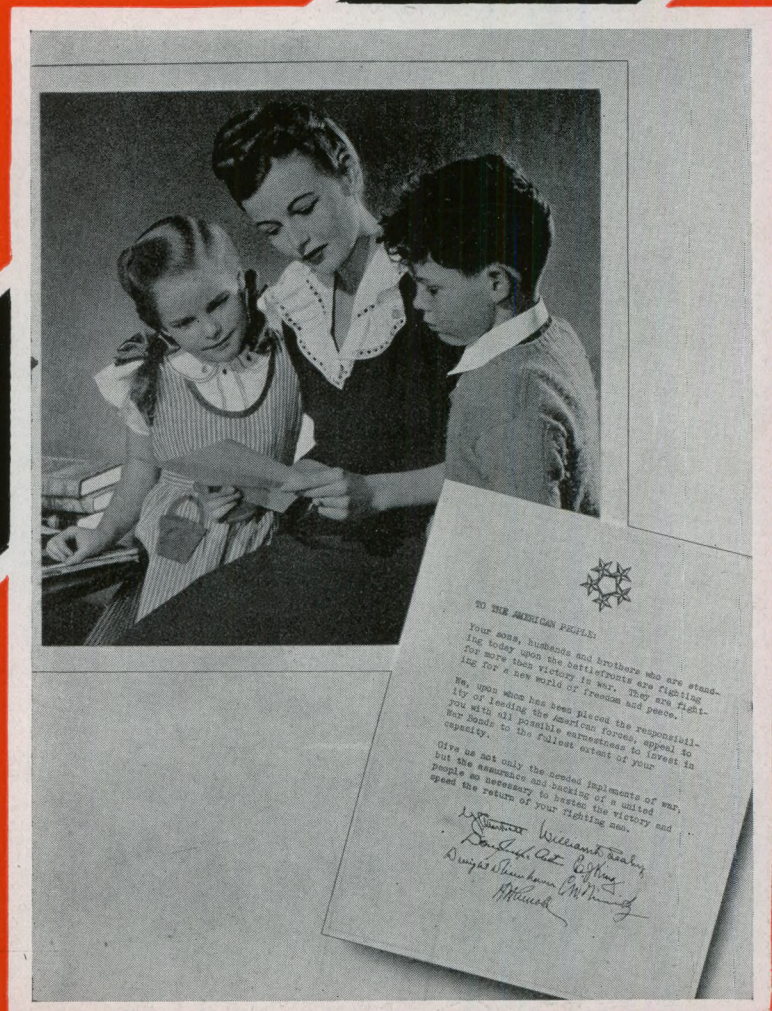


NORTHWESTERN *Banker*

MAY
1945

OUR 50th YEAR



A Message to the American People from the
Leaders of our Armed Forces. See page 30.



How We Make and Save Money in Our Bank

Page 16

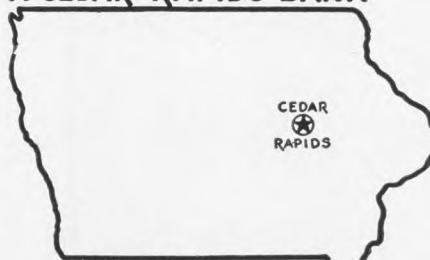


Time Tested

We believe good correspondent service must increase in dependability from year to year.

Hundreds of banks in the middle west feel that way about Merchants National Bank correspondent service and for dependable and time tested service, they recommend this institution.

A CEDAR RAPIDS BANK



SERVICING ALL IOWA



THE **MERCHANTS NATIONAL BANK** OFFICERS

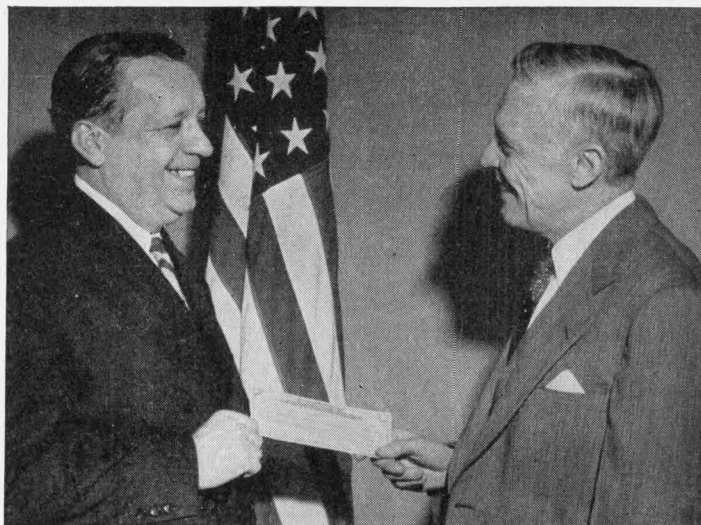
JAMES E. HAMILTON, Chairman
S. E. COQUILLETTE, President
H. N. BOYSON, Vice President
ROY C. FOLSOM, Vice President
MARK J. MYERS, V. Pres. & Cashier
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JOHN T. HAMILTON II, Vice President
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PETER BAILEY, Asst. Cashier
R. D. BROWN, Asst. Cashier
O. A. KEARNEY, Asst. Cashier
STANLEY J. MOHRBACHER, Asst. Cashier
E. B. ZBANEK, Building Manager

Cedar Rapids Iowa

Member Federal Deposit Insurance Corporation

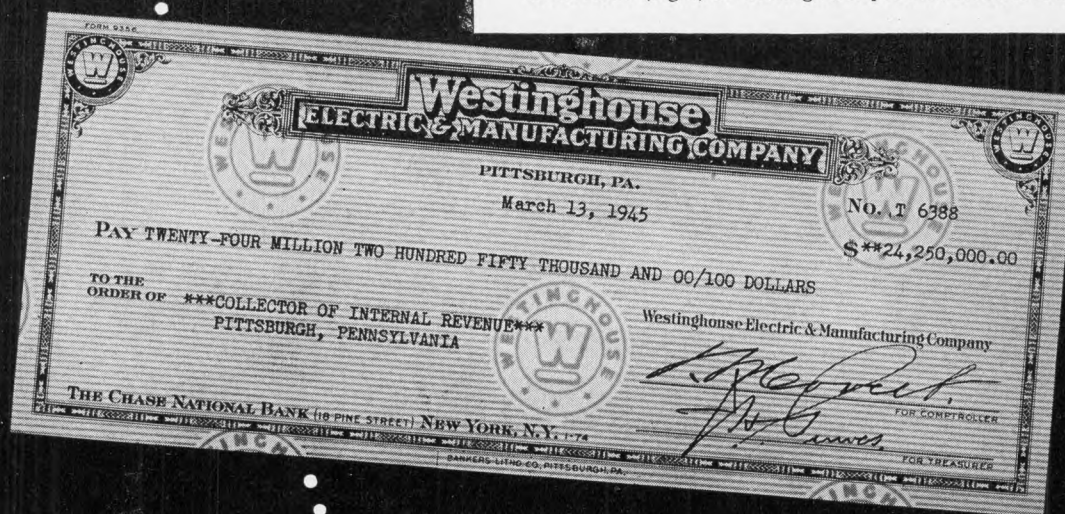


Westinghouse hands Uncle Sam a \$24,250,000 Tax Check



Post-Gazette Photo

E. M. Elkin (right) of Westinghouse presents check to Collector Granger



on La Monte Safety Paper

March 15th, E. M. Elkin, general tax attorney for Westinghouse Electric and Manufacturing Company, turned over to Collector of Internal Revenue Stanley Granger, a check for twenty-four and a quarter MILLION dollars — the first quarterly payment on 1944 taxes. » » That check made the headlines. It was not only the largest ever received by the Pittsburgh Bureau, but represented the largest tax payment ever made by Westinghouse. » » Such a transfer of

funds to our nation's treasury indicates the scope and importance of that great company's current contributions in the war we are waging. » » And the fact that this check was lithographed on LaMonte Safety Paper is further evidence of the care taken by outstanding banks and business organizations to fully protect their checks against the hazards of fraudulent alteration and counterfeiting.



LA MONTE
GEORGE LA MONTE & SON

Safety PAPER
NUTLEY, NEW JERSEY



OUR 50th YEAR

Northwestern Banker May 1945

THE CHASE NATIONAL BANK

OF THE CITY OF NEW YORK

STATEMENT OF CONDITION, MARCH 31, 1945

RESOURCES

Cash and Due from Banks	\$ 887,572,708.27
U. S. Government Obligations, direct and fully guaranteed	2,779,461,196.54
State and Municipal Securities	81,644,948.84
Other Securities	149,158,297.94
Loans, Discounts and Bankers' Acceptances	855,787,287.59
Accrued Interest Receivable	10,677,144.26
Mortgages	6,283,549.54
Customers' Acceptance Liability	3,626,600.47
Stock of Federal Reserve Bank	7,050,000.00
Banking Houses	34,767,782.41
Other Real Estate	3,853,022.64
Other Assets	2,418,765.45
	\$4,822,301,303.95

LIABILITIES

Capital Funds:	
Capital Stock	\$111,000,000.00
Surplus	124,000,000.00
Undivided Profits	57,371,903.87
	\$ 292,371,903.87
Reserve for Contingencies	10,666,678.00
Reserve for Taxes, Interest, etc.	12,084,224.50
Deposits	4,497,560,400.69
Acceptances Outstanding . . . \$	8,078,802.84
Less Amount in Portfolio	4,386,735.56
	3,692,067.28
Liability as Endorser on Acceptances and Foreign Bills	77,236.06
Other Liabilities	5,848,793.55
	\$4,822,301,303.95

United States Government and other securities carried at \$895,338,440.00 are pledged to secure U. S. Government War Loan Deposits of \$653,035,550.71 and other public funds and trust deposits, and for other purposes as required or permitted by law.

Member Federal Deposit Insurance Corporation



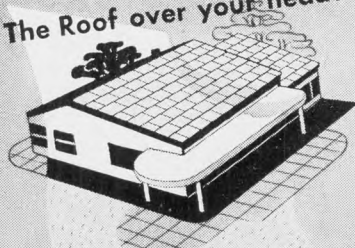
Is this kind of home worth saving for — and Protecting!

When you think of the kind of home you can have tomorrow—think of these practical, proved advantages that can be yours!

These actual developments are not dream-children . . . nor the products of starry-eyed designers of some "brave

new world" beyond the horizon . . . the overwhelming majority are in existence *right now*, only waiting for the mass demand that will follow the war, plus availability of materials to make them as practical a part of your daily life as a loaf of bread!

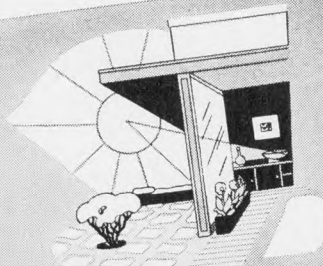
The Roof over your head!



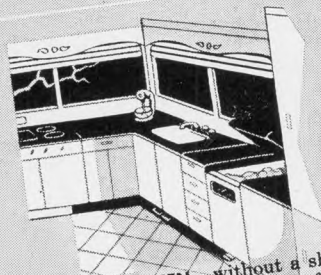
DO YOU KNOW, for instance, that the very roof of your house of the future may never need reshingling—that glass or aluminum shingles are proven practicalities?



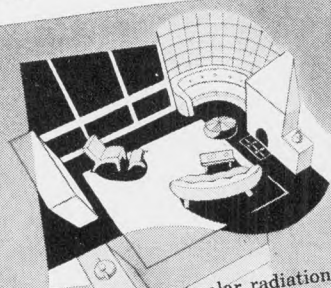
OR TAKE the precipitron, to keep your home practically dustless—proven in practice since 1933—available to you after the war at a price you can afford and at proportionately low maintenance cost.



CONSIDER the possibilities in heating by solar radiation—cutting down fuel bills as much as one-third—that is actually in existence *right now*, made possible by a new kind of sealed double pane window glass.



AND THE KITCHEN—without a sharp edge, with refrigerator and home freezing units recessed and built-in, as part of a plan for convenience that includes every detail—and is air-conditioned for continuous comfort!



OR THINK of that solar radiation being supplemented by radiant heating—heat that fills the room evenly with the cheery warmth of a sunny morning, that comes from floor, wall and ceiling—in use in 500 homes today.

Wait!

