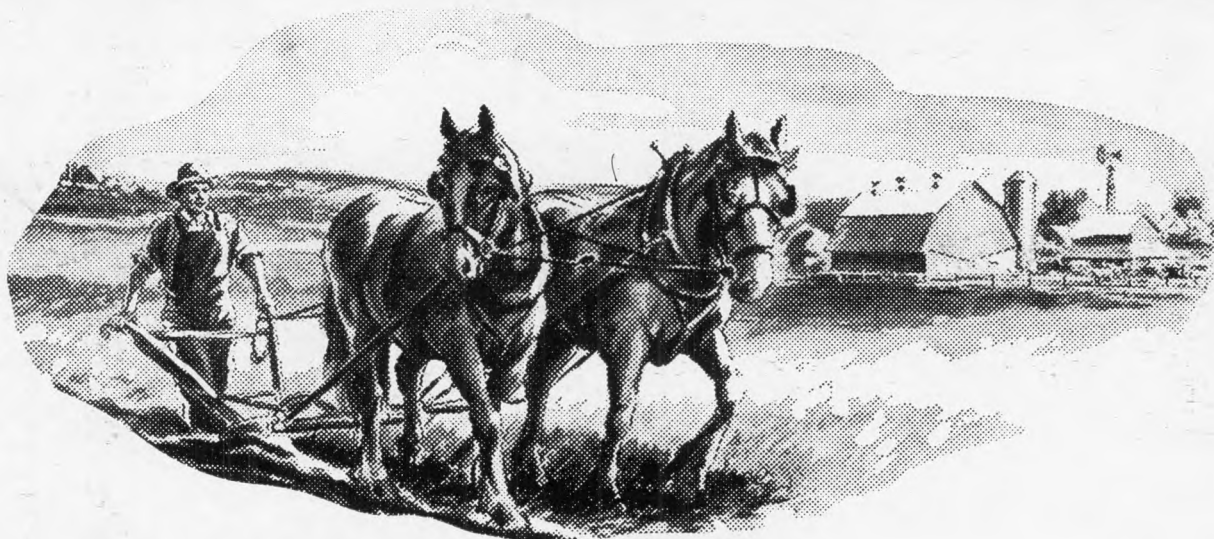


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# HATS OFF...

## To The Farmers of Iowa

Iowa farmers, since Pearl Harbor, have done a great job in helping to keep Allied fighting men well-fed and healthy.

The work of farmers to attain even higher food production goals in 1945 is just as essential as armaments in maintaining today's accelerated march toward Victory.

Again this year, Iowa Banks and Bankers have another opportunity to make an important contribution to the War effort by financing, encouraging and cooperating with individual farmers in every locality to obtain all-out mobilization of our State's great food producing resources.

That's a task in which all of us should be delighted to cooperate whole-heartedly.

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