These are just a few of the details of your house of tomorrow that make it worth waiting—and saving—for now.

and when they are yours, they will be worth protecting with the surest, most complete insurance you can have . . . quality insurance to equal the quality of your living conveniences.

☆ **THE HOME** ☆
Insurance Company

NEW YORK

FIRE • AUTOMOBILE • MARINE INSURANCE

War Bonds are not merely a definite help in winning the war—bought systematically, they are an excellent means of saving with interest to buy quality goods later. Why not maintain and expand your regular purchases at pre-determined intervals?

FIELD WAREHOUSING

An Avenue to Sound and Profitable Loans

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.

We invite bankers to request our counsel whenever they are interested in lending against inventories—without any obligation or cost on their part.

St. Paul Terminal Warehouse Co.

ST. PAUL, MINN.

IOWA OFFICE

515 Iowa-Des Moines National Bank Building
DES MOINES
TELEPHONE 2-1208
T. C. CANNON, DISTRICT MANAGER

OTHER OFFICES

MINNEAPOLIS MILWAUKEE
INDIANAPOLIS DETROIT CHICAGO
NEW YORK BOSTON PHILADELPHIA
PITTSBURGH SYRACUSE MEMPHIS
ATLANTA CHARLOTTE ALBANY, GA.

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



NORTHWESTERN Banker

DES MOINES

FIFTIETH YEAR

NUMBER 694

Oldest Financial Journal West of the Mississippi River

Question: What do you think of the GI Bill of Rights and has your bank made any loans of this type?

H. H. Peters, president, Bank of Yutan, Yutan, Nebraska: "There will be little demand in this community for GI loans. Most of our boys are sending money home monthly and will have quite a stake when they are discharged. Some will be financed by help of relatives. A few might want a GI loan and for those who do the Bill of Rights is all right, but, generally our people feel that the less 'government help' they get, the better it is."

Elmo Gardiner, cashier, Bank of Wood Lake, Wood Lake, Nebraska: "We have not made any loans of this type. Any loan that comes up to the specification of the government would not exceed \$30 per head on range cows in this territory and we have made a practice of loaning this amount to a qualified borrower in the past and are continuing to do so. Ninety-nine per cent of our demand for loans in this community is for cattle loans and I do not feel that the GI Bill of Rights is of any help whatsoever in our making a loan. Also the rate of interest is not sufficient for a bank of this size."

G. M. Robertson, president, First National Bank of Winona, Winona, Minnesota: "I think everything necessary to be done in rehabilitating veterans into civilian life is a responsibility that the community should be glad to undertake. Banks, as financial leaders in their communities, whether or not they like the seemingly unnecessary red tape required in connection with GI loans should assume the responsibility of handling all such loans as can be properly made. The procedure certainly could be simplified to great advantage but as more experience is gained they should be

(Turn to page 46, please)

OUR 50th YEAR

IN THIS MAY, 1945, ISSUE

Editorials

Across the Desk from the Publisher..... 10

Feature Articles

What Do You Think of the G. I. Bill?..... 7
Dear Editor 9
Frontispiece 14
Six Tips for Trustee Service..... *Thos. A. Beacom, Jr.* 15
How We Make and Save Money in Our Bank..... 16
San Francisco and Around the Bay..... *Marguerite Brown* 17
What's Ahead for Bankers..... *Henry H. Haynes* 18
News and Views of the Banking World..... *Clifford De Puy* 20
Can an Executor Pay Claims?—Legal Department..... 22
Central National Observes 50th Anniversary..... 28

Bonds and Investments

Good Management Will Maintain Taxable Income..... *Raymond Trigger* 33

Insurance

How to Reduce Traffic Accidents..... *S. K. Hargis* 39

State Banking News

Minnesota News 45
Twin City News..... 47
South Dakota News 51
Sioux Falls News..... 51
North Dakota News..... 54
Fargo News 54
Nebraska News 57
Omaha Clearings 59
Lincoln Locals 61
Iowa News 63
Des Moines News..... 68

The Directors' Room

A Few Short Stories to Make You Laugh..... 69

NORTHWESTERN BANKER, 527 Seventh St., Des Moines 9, Iowa, Telephone 4-8163

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Northwestern Banker May 1945

TO BANKS WITHOUT A FOREIGN DEPARTMENT

*Seeking Profitable,
Timely Business*

LETTERS OF CREDIT—both domestic and foreign—are increasingly used as a financing method by business today—whether as buyer or seller. There are definite, practical reasons for this trend—time saved, flexibility permitting quick decisions in concluding a deal, and reduced time involved in credit investigation.

You do not need a foreign department to participate in this trend. *You* provide the judgement of credit and knowledge of the character and standing of the borrower; we provide the mechanics of issuing the Letter of Credit. Your customer benefits, and both your institution and ours are adequately compensated.

Write us about Letters of Credit and we will explain how we can “get together” on handling such transactions.

THE PHILADELPHIA NATIONAL BANK

PHILADELPHIA 1, PA. ★ ORGANIZED 1803

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Dear Editor



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

"Enjoying the Work"

"It is just now possible to acknowledge some of the thoughtful messages received from my friends following the announcement of my association with the Midway National Bank.

"I am grateful for your friendly note and assure you I shall do my best to make the most of my opportunity. My days are very full, but I am enjoying the work tremendously."

CHAS. J. RITT, *Vice President, The Midway National Bank of Saint Paul, Saint Paul, Minnesota.*

"Truman and I Were Buddies"

"My old friend of 43 years' standing, the Hon. Harry S. Truman, has now become the President of the United States. Believe it or not, he and I were buddies together and worked side by side in the 'Old Zoo' down in the basement of the old National Bank of Commerce in Kansas City, Missouri, in the years 1903 to 1907. During those years he and I went to the night law schools, but I had to quit as I worked extra almost every other night on the various bookkeeper desks, posting their books, for which I was paid 25 cents a night plus my supper ticket. This extra 'salary' augmented my livelihood means of existence, and gave me the inside information as to every account in that bank which was then the largest bank between Chicago and the Coast—36 millions dollars. I became the paying teller of the bank as the result, and Harry continued to help me in my work. When Harry had finished his law course he quit, and now look at him—the top man of our beloved country and, in reality, the world. It is an epic of the young man, born on a farm, working his way up the ladder, round by round, eyes always to the sky,—until now, at this time, he has become our guide to lead us all out of the wilderness and into the land of Peace and Prosperity. Our country remains in good hands,—somewhat 'Right of the Center'—so to speak—so we have a bright future ahead of us."

JAY D. RISING, 5210 Burt Street, Omaha 3, Nebraska.

"Like Colored Pictures"

"There are several people in our office who would like the colored picture of the hunting dog shown on page 15 of the

OUR 50th YEAR

NORTHWESTERN BANKER. It may be that you do not have additional copies but if any are available we should very much appreciate your sending six of the pictures."

ELEANOR RIVA, *Research Department, Federal Reserve Bank of Chicago, Chicago 90, Illinois.*

"I Am Still Puzzling"

"I just picked up your April NORTHWESTERN BANKER. Featured on the cover was the statement: 'We Make It Tough for PCA.'"

"I turn to page 16, as directed, and expect to really find something. The article is read. No figures are given. Has a sort of 'phony' ring—you know how you react unconsciously—sounded like somebody might have edited a letter this banker wrote.

"The NORTHWESTERN BANKER is tossed to one side. I am still puzzling over this bank which made 'it tough for PCA.' So, I take my directory and look up Parker, Indiana. I find here a bank with one million deposits and \$135,000 in loans (June, '44).

"Yes, sir, they are sure raising hell with the PCA.

"Checked a little further on this bank and I find its December, 1942, statement shows \$101,000. This banker sincerely believes he is 'making it tough for the PCA,' but, as a publisher, you should know better. It is just this sort of propaganda provided by financial publications, bankers' associations and their magazines that enable the PCAs to go right on intrenching themselves and increasing their volume of loans while all bank loan volumes decrease. You and your kind throughout the banking field simply detract attention from the real evil—the unfair, dishonest character of government subsidized, tax-exempt competition—which we country bankers are told we must meet. As the result of statements such as this one, we are viewing with less and less confidence much of the material that appears in financial publications."

E. W. ROSSITER, *President, Bank of Hartington, Hartington, Nebraska.*

Editor's Note: The article by N. E. Thornburg, assistant cashier of the Parker Banking Company, Parker, Indiana, was published by the NORTHWESTERN BANKER



Yes, but there's lots of guys around here with curly hair that dress in brown!



just as it was received and was not edited by us as Mr. Rossiter implies.

The plan which Mr. Thornburg has used to compete with the PCA evidently had satisfactory results as he says in his article, "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."

Mr. Rossiter must also remember that Parker, Indiana, is a small town of less than 800 population with no factories or mills and surrounded on three sides by banks, one of which is 10 miles away, another one 11 miles and another one four miles. There are 12 banks in the county which cuts down the trade territory considerably.

As far as the NORTHWESTERN BANKER's position concerning PCA and other government competition we have always been opposed to it and still are as Mr. Rossiter or any one else can see by reading "Across the Desk From the Publisher," from month to month.

"Will Try to Exceed Our Quota"

"In your April NORTHWESTERN BANKER you gave a list of Iowa banks winning trophy prizes for best sales of bonds in the sixth war loan drive. This list was divided into three classes. Our deposits are around \$4,000,000 so we would be in Class 2. We note that in this class the First State Bank of Audubon was first with 111 per cent of their quota and that the Hampton State Bank was second with 95 per cent.

"Our quota in the sixth war loan drive was \$172,450 and our sales, according to Federal Reserve totals, amounted to \$193,783, or 112 per cent of our quota. We are interested in knowing how the winners are selected and whether there are some special requirements for competing for the trophies. Our quota for the seventh war loan drive is \$244,000 and we are going to try to exceed it."

J. B. BOAT, *Vice President, The Pella National Bank, Pella, Iowa.*

Editor's Note: The figures which the NORTHWESTERN BANKER published were compiled by the War Finance Committee and the trophies were awarded through that office.

Northwestern Banker May 1945



Dear John F. Fennelly:

As chairman of the "Small Business Committee" of the Investment Bankers Association of America, the survey you made on capital for small business has proved very interesting reading, and some of your important points were these:

(1) Capital issues of less than 100 thousand dollars cover the overwhelming proportion of the needs for outside capital on the part of small business.

(2) The existing investment banking machinery cannot be expected to handle capital issues in such small amounts.

(3) Federal taxation on business has made it exceedingly difficult for small enterprises to provide for their capital requirements out of accumulated earnings.

(4) The success of any small business depends almost wholly upon the managerial ability of one or two individuals.

(5) No centralized national authority can properly handle this problem, and most unsuited of all is the federal government, because it is a political organization and cannot discriminate objectively among management risks.

(6) The situation calls for the creation of new institutional machinery in the form of a system of decentralized investment funds under the management of local businessmen who are the only persons well qualified to evaluate the merits of small local enterprises.

You then suggest, Mr. Fennelly, the enactment of federal legislation which would authorize the establishment, under private management, of

Across the Desk

local investment companies to provide capital for small business based on the terms which your report outlined.

We believe that your plan of providing capital for small business should be given very serious consideration and we sincerely hope that, as you have pointed out, your plan will be "successful in placing our National economy on a sounder basis".

Dear Harry S. Truman:

You have entered the Presidency under very trying conditions.

You have entered the White House with the Japanese war still to win and with the terms and conditions of peace still to be settled.

You have become Commander-in-Chief of the United States, which now has the greatest army and the greatest navy in the world.

You have become President when important problems will come piling on your desk with increased rapidity.

But even with these tremendous problems facing you, we certainly believe you are off to a good start.

Our sentiments are very well expressed by what Senator Robert Taft of Ohio, son of a former republican President, said, when he visited you with the delegation of eight republican senators soon after you became President: "We are here, Mr. President, to offer you our wholehearted support. Although there will be times in the future when we disagree over specific issues, you may be certain that we will be sincerely working with you for the good of our country."

So, we salute you, Mr. Truman, as the 33rd President of the United States, and wish for you increased wisdom and ability to handle the daily perplexing questions which face you as President of the greatest nation on earth.

Dear American Depositors:

As a member of the American family of depositors, you saved 40 billion dollars during 1944 which was 10 times more than in 1940.

We have just learned about this marvelous record from figures released by the Securities and Exchange Commission.

During the last two and a half years, you American depositors have been saving nearly 25% of your income.

From the Publisher

At the end of 1944 your individual savings included these items: Cash and deposits—22 billion dollars in currency, 39 billion in time deposits, 34 billion in demand deposits; U. S. government securities—29 billion in series A-E bonds, eight billion in F and G bonds, and 16 billion in other U. S. securities.

During 1944, currency and bank deposits increased by 17 billion dollars; holding in government bonds by 15 billion; equity in private insurance (mostly life insurance) by \$3,300,000,000, and investments in savings and loan associations, 900 million.

This is a remarkable record and we hope this "back log" will help to carry you through whatever period of deflation may lie ahead.

Dear Carl M. Flora:

As chairman of the Consumer Credit Committee of the A.B.A., your report on "Home Appliance Financing" is most interesting. As vice president of the First National Bank of Milwaukee, you have also had much actual experience in the handling of consumer credit.

In your report, you have divided it into two parts; (1) "Retail paper purchased" which explains steps taken in transferring time sales obligations from the merchant to the bank, and (2) "Wholesale floor plan" whereby the bank provides financing to meet dealer requirements for merchandise purchases.

The use of bank credit to finance family purchases of such items as washing machines, refrigerators, vacuum cleaners, and other durable appliances provides a convenient method for supplying household needs to an individual on a deferred payment basis and at the same time benefits the merchant who receives cash on the sale at the time of delivery. Such business has proven profitable to banks and, if properly conducted, is a source of contacts for good relationships with the public.

The bank and the merchant agree in advance as to the terms by which these time sales will be financed, including the down payment, and installments to be paid by the purchaser. The bank provides the merchant with certain forms, which may be filled out at the time the sale is made in the store of the merchant. A quick credit check is made, and if the obligation is acceptable, it is subsequently sold by assignment to the financing bank after the delivery of the merchandise.

There is no question but that bankers can look forward to a huge consumer credit business in supplying their customers with ready cash for the purchase of durable goods which have not been manufactured for more than 3 years since we have been at war.

It is estimated that more than one billion dollars of consumer durable goods will be bought every year for the first 10 postwar years through consumer credit alone.

Your home appliance financing manual, Mr. Flora, is certainly a real contribution to banks which are either now in the consumer credit lending field or which plan to enter this field.

Dear Percy W. Bidwell:

Your report on "A Commercial Policy for the United Nations", and which you prepared for the Committee on International Economic Policy, is a very interesting study.

If we are to take advantage of our many opportunities which now exist in the "One World" to which the late Wendell Willkie referred, we must develop, improve and increase our trade with foreign countries. We must sell more goods to them and we must buy more goods from them.

As you emphasize, Dr. Bidwell, "Emerging from the war with enormously expanded productive capacity, the United States will have an obvious interest in the freest possible access to foreign markets. We shall be interested in the prosperity of our customers and our debtors and of all the countries with which they, in turn, are connected by commerce and finance; and that means all the world. But the interests of this country in international cooperation in commercial policy, in monetary policy, in investment, and in other fields go much deeper. These deeper interests of the United States lie in the maintenance of peace among the nations and in the preservation in this country of democratic institutions. For these reasons, if for none other, we should participate with other nations in framing common postwar policies with respect to money, investment, and trade."

We must establish a program of international cooperation, not only because it will be beneficial to us, but because only on such a premise can we hope to avoid future wars.

Clifford DePuy

A STORY OF 50 YEARS

(TOLD IN LESS THAN 5 MINUTES)



**Just fifty
years ago on
May 2, 1895
—the doors
of this institution swung
open to the public for
the first time.**

Starting with a modest capital of \$50,000.00 and deposits of less than \$5,000.00—it was the purpose of the Central's founders that it should be an institution dedicated to providing a sound, adequate and understanding banking service to Des Moines and Iowa. As evidence that its founders "builded well" is the fact that today the Central National ranks as one of Iowa's

foremost financial institutions with deposits in excess of \$70,000,000.00.

During the past half-century—perhaps the most stirring and eventful in all world history—the Central National has moved steadily forward.

Through wars and peace—booms and depressions—it has experienced a constant, normal growth, without benefit of a single merger or consolidation. Founded by Iowans—and dedicated to the financial and banking needs of Iowans—it has remained, and will so remain, a strictly Iowa institution.

The Central National has always adhered to the belief that a bank can be safe without being "starchy"—and stable without being "stodgy" . . . that it can command respect and hold public confidence and, at the same

time, be warm, human and friendly in its customer relationships.

Under normal peacetime conditions we would feel justified in publicly celebrating our Golden Anniversary. However, our Country is at War. We are constantly reminded of it by the fact that fifty-two of our valued associates are serving in the Armed Forces of our Country—two of whom, Lt. Col. John C. Petty and Lt. David G. Gault have entered "Eternal Rest" on foreign soil.

It is impossible for us to reconcile personal pleasures for ourselves with the unselfish sacrifices being made by our "associates-in-arms."

So—our Fiftieth Birthday—finds us grateful for the past—aware of the present—alert to the future—and humbly pursuing our appointed tasks which we hope will contribute, in some small measure, towards returning the world to the ways of Peace.

W. J. Goodwin
Chairman, Board of Directors



50 Years of Friendly Service

CENTRAL NATIONAL BANK & TRUST COMPANY

DES MOINES, IOWA MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

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Chairman, Board of Directors
E. F. BUCKLEY
President
FRANK R. WARDEN
Vice-President
A. T. DONHOWE
Vice-President
LEHMAN PLUMMER
Vice-President
J. R. CAPPS
Vice-President and Cashier
FRED H. QUINER
Vice-President
EMMETT E. JOHNS
Vice-President
NOEL T. ROBINSON
Vice-President and Trust Officer
I. L. WRIGHT
Trust Officer
ALBERT C. ROBERTS
Assistant Trust Officer
GEORGE L. NISSLY
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Real Estate
JULIAN A. PEVERILL
President, Hudson-Jones
Auto Company
WALTER L. STEWART
Gibson, Stewart & Garrett
*On leave of absence, serving
in U. S. Armed Forces.



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

Northwestern Banker May 1945

OUR 50th YEAR

6 Tips for *Trustee Service*

"A Great Field Is Open to the Corporate Trustee Courageous Enough to Enter It"

By Thomas A. Beacom, Jr.

Vice President
First National Bank
Chicago



THOMAS A. BEACOM, Jr.
"Businessmen want trust service"

ALL business is recognized as a venture, a speculation. Life itself is a sequence of risks. When death intervenes, property risks are transferred, not ended. A decedent's business venture becomes an adventure in business for those who inherit the payroll responsibilities.

By means of insurance, men can protect themselves against many hazards, such as fire, theft, and personal injury. These and scores of other dangers can be discounted at the cost of a modest premium. Perfect safety, however, cannot be bought; absolute security cannot be secured. Insolvency is an ever present risk. **Wealth is subject to many unpredictable and some uncontrollable adverse influences.** To minimize the danger of things unforeseen and unforeseeable, a man may elect to take a partner. He cannot hope to alter the nature of the risk since the threat of failure cannot be eliminated but he can and does hope to affect the degree of risk. He thinks of halving his losses; instead a partner risks doubling them; in short, may have and not halve at the same time. Or a group of men may organize a corporation. In that event, the liabilities are spread; so, too, are gains. Shareholders share profits but they must also sustain whatever losses are incurred. **Red ink is as impartial as black.**

These aphorisms of the business world give pause to the professional trustee charged with the responsibility of managing a business enterprise.

The fiduciary is expected to take charge of something started by someone else and, in fair weather or foul, operate it profitably. Failure is not readily condoned by the courts. Risks are substantial. Reluctance to act is understandable. Unwillingness to act can be explained. But the courageous and the useful course is one of affirmative action. The thesis least maintained is that corporate fiduciaries should not only accept but should seek opportunity to serve men who own predominant interests in successful business enterprises. This contention deserves a greater following. Whether the task of directing a business is inherited or acquired by agreement, it is one that a well-equipped corporate fiduciary can hope to perform successfully.

OUR 50th YEAR

The credit experience of a bank provides invaluable source material for a study of what can be done to make a business profitable and what should not be done if bankruptcy is to be avoided. Experience is a great teacher. In due time any reasonably good professional corporate trust organization should know the advantages a premeditated will has over an intestate gift and be able to contrast the effect produced by each on a going business. After acting as trustee under many voluntary agreements, and dealing with successive able business men, such organizations can acquire a technique (seldom matched by a single person) for judging and, if necessary, finding and supervising competent management. **The ability to distinguish between good and bad management is an acquired rather than an inherited**

talent, and the possession of it is, in the last analysis, the best safeguard a professional trustee can have against costly and disastrous mistakes.

At least one generalization can be accepted as valid by the business man who has most of his eggs in one basket: **A testamentary provision may not always be good, but an intestate arrangement is almost always bad.** Unless a will is so imperfect as to cause the heirs to dissipate their fortune in fruitless litigation, it will certainly be better than nothing as a guide to the inheritor of a going business.

When a man dies with no will but with a good business, the administrator must decide (if liquidation is neither necessary nor desirable) whether it is better to run the business or run from the job. Whatever the decision, it must be made more or less blindly. It is not complicated by any sense of duty owed to the decedent (such as an executor would feel) because it may be reasoned that if the party dying thought so little of his estate as to leave it to chance and the statutes, no one but the heirs and the tax collector need be vitally concerned about it. Reasonable foresight on the part of the decedent would result in a will. **A good will would provide a way that an executor could follow. Certainly a voluntary trust could be made to meet every anticipated difficulty.** Then the trustee at death of the business owner could proceed with supervision of the surviving business venture with knowledge of the policies, objectives, and problems of the business itself, as well as an understanding of the owner's hopes and aspirations.

In three capacities, therefore—as administrator, executor, and trustee (voluntary or testamentary)—the professional fiduciary may have occasion to run a business.

Admitting that the objections to a policy of easy acceptance of management responsibilities are formidable, and granting that the inherent risks in controlling a going business are substantial, still there is good reason to contend that **a great field of opportunity is open to the corporate trustee courageous enough to enter it.**

Northwestern Banker May 1945

How We Make and Save Money in Our Bank

Five Bankers Suggest Practical Ideas That Have Proved Profitable

WHEN it comes to looking for new and improved methods of operating procedure, bankers are no different from those engaged in any other business. They are interested in better and more efficient ways to perform routine duties incident to bank operation, they are interested in having a satisfied staff of workers because an employee who likes his job and is well paid in it does better work, and banks are interested in new ideas to improve their public relations. Banks make and save money through adoption of practical ideas.

Here are some ideas which bankers have told the *NORTHWESTERN BANKER* they have found profitable:

New Wage Formula

P. A. DIETZ, President
Walcott Trust and Savings Bank
Walcott, Iowa

"There are no tricks in the banking trade that I know about, and the regular procedure of operating a profitable and sound bank must be well known to every banker. The most important foundation is clearly the investment of funds without excessive risk. The structure itself is the building of income from these sound loans, and from charges for various services performed, all consistent with the satisfaction of your customers and conducive to a steady flow of such income into the bank. The "Saving Money" is simply the payment of interest to depositors and the incurring of other expenses according to your income. Is there any other way?

"We have been quite interested in the problem of fair payment of salaries and wages. You might be interested in the formula devised by our board of directors. With wages still in line with those paid before the war, the following schedule of bonus payments has been set up.

"First take the combined capital, surplus and undivided profits at the beginning of the year and subtract the income tax paid for the previous year. This is the stockholder's investment.

"If net earnings exceed 6 per cent sufficiently to pay 5 per cent bonus, it shall be paid; 6½ per cent sufficiently to pay 7½ per cent bonus, it shall be paid; 7 per cent sufficiently to pay 10 per cent bonus, it shall be paid; 7½ per cent sufficiently to pay 12½ per cent bonus, it shall be paid; 8 per cent sufficiently to pay 15 per cent bonus, it shall be paid; 8½ per cent sufficiently to pay 17½ per cent bonus, it shall be paid; 9 per cent sufficiently to pay 20 per cent bonus, it shall be paid.

"No bonus shall be paid in excess of 20 per cent.

"With a few minor changes in the lower wage and salary groups to take care of normal advancements the above schedule seems to us to be fair to our stockholders and employees. It is also an incentive to every employee to "make money" for the bank, and to "save money for the bank wherever possible since we have a personal stake in the net profit of our institution."

Reduce Interest Rates

M. A. LUKKEN, President
Alexandria State Bank
Alexandria, Minnesota

"I think cutting down on the rate of interest paid depositors is responsible for a good portion of our increased profits, in addition to exchange and service charges which make considerable money for a bank our size. We have no particular advertising program, nor any set rules of operation. Our business is done largely with farmers, who supply our main source of income year in and year out."

Good Public Relations

WARREN GARST, Cashier
Home State Bank
Jefferson, Iowa

"We have done something recently that might be of interest to other banks—we have invited the officers and directors of the Farm Bureau and their wives to a dinner. The officers and di-

rectors of the bank and wives attended. We mixed them up to start with—asked each person to be ready to tell who the next person was, where they came from, something about them—this was done just after the first course. They had to visit and get acquainted.

"Then we moved the women from one table to another—there were several tables—and thus mixed them up some more.

"There were no speeches. I can't remember that the name of the bank was even mentioned. After this slight program, we all went to the movies. The date had been picked so the movie was one that the group would enjoy.

"We did the same thing for the REA directors and officers and wives—for the AAA—and will do it soon for the ration boards and draft board and wives (or husbands).

"It is a chance to give a group some recognition for community service—and it does create a lot of good will."

Get Customer Confidence

H. W. CLARKSON, President
First National Bank
Hettinger, North Dakota

"Our policy has been to give the customer a square deal. We have his confidence and he in turn has confidence in the bank, and that the bank will do everything possible to help him make a profit in his business, whether he is a borrower or not."

Smiling Service

S. R. DeCOU, Cashier
First National Bank
Woodbine, Iowa

"We just try to run a good bank, giving our customers efficient and prompt service with a smile. Every person who comes in our door gets a hearing regardless of what he or she may want, and we always try to give a pleasant "yes" or "no" as the case seems to warrant."

(Turn to page 24, please)

San Francisco and Around the Bay

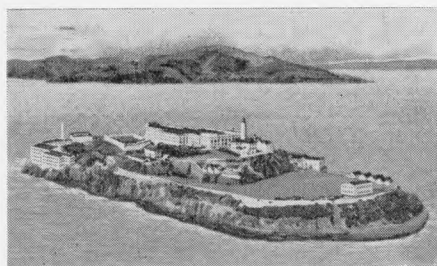
Seen and Heard Along the Way From Iowa
to California—and Back

By Marguerite Brown

Associate Editor
The Northwestern Banker

I HAD anticipated that traveling during wartime would be very difficult, but found it did not differ greatly from traveling in ordinary times—trains were a little more crowded, passengers a little more friendly and cooperative, and **westbound** were about 70 per cent in uniforms of various nations. The dining cars were open for breakfast and dinners only, and due to scarcity of certain items, the menus were rather limited. We always had a choice of three breakfasts—boiled eggs, scrambled eggs or fried eggs. The main course for dinner usually consisted of fish or fowl. **Butter was served to service men and women only.**

Topics of conversation varied: **Mrs. B. H. from Long Island, New York**, on her way to a six weeks' **Reno**-vation, was mostly concerned about finding her Long Island neighbor, **Gloria**



Alcatraz Island

Vanderbilt de Cicco, also in **Reno** for the same purpose. For those of you who may be interested, it seems that your local attorney contacts the Nevada attorney, who in turn makes all arrangements for you, including hotel reservations, etc. The price ranges from \$25 to \$500 per week.

The **Catholic Sister**, who had just returned from a six-year stay in China, had plenty of good advice for the young lady in civil service who had just signed up for two years' work in Honolulu and the Philippines. Even with the precaution of malaria and typhoid shots every six months, **conditions in China must be appalling**, and many civilians and military personnel die every day from the dreaded fevers.

There were three hospital cars attached to our train. These cars are similar in construction to a regular Pullman, but have **three tiers of berths**

Editor's Note:—Just previous to the opening of the United Nations Conference in San Francisco, Marguerite Brown, associate editor of the NORTHWESTERN BANKER, made a trip to San Francisco and the Pacific Coast and we are sure that the readers of the NORTHWESTERN BANKER will be interested in her observations made during the trip.

As one writer recently said, "The cosmopolitan colossus called San Francisco, which climbs tirelessly over 42 square miles of California hills, was born to be a city of headlines. History and San Francisco have walked hand in hand since 1769 when Don Gaspar de Portola discovered San Francisco Bay."

in place of the usual two. Army doctors and nurses are attached to each car. Not all of the wounded were confined to beds and they were all in good spirits and very happy to be back in the United States.

Orchids to the Reno chapter of the American Red Cross. They have met every train since the outbreak of the war with hot coffee, sandwiches and home-made doughnuts, with plenty of everything for everyone. Post cards, stamps and cigarettes were also available for those who desired them. Even though our train was only in Reno for twenty minutes, every service man and woman on the train was served and huge hampers were distributed through the hospital cars.

San Francisco

Time was when only bums and Knights of the Road slept on the bridges. The motley assemblage that decorates the spans today, if investigated and polled, might reveal personages of reputation, intelligence and the where-with-all to properly pay for lodgings were such things still to be had in the **West's No. 1 War City**. If the current housing squeeze gets any

tighter, San Francisco's most respected citizenry may be its bridge sleepers.

Between service men and their families and shipyard workers and their families, every spot of the Bay area is **crammed and jammed with housing units**, built on the level and on the sides of the hills **like millions of mushrooms** that sprung up over night.

With all of the people who must be fed, there seemed to be no shortage of any particular item of food. White potatoes were not always available in grocery stores, but were plentiful in restaurants. **Fried potatoes were automatically served with all breakfasts.** Although California claims 60 per cent of the oranges grown in the United States, they were apparently on lend-lease or shipped to Florida as the **only orange juice we could get was poured out of a can at 20c to 30c a glass.** Meatless days are Tuesdays and Thursdays and all restaurants adhere strictly to this rule.

One of the greatest thrills of the trip was witnessing the arrival of the second shipload of **Cabanatuan heroes (59 officers and 261 enlisted men)**, whose first glimpse of the Golden Gate bridge in more than three years, was through a cold and whipping rain. As the big battle-gray transport cleared



Ferry Building

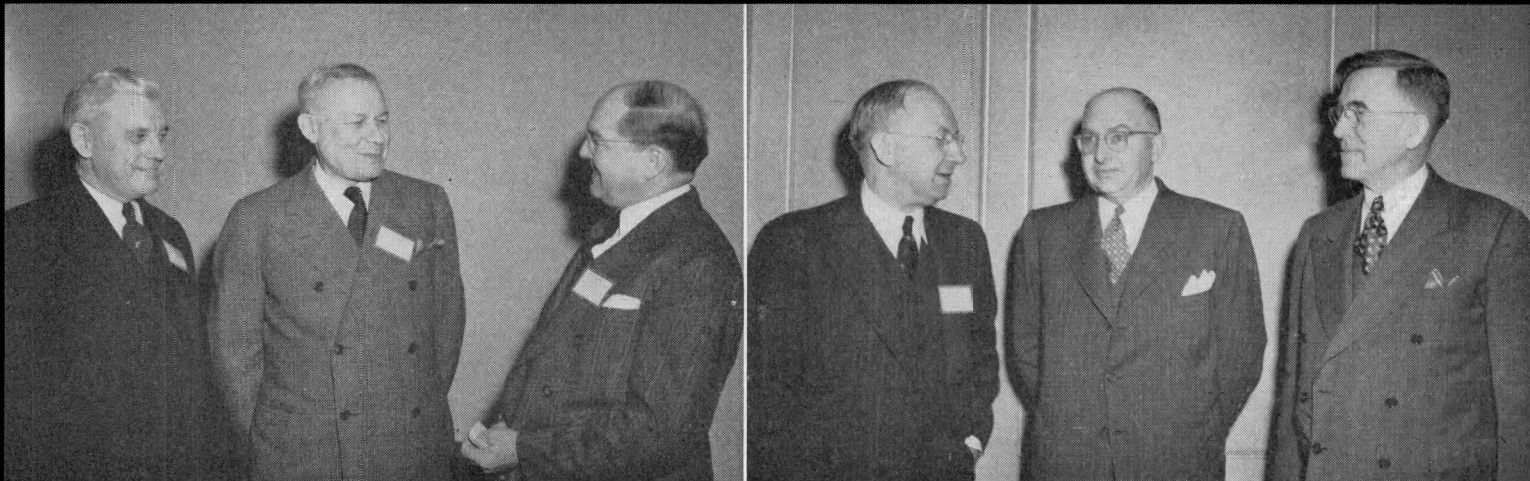
the Gate's submarine nets, scores of launches, tugs and fireboats cut loose with their whistles, along with the Ferry Building's screaming siren. More than a thousand relatives and friends awaited them on the pier.

Lack of time, and because we did not have the foresight to make the necessary reservations, made it impossible

(Turn to page 24, please)

Northwestern Banker May 1945

OUR 50th YEAR



AT THE CENTRAL STATES CONFERENCE—Reading from left to right, 1—**N. P. Black**, Perry, Iowa, vice president, Iowa Bankers Association, and cashier, Perry State Bank; **Ralph R. Brubacher**, Sioux City, Iowa, president, Iowa Bankers Association, and president, Toy National Bank, Sioux City; **Frank Warner**, Des Moines, secretary of the Iowa Bankers Association, and new president of the Central States Conference;

A. G. Brown, New York City, A. B. A. deputy manager and director Agricultural Commission; **Wilbur F. McLean**, Duluth, president, Minnesota Bankers Association, and vice president, Minnesota National Bank, Duluth; and **George A. Beito**, Gonvick, Minnesota, vice president of the Minnesota Bankers Association, and president, Northern State Bank, Gonvick.

What's Ahead for Bankers

Members of Central States Conference Discuss Postwar Problems at 34th Annual Meeting in Chicago

FRANK WARNER, secretary of the Iowa Bankers Association, was named president of the Central States Bankers Association at the thirty-fourth annual conference held recently at the Palmer House in Chicago. Other officers named at the meeting were **Eugene P. Gum**, secretary of the Oklahoma Association, first vice president; **Wall G. Coapman**, Wisconsin, second vice president; and **David M. Auch**, secretary of the Ohio Bankers Association, secretary and treasurer. Mr. Auch is the newcomer on the official family, with the others being

By Henry H. Haynes

Editor
Northwestern Banker

advanced from their previously held offices. Mr. Warner succeeds **William B. Hughes**, Nebraska secretary, to the office of president.

With a few absent from its total membership of forty-four, the conference, comprising the presidents, vice

presidents and secretaries of fourteen middle western states, kept well within the ODT ruling of fifty-or-less in attendance. **H. R. Kibbee, Jr.**, president of the South Dakota Association, and president of the Commercial Trust & Savings Bank, Mitchell, and **William Duncan, Jr.**, Minneapolis, secretary of the Minnesota Association, were among those absent.

Headliner on the program was **W. Randolph Burgess**, president of the American Bankers Association, speaking on "The Bretton Woods Proposals." While American delegates to Bretton Woods were instructed as to a previously arranged program, they did not have a free hand in the meeting. Mr. Burgess said, and delegates from other countries could give no promise any of the proposals made would be adopted. Consequently, according to the speaker, no agreement has been reached by any one or any country. The American public has been given no information, nor its opinions asked. Our people, said Mr. Burgess, should have a chance to express themselves.

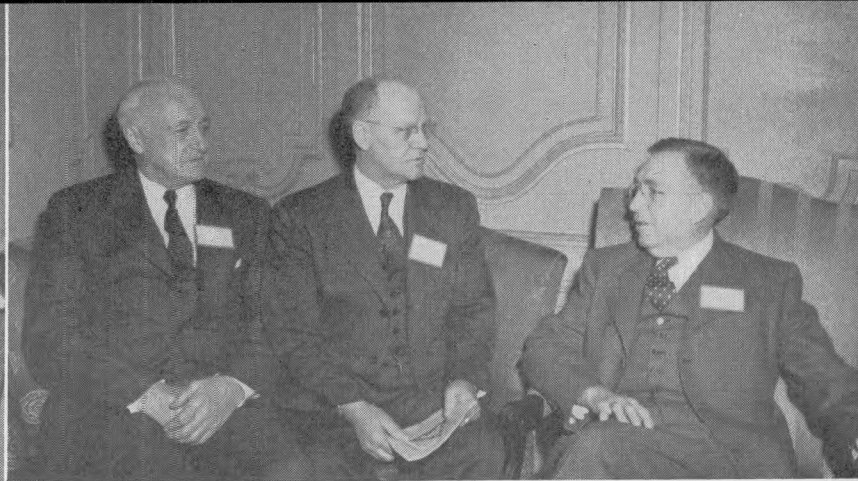
Frank C. Rathje, Chicago, vice president of the American Bankers Association, and chairman of the board and president of the Chicago City Bank and Trust Company, extended greetings to the conference from the ABA. Among other comments he declared the G. I. Bill inadequate and discriminatory—only a very few banks are



AT THE CENTRAL STATES CONFERENCE—**Mary Ann Flanagan**, who registered the delegates to the Conference, is secretary to **Harry C. Hausman**, Chicago, secretary of the Illinois Bankers Association.

Northwestern Banker May 1945

OUR 50th YEAR



AT THE CENTRAL STATES CONFERENCE—Reading from left to right, 1—**Charles C. Wattam**, Fargo, secretary, North Dakota Bankers Association; **A. C. Idsvoog**, Grafton, North Dakota, president, North Dakota Bankers Association, and president, Grafton National Bank; **William B. Hughes**, Omaha, secretary, Nebraska Bankers Association, and immediate past-

president of the Central States Conference; **V. E. Dolpher**, David City, Nebraska, vice president, Nebraska Bankers Association, and president, First National Bank, David City; and **Edgar McBride**, Blue Hill, Nebraska, president of the Nebraska Bankers Association and president of the Commercial Bank, Blue Hill.

properly equipped to administer the bill, and many of its points should be clarified.

We have more banks than bankers in this country, according to **Hugh H. McGee**, vice president of the Bankers Trust Company, New York, and chairman of the Credit Policy Commission of the ABA, who spoke on "A Look Ahead." Our bankers give lip service only, he said; they advertise their ability to take care of all public needs from the cradle to the grave, and then are not able to make good. Too many bankers want to be too safe—they want everything guaranteed—there is such a thing as carrying safety to the point where it hinders progress. Credit, said Mr. McGee, should be based more on the management factor and less on the old slide rule method of making loans—a prospective borrower with integrity and know-how deserves every consideration. Term loans will be a great lending vehicle during the reconversion period, he said, and con-

cluded his remarks with the statement that the fine job accomplished by the correspondent banks of this country is probably the sole reason why we have not had branch banking nationwide.

C. W. Bailey, chairman of the ABA Agricultural Commission, and president of the First National Bank, Clarksville, Tennessee, said country banks hold in the hollow of their hand the future of American agriculture. He urged his listeners to help to keep agriculture financially sound—to combat government inroads into the lending field. Recovery of business by country banks, he said, must come from traveling in the opposite direction from that which caused them to lose the business to the government. At the moment there seems to be a feeling among farmers and other agricultural interests that they can again turn to the banks for their needs, and it is up to the banks to meet this trend in the most constructive manner possible.

The ODT ban on conventions and

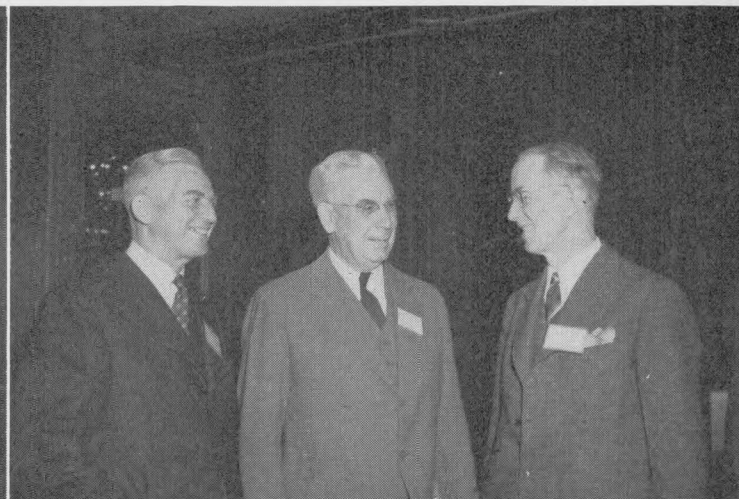
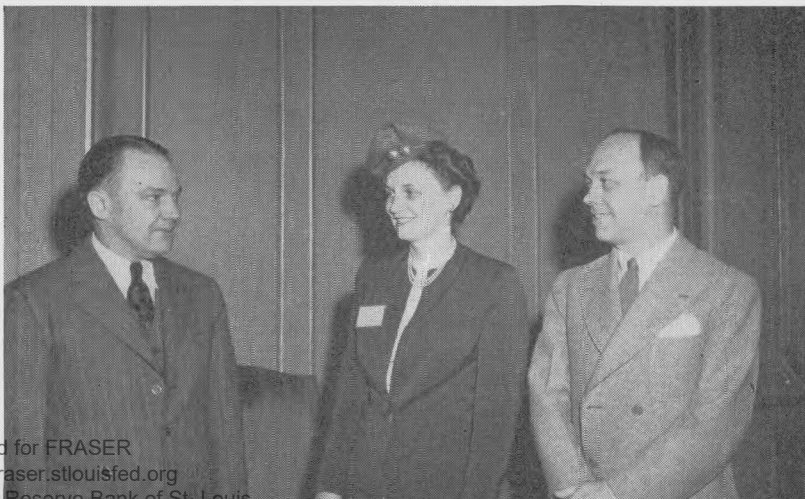
other large meetings has posed some problems for State Associations, especially in connection with election of State officers and ABA groups within the States. **Fred Bowman**, secretary of the Kansas Association, says his state has permission to hold divisional or regional meetings, breaking up the groups into what the ODT calls Trade Areas. **G. Harold Welch**, Connecticut secretary and president of the ABA State Association Section, urged executive meetings to elect state ABA officers, and suggested that if no constitutional provisions existed to permit such elections, the constitutions of State Associations affected be changed.

Charlie Wattam, North Dakota secretary, explained "Group Insurance for Banks" as this recently-adopted project now operates in his state. It has been in effect in North Dakota since last July, and the experience is proving favorable. South Dakota banks also have group insurance, and Mr. Wattam

(Turn to page 55, please)

AT THE CENTRAL STATES CONFERENCE—Reading from left to right, 1—**C. O. Gorder**, vice president of the South Dakota Bankers Association, and vice president and manager, Deadwood Branch, First National Bank of the Black Hills; **Mrs. Lois J. Halvorsen**, Huron, South Dakota, acting secretary of the South Dakota Bankers Association; **W. G. Aschenbrener**, Racine, Wisconsin, president of the Wisconsin Bankers Asso-

ciation, and vice president, American Bank & Trust Company, Racine; **Wall G. Coapman**, Milwaukee, second vice president, Central States Conference, and secretary, Wisconsin Bankers Association; **C. W. Bailey**, Clarksville, Tennessee, chairman, ABA Agricultural Commission, and president, First National Bank, Clarksville; and **Fred M. Bowman**, Topeka, Kansas, secretary, Kansas Bankers Association.





NEWS AND VIEWS

OF THE BANKING WORLD

By Clifford DePuy



HENRY A. WALLACE, Secretary of Commerce, expressed his philosophy of government before a Congressional Committee recently by saying, "Industry has held to a philosophy of scarcity. Industry plowed out one-half of its workers in 1932. Farmers adopted it only minutely as a matter of necessity."

Legislation reducing reserve requirements of Federal Reserve Banks won house banking committee approval recently.

It lowers reserves which must be held from their present level of 40 per cent in gold certificates against Federal reserve notes in circulation and 35 per cent in gold certificates or lawful money against deposits, to a uniform minimum of 25 per cent in gold certificates against combined note and deposit liabilities.

The legislation also removes the authority of the banks to issue Federal Reserve Bank notes and make permanent their authority to issue ordinary Federal Reserve notes against the deposit of government bonds.

Ernie Pyle, columnist and war correspondent, killed on Ie Jima, left Mrs. Pyle the bulk of his estate and, in addition, she is to be paid \$100 weekly during her life from a trust fund, which was drawn up December 19, 1944.

The Nebraska legislature has passed the bill by a vote of 16 to 11 to enforce par clearance on checks in Nebraska.

The measure was introduced at the request of the Association of Credit Men and the text of the measure is as follows:

An Act relating to banks and banking; to provide for the clearing at par all checks drawn on any bank or trust company organized under the laws of this State; and to provide penalties.

Be it enacted by the people of the State of Nebraska,

Section 1. All checks drawn on any bank or trust company organized under the laws of this State shall be cleared at par by the bank or trust company on which they are drawn; Provided, the foregoing direction shall not be applicable where checks are sent to banks or trust companies as special collection items.

Section 2. Any officer or employee

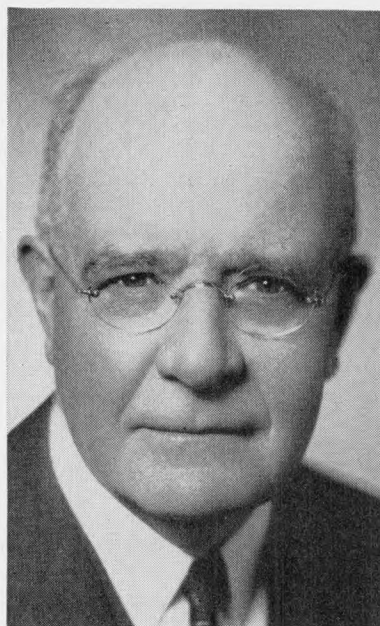
of any such bank or trust company who violates the provision of the Act shall be guilty of a misdemeanor, and upon conviction thereof, shall be fined not less than \$5 nor more than \$10 for each offense.

Walter Byron Smith died of a heart attack at his office at The Northern Trust Company, Chicago, last month. He was a director of the bank and chairman of the board of the Illinois Tool Works.

Mr. Smith was the second son of Byron Laflin Smith, who founded The

Illinois Tool Works, a Chicago manufacturing company. A man of great public spirit, he participated actively in the philanthropic enterprises of his city.

His passing is a great loss to the banking institution he served so well for thirty years. His equable disposition, honesty and forthrightness were bywords, and endeared him to everyone with whom he had dealings. He was truly a well-loved individual—tolerant, kindly, possessed of sound judgment and broad capacity. The Northern Trust Company has lost a distinguished member of its board, his associates a loyal, constant friend.



WALTER BYRON SMITH

Northern Trust Company in 1889. He was born in Chicago on December 29, 1878. After graduating from Yale University in 1899, he entered the brokerage firm of John H. Wrenn and Company in 1900, in which concern he was a partner from 1905 to 1910. In 1915, Mr. Smith was elected a director of The Northern Trust Company, of which his brother, Solomon A. Smith, is president.

A well-known banker, Walter Byron Smith was likewise prominent in the industrial field through his association, as chairman of the board, with the

Jay D. Rising of Omaha, who is a former vice president of the Chase National Bank, and now retired, sent the **NORTHWESTERN BANKER** the following letter soon after **Harry S. Truman** took the oath as President of the United States.

"Our great new President—and he is going to be a real and great President—is not only my boyhood friend, but is a statesman in every sense of the word as, in my sincere belief, the future will reveal.

"There is a story for you in the old-time association of the young men who worked together in the old so-called 'zoo' of the Old National Bank of Commerce in Kansas City in the particular years from 1902 to 1908. Here is the story which I have always believed would sometime be told and—to me at least—it is an epic:

"The following young men—every one of them—started at the very bottom in the above bank, and were gathered together in the so-called 'zoo' where the chief requisite for survival was the personal ability to use one's fists upon the slightest provocation—usually every day:

"**Hon. Harry S. Truman**, now President of the United States; **Charles S. Spencer**, now president, First National, Boston; **John H. S. Herbert**, now vice president and director, J. C. Penney Company of New York; **Claude H. Alexander**, vice president, Anglo-California Bank, San Francisco; **Wilber H. Scruby**, now vice president, First Seattle National Bank, Seattle; **Eli P. Wheat**, now vice president and secretary, Commerce Trust Company, Kan-

(Turn to page 26, please)

Northwestern Banker May 1945

OUR 50th YEAR



*Complete
Banking Service*

**The Omaha
National Bank**

Member Federal Deposit Insurance Corporation

OUR 50th YEAR

Northwestern Banker May 1945

Can an Executor of an Estate Pay Claims *Without* Court Approval?

A NEBRASKA bank held judgment against Jordan on a promissory note that had not been paid. While the judgment was in existence Jordan conveyed certain property to his wife for one dollar. The bank asserted the conveyance was fraudulent and sought to have the property sold to satisfy its judgment. It developed that the property conveyed was exempt by law from liability for Jordan's debts. Should the bank prevail?

No. Property which is exempt by law from liability for the owner's debts is not susceptible of fraudulent alienation. The Nebraska Supreme Court, in a recent decision, pointed out that this rule is well established by numerous cases in that state.

The 17-year-old son of a South Dakota banker, by misrepresenting his age, obtained a license and was married. His mother, in her own name, sued to set aside the marriage. Could she maintain the suit? There was no statute permitting her to do so.

No. A parent of a minor married person can not sue to annul the minor's marriage in South Dakota. The minor, appearing by his general guardian or a guardian ad litem, may do so, but neither of his parents, as such, is a proper plaintiff in an annulment action.

Broughton, a bank director, decided to erect a hotel. After a very substantial part of the building was erected several radical changes were made in the construction because he became convinced that the project was not sound as originally planned. He sought to deduct the cost of these changes as a loss in his federal income tax return. Could he do so?

No. The extra cost to a taxpayer of the construction of a hotel building due to radical changes in the plans, whether the changes were necessitated because of a mistake or otherwise, is part of the cost of the building and is

This and Other Timely Legal Questions Are Answered

By the
LEGAL DEPARTMENT

not deductible as a loss for federal income tax purposes.

A Minnesota trust company was trustee of a decedent's estate for ten years. It was surcharged with certain items upon which it had acted in good faith and upon advice of counsel. Those items were paid to the beneficiary in a lump sum during one year, which resulted in increased taxes for him. If they had been paid over the several years previously, such tax liability would not have been so great. The beneficiary sought to have the surcharge increased because of this. Could he do so?

No. The Minnesota Supreme Court so held in a recent decision involving a contention similar to that outlined in the question. In doing so, the Court pointed out that it is elementary that the only measure of damages for failure to pay money is not the consequential damages resulting from the peculiar circumstances of the payee, but the lawful interest accrued upon the amount due.

Wilson, a former Louisiana banker, was in military service and stationed abroad. He had left his automobile with his father, who drove it occasionally. He was not, however, concerned with the missions upon which his father used the car and did not exercise any control over its operation. Wilson's father was involved in an accident with the car. The driver of the other car asserted it was being driven negligently and sought to impute the negligence to Wilson. Could he do so?

No. The negligence of a father in the operation of his son's automobile can not be imputed to the son where such son is in military service and stationed abroad and is not concerned with his father's mission or exercising any control over the operation of the automobile.

McCaster, a Kentucky banker, was surety on the bond of the sheriff of the county in which both of them resided. The bond was given to guarantee proper remittance of taxes by the sheriff. A default occurred by the sheriff. Notice thereof was not given to McCaster within the time required by law and he was released from liability on the bond. Was the sheriff, nevertheless, required to make good the default?

Yes. In Kentucky a sheriff is not discharged from liability for failure to discharge his duties, the performance of which is covered by a surety bond, by reason of a failure to give the sureties notice as required by statute which results in the sureties being discharged. In other words, the sheriff was liable even though the sureties on his bond had been released from liability.

A truck transporting money and other valuables was negligently caused to run over and kill a six year old girl in Iowa. Suit was filed against the owner of the truck. At the trial, the jury brought in a verdict for \$8,000 for her wrongful death plus \$1,200 for doctor's bills, expenses, and loss of services during minority. The trial judge considered the amounts too high and a remittitur was filed reducing them to \$4,500 and \$1,000 respectively. On appeal the defendant contended these were excessive. Should such contention be sustained?

No. In a recent decision involving analogous facts the Iowa Supreme Court held not excessive allowances of \$4,500 for the wrongful death of a
(Turn to page 55, please)

Northwestern Banker May 1945

OUR 50th YEAR

77 Years of *Specialized Experience*



THIS BANK has been closely identified with the live stock industry in Chicago for more than three-quarters of a century. We know the importance of speedy transmission of proceeds of live stock sales and for years have had these credits in the hands of Midwest bankers the next day. This is only one of our many services used by bankers throughout the Middle West.

The

LIVE STOCK *National* BANK *of Chicago*

ESTABLISHED 1868

UNION STOCK YARDS

David H. Reimers, *President*

Member Federal Deposit Insurance Corporation

How We Make and Save Money

(Continued from page 16)

L. R. BASSETT, Cashier
Nevada National Bank
Nevada, Iowa

"The continuous taking of annual customers' financial statements is usually a bugbear to all bankers. Nevertheless, customers' yearly statements are found to be a foundation of bank's credit files.

"A custom recently established in the Nevada National Bank of Nevada, Iowa, is proving helpful to the officers and most agreeable to the National Bank Examiners. The officers place all newly taken statements in a special folder, retaining them for the attention of the note committee meeting once a week. Each statement is analyzed minutely by the committee, and a large rubber stamp is impressed on the face of the statement, showing the date acted upon, amount of credit established by the committee, amount of loans on open note or by chattel mortgage; also number of cars of cattle that may be financed for such customer during the year.

"These statements are then placed on

the desk of each loaning officer who checks them over and initials. Afterwards these statements are checked against the liability ledger sheets by placing a rubber stamp on the ledger sheet entitled "Date of Statement, amount of credit line established by open note or chattel mortgage." Should the customer use up this line of established credit and calls for additional funds, his application is taken and re-submitted to the note committee, who then either increase his line or declines the increase.

"After becoming accustomed to such a schedule or plan, it is found to be useful to the loaning officers, as well as assisting the examiners in giving the bank their examinations, and we feel that our customers after becoming acquainted with such steps, experience no ill effects in such a plan. It is also needless to say that when such a plan is properly carried out, the loaning officers feel more sure of themselves in granting loans, and the customer is pleased to know of the amount of credit set up for his use throughout the season."

San Francisco and Around the Bay

(Continued from page 17)

to visit all the places of interest we would have liked. The **Mural Room** at Hotel St. Francis, named in identification of the **Alfred Herter** wall decours, has grown more enchanting with the years. Dining and dancing at the **Mural** is definitely a habit with those who know San Francisco.

The name is the only European thing about the **Cirque** at the Hotel Fairmont—a good place for a cocktail and a snack and a dance or two.

The **Top of the Mark**, while not the popular spot of previous years, still affords a glorious view of the Bay—the many boats riding at anchor; **Alcatraz Island**, a Federal prison. The island is about 20 acres in extent and completely isolated by water. It is surmounted by one of the most powerful lights on the Pacific Coast, standing 214 feet above mean high water and acts as a guide for ships entering the Golden Gate. **Treasure Island**, once the site of the San Francisco World Fair is now known to the sailors as **Alcatraz No. 2**.

Hotel Claremont, high in the Berkeley Hills, with a setting of 22 acres of flowery grandeur, is truly a most delightful spot for a rendezvous. **Russ Morgan** and his orchestra supply the lyrical background.

Marvelous food, marvelous service and marvelous entertainment at **Bal Tabarin**, San Francisco's most sophisticated night spot. The Bal, an old theatre converted into a supper club, opened 14 years ago and the same waiters who served the guests on the opening night are still there and certainly know how to make their patrons feel at home.

Another intriguing spot is **Oscar's** in Oakland. Here, while you are waiting for your table at **Confucious** for the best Chinese food anywhere, you sit comfortably in rocking chairs, placed in a wide circle around a roaring open hearth fire (which, incidentally, was most cheering after having been out in some of California's unusual weather), and sip your tea (?) or buttermilk (?).

A very delightful drive on Sunday afternoon took us to **Richmond**, through the ship building industries; across the Bay on a ferry to **San Rafael**; past **San Quentin Prison**; down through **Mill Valley**, where the almond and fruit tree blossoms were most profuse; over the spectacular **Golden Gate Bridge**, where we got our first glimpse of the ocean; through **Golden Gate Park**; now a beautiful panorama of regal lillies, gladiolas, geraniums, and numerous other flowers with which we were not familiar; to the **Cliff House** with hundreds of lazy seals sunning on the rocks; down **Grant Avenue** . . . with its golden pagodas, Chinese lanterns, fascinating bazaars and twisting alley ways; down to **Fisherman's Wharf** for an excellent seafood dinner, if the odor from the fishing boats did not get you before you entered the colorful atmosphere of any of the many dining places located on the Wharf.

It was our good fortune to have **Paul Robeson**, with his splendid supporting cast of **Jose Ferrer** and his charming wife, **Uta Hagen**, portraying **Othello** at the Geary Theatre. Dinner at **Kit Carson's**, famous for their man-sized drinks and grilled beefsteak, before the theatre made the evening most enjoyable.

A trip to **Vallejo**, through such thriving communities as **Rodeo** and **Crocker**, where the world's largest sugar refining and gasoline cracking plants are located, down the beautiful **Sacramento River** and past **Mare Island**, completed a most delightful trip to the West Coast.

After leaving the sunshine of California in the morning, we traveled that day through the majestic **Redwoods** in an intense snowstorm (14 inches of snow in about six hours), and believe it or not, with apologies to **Ripley**, the sight of the glistening snow on those great monuments of nature was one of the most memorable ones of the entire trip. California can be justly proud of her **Redwoods** and we think the poem by **Joseph B. Strauss** most aptly describes them.

"Here, sown by the Creator's hand, in
serried ranks, the Redwoods stand;

No other clime is honored so—no other
lands their glory know.

To be like these, straight, true and fine,
to make our world, like theirs, a
shrine;

Sink down, Oh traveler, on your knees,
God stands before you in these
trees."

YOUR CUSTOMER'S INVENTORY CAN BE MADE BANKABLE



In your POST WAR PLANNING, include
Modern FIELD WAREHOUSE INVENTORY LOANS
secured by BONDED WAREHOUSE RECEIPTS

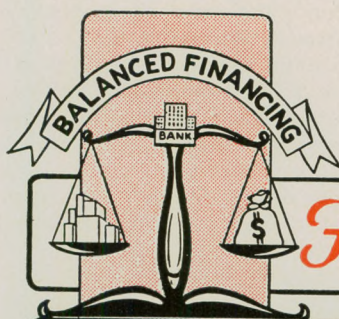
When your Customer's Inventory (raw or finished) is collateralized through the use of a sound and well operated Field Warehousing Company, this Inventory Collateral becomes a most acceptable security to both Borrower and Lender.

The St. Louis Terminal Field Warehousing Division's "sound and economical method" of setting up actual warehousing operations right on the premises of your Customer's Business Establishment will enable your Bank to make additional or larger Loans, SAFELY.

OUR RECORD STANDS:

Never so much as one dollar of loss on a Field Warehousing operation to Lending Agent, Bonding Company or Ourselves.

WRITE FOR COMPLETE ILLUSTRATED INFORMATION.



Field Warehousing Division

CINCINNATI
 KANSAS CITY
 CHICAGO
 MEMPHIS

ST. LOUIS TERMINAL WAREHOUSE CO.
 SERVING INDUSTRY FOR TWENTY YEARS
GENERAL OFFICES - ST. LOUIS MO.

★ THE ★ HAMMERMILL ★ COLUMN ★

Two months after a soldier was killed in Normandy on D-Day his widow came to the U. S. Secret Service and timidly asked why she had not received a check from the Government. She had a dispossess notice from her landlord in her pocket.

★ ★ ★

Investigation showed that a check for the six months' pay to which she was entitled had been promptly sent her. But she had never seen it. It had been stolen from the mailbox in her home. The thief had forged her name to the check and cashed it at a department store.



The files of the Secret Service in the Treasury Department bulge with such case histories. Government checks are stolen in many ways, but most of them are lifted from flimsily locked mailboxes. Often they represent food and shelter for the payees. A pretty dirty and tragic business!

★ ★ ★

And it's likely to get worse. The Government sends out checks at the rate of 300,000,000 a year today. They go by mail to dependents of servicemen, to Social Security beneficiaries, to farmers and others. That's a golden opportunity for the check forgers.

★ ★ ★

But a check is just a piece of paper. It's no good to a crook unless he gets somebody to give him cash for it. If storekeepers and others who cash checks for strangers would take even the simplest precautions, this cruel racket would evaporate.



The Secret Service has done a magnificent job of prevention through its "Know Your Endorser" campaign. So has the A B A through its "Protective Bulletin" and other channels. But with the constantly growing flood of Government checks, they can reach only a few of the prospective victims.

★ ★ ★

Banks, too, forced to return bad checks to good customers, have also taken a vigorous hand in this educational campaign, considering it part of good public relations to do so.

★ ★ ★

Many of them have found that Hammermill's little folder, "7 Cautions on Cashing Checks," distributed in cooperation with the Secret Service, is very helpful.

★ ★ ★

More than a million of these folders have been distributed by over 4000 banks to their customers who cash checks. If you'd like a supply, let us know. There's no obligation. No salesman will call. (Please mention this magazine.) Hammermill Paper Company, 1524 East Lake Road, Erie, Pa.

Northwestern Banker May 1945

NEWS AND VIEWS

(Continued from page 20)

sas City; **Arthur B. Eisenhower**, now vice president, Commerce Trust Company, Kansas City; **Fred W. Harpst**, now vice president, Commerce Trust Company, Kansas City; **James S. Jackson**, now president, Continental Bank and Trust Company, New York City; **Paul F. Covington**, former assistant cashier, Chase National Bank, New York, now retired; **Richard C. Piper**, former assistant cashier, Chase National Bank of New York, now retired; **Fred W. Groesbeck**, former manager, personnel department, Commerce Trust Company, Kansas City, now retired; **John G. Carriker**, now vice president, First National Bank, Boston; **Farris Campbell**, now vice president of the National City Bank of New York; **Ivan Oleson**, former short-stop, Brooklyn Dodgers, now retired, and **Roy B. McPherson**, now vice president, First National Bank, Shreveport, Louisiana.

"From the foregoing, one lesson that can be taken is that our President got his first and possibly best training in the old 'Commerce Zoo,' where he certainly learned the value of teamwork, perseverance, ability to take it and also to hand it out—if necessary—and now that some 40 years have elapsed from those dynamic years, there must have been something unusual thrown over and around all of us boys in that time and place that were meant for preparation for the future events that we all had to surmount and overcome—possibly and in an uncertain way to us then—for our ultimate usefulness to our beloved country. To be sure none of us ever thought that one of us would some day be President of the United States. 'Our Flag is still there' and the country remains in good hands—possibly another Andrew Jackson at the helm. One thing sure, from the early news items, the President enjoys the real confidence of both branches of Congress, both Democrats and Republicans—even of the Chicago Tribune, which is something. Our nation needs re-uniting as never before and Harry Truman will do it and do it in his quiet, conservative way, just as he did his great work in the Truman Committee of the Senate."

Two new members were welcomed to the La Monte Twenty-five Year Club at a dinner at Robert Treat Hotel, Newark, New Jersey. **Wilbur D. Clare** and **Raymond Stoddart** joined 38 other employees who have been with George La Monte & Son of Nutley, New Jersey, 25 years or more. They were presented handsome gold

watches by **George V. La Monte**, company president.

Within the next few years the club will experience considerable increase in its membership. Forty-three other employees are approaching the quarter-century mark with the company. **Henry J. Hannen**, who has completed 45 years' service, is club president, and **George Capron**, vice president, has completed 43 years' service. Company officers may hold membership, but are not qualified to be club officers. The oldest member in point of service is **Albert E. Howe**, company treasurer, who has been with the concern since 1896. Seven members are employed at the company's Toronto, Canada, plant.

George La Monte & Son will observe their 75th anniversary next year. The company was founded in 1871 by **George La Monte**, grandfather of **George V. La Monte**, now president. He invented and introduced the first practical safety paper for checks and other documents as a protection against alteration and counterfeiting.

Robert E. Lee Hill of Columbia, Missouri, has been named vice chairman of the board of the Federal Home Loan Bank of Des Moines. Mr. Hill, who is secretary of the Missouri Bankers Association, will fill the unexpired term of **E. A. Purdy** of Minneapolis, who died recently.

Robert J. Richardson is president of the Federal Home Loan Bank of Des Moines, which serves the building and loan associations in Iowa, North and South Dakota, Minnesota and Missouri.

Lynn G. Fuller, executive vice president of the Marquette National Bank of Minneapolis, and **Mrs. Fuller** announce the marriage of their son, **Pfc. Lynn S. Fuller**, U.S.A.A.F., to **Miss Kathryn Rosman**, daughter of Mr. and Mrs. C. H. Stephenson of Des Moines.

Miss Rosman was graduated from Roosevelt High School and attended Drake University, where she was a member of Kappa Kappa Gamma sorority. Private Fuller attended Kemper Military Academy and is stationed at Lowry Field.

John J. O'Brien, III, partner of John J. O'Brien & Company, Chicago, points out that the value of all securities listed on the New York Stock Exchange amounts to \$56,500,000,000 and that broker's loans are approximately \$600,000,000, or about 1 per cent of the value of all the listed stocks.

OUR 50th YEAR



又
一
大
銀
行

● Chinese characters meaning
"Another leading bank."



● Street scene in war-torn Chungking. At right
—Check issued by the Central Bank of China.

Another leading bank using Hammermill Safety

There is a dramatic story behind the cashier's check pictured above. It was issued in Chungking by the Central Bank of China and delivered to the First National Bank in Erie, Pennsylvania. The paper—Hammermill Safety—on which it

is printed was manufactured by Hammermill in Erie. It returned to the city of its origin, with speed unknown in pre-war times, to complete its mission. This is another reminder that you will find Hammermill Safety almost anywhere in the world.



OUR 50th YEAR

Northwestern Banker May 1945

Central National Observes 50th Anniversary

THE Central National Bank and Trust Company of Des Moines, Iowa, this month observed its Fiftieth Anniversary. Founded as the Central State Bank by a group of able, far-seeing Des Moines pioneer business men on May 2, 1895, with a capital of \$50,000 and deposits of \$4,330 it has grown steadily in size until today it ranks as one of Iowa's foremost banking institutions, with present deposits in excess of \$70,000,000.

The original organizer of the bank

was the late J. D. Whisenand who remained with the institution until his death in 1914. In 1909, Simon Casady was made president of the bank and retained an active interest as president and chairman of the board until his death in 1927. Grant McPherrin came to the bank as cashier in 1913, and in 1918 was elected president, which position he held until his retirement in 1936.

The chairmanship of the board remained vacant from the time of Simon

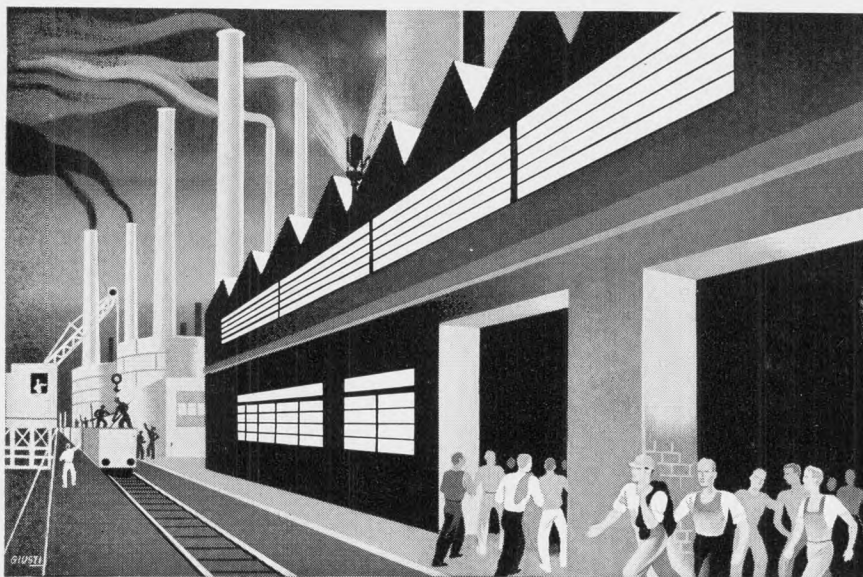
Casady's death in 1927, until January 1934 when William J. Goodwin, present chairman of the board, was elected. In January 1935, Edwin F. Buckley and



WILLIAM J. GOODWIN
Chairman of the Board

J. R. Capps, president and cashier-vice president, respectively, were added to the official staff. A national charter was granted to the bank on May 15, 1929.

The bank was moved to its present



PEAK PRODUCTION

WITH the climax of the war rapidly approaching, the maintenance of peak production remains a factor of supreme importance. Smooth working, sound financing arrangements are a necessary element in achieving this objective and it is here that the banks of the nation are playing a vital part in the war effort.

The American National, during the war years, has aided many companies, large and small, in the financing of their contracts and sub-contracts and more recently in the setting up of contract termination loans. Its broad experience in this regard, covering many industries, is at the disposal of correspondent banks in connection with their service to local customers. Inquiries are invited.

AMERICAN NATIONAL BANK AND TRUST COMPANY OF CHICAGO

LA SALLE STREET AT WASHINGTON

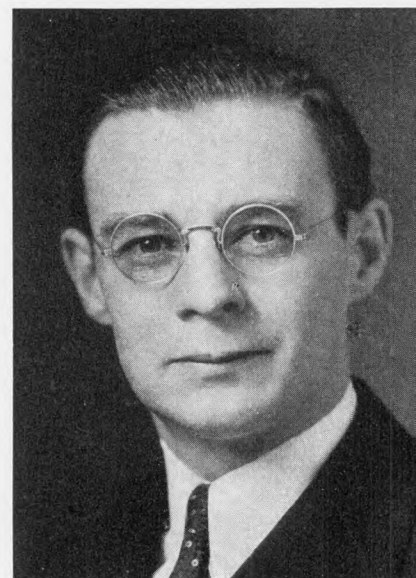
Member Federal Deposit



Insurance Corporation

OUR BUSINESS IS TO HELP BUSINESS

Northwestern Banker May 1945



E. F. BUCKLEY
President

site in December, 1913. In June, 1937, a completely remodeled and enlarged bank building was formally opened to the public. The Central National Bank and Trust Company was among the

OUR 50th YEAR

A PARTIAL LIST OF B T Co. SERVICES TO BANKS:

COLLECTION OF PAR AND NON-PAR CHECKS.
COLLECTION OF NOTES, DRAFTS, COUPONS,
MATURED BONDS AND OTHER ITEMS.
TRANSFER OF FUNDS, REMITTANCES AND
DOMESTIC MONEY ORDERS.
CREDIT INFORMATION.
COMMERCIAL PAPER PURCHASES.
SERVICING LOANS TO BROKERS AND DEALERS.
PARTICIPATION WITH CORRESPONDENT BANKS
IN LOANS TO LOCAL ENTERPRISES.
DEALERS IN UNITED STATES GOVERNMENT, STATE
AND MUNICIPAL SECURITIES.
INVESTMENT INFORMATION.
RECEIPT AND DELIVERY OF SECURITIES.
SAFEKEEPING OF SECURITIES.
CONSULTATION ON PENSION AND
PROFIT-SHARING PLANS.
CO-PAYING OR EXCHANGE AGENT, CO-TRANSFER
AGENT OR REGISTRAR, AND CO-DEPOSITARY.
TRUST AND RESERVE ACCOUNTS.
INTERNATIONAL TRADE AND FOREIGN
BANKING FACILITIES.



HAVE YOU A PENSION TRUST PROBLEM?

Since 1913, Bankers Trust Company has had its own self-administered pension plan for its employees. Over the years, our Pension Trust Division has been privileged to act as trustee for many pension funds covering a wide range of industries. This practical experience is at the disposal of our banking friends.

BANKERS TRUST COMPANY

NEW YORK

Member Federal Deposit Insurance Corporation

first, if not the first bank in Iowa, to be completely air conditioned and to install modern, fluorescent lighting. The present quarters have been largely out-grown, and property to the north of the bank structure has recently been

purchased which will permit further enlargement when conditions permit.

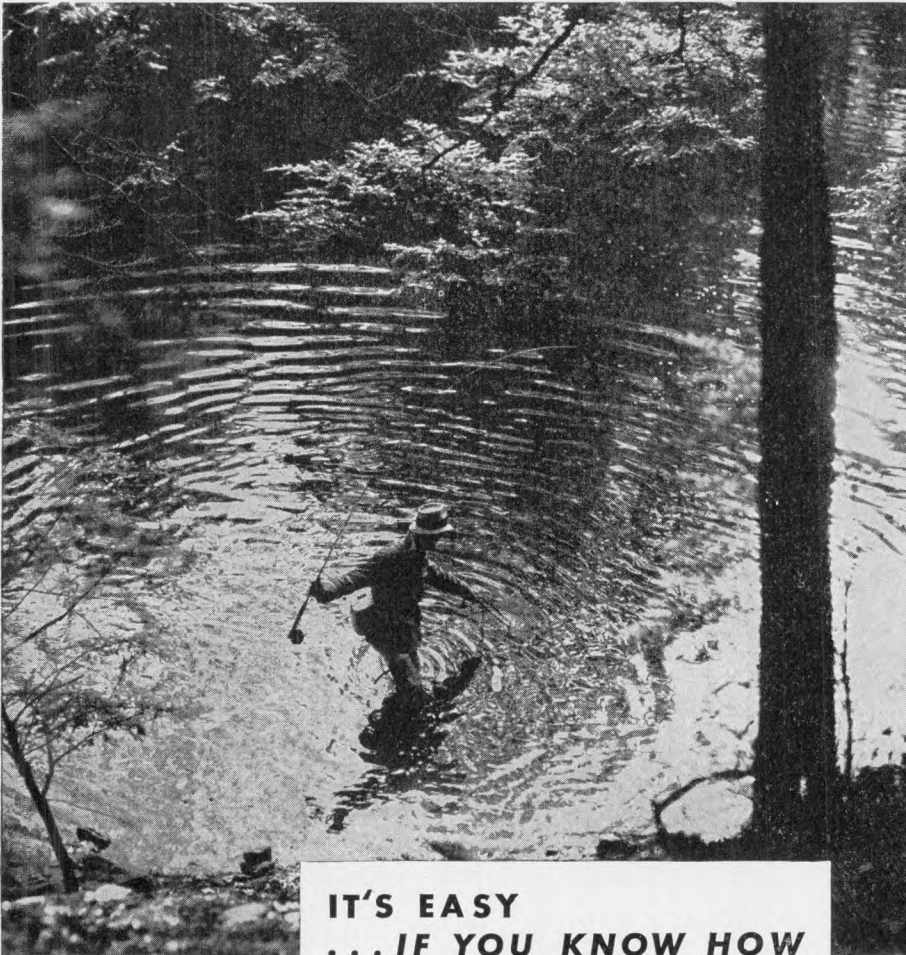
Ever since its founding, the Central National Bank and Trust Company has been a "strictly-Iowa" bank, owned, officered and managed by Iowans. It

has enjoyed a steady, normal growth without benefit of a merger or consolidation.

Present officers of the bank are: W. J. Goodwin, chairman, board of directors; E. F. Buckley, president; Frank R. Warden, A. T. Donhowe, Lehman Plummer, Fred H. Quiner, Emmett E. Johns, vice presidents; J. R. Capps, vice president and cashier, and *Irwin Abram, G. W. Bartmess, Jr., J. E. Quiner, *D. R. Withington, C. M. Larson, G. R. Parker, W. G. Kane, assistant cashiers.

Trust department includes Noel T. Robinson, vice president and trust officer; I. L. Wright, trust officer, and G. L. Nissly and Albert C. Roberts, assistant trust officers.

*On leave of absence, serving in U. S. armed forces.



IT'S EASY ... IF YOU KNOW HOW

90 Years of Banking Experience



Member Federal Deposit
Insurance Corporation

In sports or in business, the smooth performance that seems simple actually comes only from long experience and constant practice.

This is as true in the field of correspondent banking as it is anywhere else. So in choosing a correspondent, why not select one equipped through experience and practice to meet your needs with skill? Why not choose Mississippi Valley Trust Company, with a background of 90 years of performance?

MISSISSIPPI VALLEY TRUST COMPANY • ST. LOUIS, MO.

TO THE AMERICAN PEOPLE

(See Cover Photo)

The picture and message on the cover of this May issue of the NORTHWESTERN BANKER is the official government document released to publicize the 7th War Loan, the drive for which begins this month.

The message to the American People, urging them to buy War Bonds, comes from Generals Marshall, MacArthur, Eisenhower, and Arnold, and from Admirals Leahy, King, and Nimitz. It reads as follows:

"Your sons, husbands and brothers who are standing today upon the battlefronts are fighting for more than victory in war. They are fighting for a new world of freedom and peace.

"We, upon whom has been placed the responsibility of leading the American forces, appeal to you with all possible earnestness to invest in War Bonds to the fullest extent of your capacity.

"Give us not only the needed implements of war, but the assurance and backing of a united people so necessary to hasten the victory and speed the return of your fighting men."



SCARBOROUGH & COMPANY

Insurance Counselors to Banks

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative
Des Moines, Iowa

DIRECTORS

EDWIN M. ALLEN
*Chairman, Mathieson
Alkali Works, Inc.*

EDWIN J. BEINECKE
*Chairman, The Sperry &
Hutchinson Co.*

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*President, Atlantic, Gulf and
West Indies Steamship Lines*

LOU R. CRANDALL
*President, George A.
Fuller Company*

CHARLES A. DANA
*President, Spicer
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CHARLES FROEB
*Chairman, Lincoln
Savings Bank*

PAOLINO GERLI
*President,
E. Gerli & Co., Inc.*

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JOHN L. JOHNSTON
*President,
Lambert Company*

OSWALD L. JOHNSTON
*Simpson Thacher &
Bartlett*

CHARLES L. JONES
The Charles L. Jones Company

SAMUEL McROBERTS
New York City

JOHN T. MADDEN
*President, Emigrant
Industrial Savings Bank*

JOHN P. MACUIRE
*President, John P.
Maguire & Co., Inc.*

C. R. PALMER
*President, Cluett,
Peabody & Co., Inc.*

GEORGE J. PATTERSON
*President, Scranton &
Lehigh Coal Co.*

HAROLD C. RICHARD
*Chairman, General
Bronze Corporation*

HAROLD V. SMITH
*President, Home
Insurance Co.*

ERNEST STAUFFEN
Chairman, Trust Committee

GUY W. VAUGHAN
*President, Curtiss-Wright
Corporation*

HENRY C. VON ELM
Vice-Chairman of the Board

ALBERT N. WILLIAMS
*President, Western Union
Telegraph Company*

MANUFACTURERS TRUST COMPANY

Condensed Statement of Condition as at close of business

March 31, 1945

RESOURCES

Cash and Due from Banks	\$ 378,712,246.59
U. S. Government Securities	1,149,132,012.74
U. S. Government Insured F. H. A. Mortgages	4,901,542.54
State and Municipal Bonds	26,818,959.18
Stock of Federal Reserve Bank	2,220,300.00
Other Securities	20,264,312.68
Loans, Bills Purchased and Bankers' Acceptances	340,326,891.59
Mortgages	13,161,788.56
Banking Houses	11,681,530.67
Other Real Estate Equities	516,963.23
Customers' Liability for Acceptances	4,159,083.61
Accrued Interest and Other Resources	5,928,850.63
	\$1,957,824,482.02

LIABILITIES

Preferred Stock	\$ 7,712,300.00
Common Stock	32,998,440.00
Surplus	33,000,000.00
Undivided Profits	20,384,160.33
	\$94,094,900.33
Reserves for Contingencies, Taxes, Unearned Discount, etc.	12,731,266.15
Dividend on Common Stock (Payable April 2, 1945)	824,959.50
Dividend on Preferred Stock (Payable April 15, 1945)	192,807.50
Outstanding Acceptances	4,522,578.17
Liability as Endorser on Acceptances and Foreign Bills	240,323.58
Deposits	1,845,217,646.79
	\$1,957,824,482.02

United States Government securities carried at \$219,679,307.36 are pledged to secure U. S. Government War Loan Deposits of \$188,142,748.31 and other public funds and trust deposits, and for other purposes as required or permitted by law.

Principal Office: 55 Broad Street, New York City

68 BANKING OFFICES IN GREATER NEW YORK

European Representative Office: 1, Cornhill, London, E. C. 3

Member Federal Reserve System

Member New York Clearing House Association

Member Federal Deposit Insurance Corporation

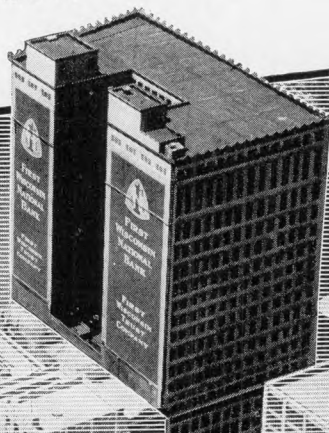
Preferred shares, all of which are held by institutions and other investors, have a par value of \$20 and are convertible into and have a preference over the Common to the extent of \$50 per share and accrued dividends.

Ready - with facilities, facts, contacts

The First Wisconsin is at your service in Wisconsin with complete, modern facilities... with on-the-ground knowledge of Wisconsin business, industry, agriculture... plus correspondent contacts with over 85% of all the banks throughout this state. At your service — and always ready to serve in many ways that go beyond the usual limits of mere routine efficiency.

BANKS AND BANKERS DIVISION

GEORGE T. CAMPBELL - Vice-President
RICHARD J. LAWLESS - Asst. Vice-President
DONALD A. HARPER - Asst. Vice-President



FIRST WISCONSIN NATIONAL BANK
OF MILWAUKEE • Wisconsin's Bank for Banks

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker May 1945

Consults Bankers

True D. Morse, president of Doane Agricultural Service, Incorporated, of St. Louis, was a recent Des Moines visitor, coming to the Iowa capital city to consult with the director of this middlewestern area, Dean Trick, and



TRUE D. MORSE
Visits with prominent bankers

to visit with prominent bankers and farmers in this territory.

Doane Agricultural Service, Incorporated, which offers management, appraisal, research and consultation facilities with regard to the business of farming, is also publisher of the Doane Agricultural Digest, which is widely read among bankers and farmers of this area.

Form Credit Group

Businessmen of St. Joseph, Missouri, were assured recently of adequate credit in the postwar and reconversion periods, with the announcement of the formation of a \$7,250,000 bank credit group, set by all the banks of St. Joseph.

Announcement of the credit group was made by F. L. Ford, president of the St. Joseph Clearing House Association. St. Joseph's bank credit group is one of 28 such groups located in strategic points throughout the nation.

Purpose of the credit group is to encourage the extension of credit to St. Joseph firms, individuals or corporations in the swiftly-approaching peace era.

Quarter Century Members

Percy H. Johnston, chairman of the Chemical Bank & Trust Company announces the addition of two new members to the Quarter Century Club of the bank. They are Frank K. Houston, president, and N. Baxter Jackson, first vice president, both of whom joined the bank on April 1, 1920.

OUR 50th YEAR

Good Management Will Maintain A High Level of Taxable Income

**"It Is Only the Net After Tax That Counts, and the Present High
Taxes Will Not Last Forever"**

By Raymond Trigger

*Investment Analyst
New York City*

THE final lifting of the veil of the half-kept secret of the Seventh War Loan "basket" took the market considerably by surprise in spite of the discounting of probable terms that had been going on for weeks. The 2s of September 1952/50, which represent the nearest comparable term to the new 1½s, gained 10/32 by April 5, or from a 1.49 basis to a 1.44 basis, but even this was exceeded by the 11/32 gain of the 2s of December 1954/52 and was equalled by the net advance of the 2½s of March 1958/56 in the same period through April 5. With the 2s of September 1952/50 selling around a 1.42 per cent basis to the call date, a "when issued" premium of about 8/32 is virtually indicated for the new 1½s.

The immediate effect of the disclosure of the June 15, 1972/67 dates for the "tap" 2½s was to cause confusion and for some time after the opening of the market on April 3 there were no quotations for the 2½s of September 1972/67. Then after some hesitation and easing, a buying move got under way, apparently on the realization that, after all, the "long" 2½s are now the only unrestricted issue offering more than a 1.90% yield. Nevertheless, the gain of the long 2½s between April 2 and April 5 was only 6/32, or about in line with the performance of the three 1951/49 issues which are now in the "run-off" stage.

The relative restraint of the long 2½s doubtless reflects precaution against the possibility of liquidation of this issue by non-banking institutions which may succeed in getting a good round allotment of the new 2½s and which may then execute a delayed roll-over coup as part of a "portfolio adjustment." Little early shifting along these lines is probable aside from what can be defended as "normal portfolio adjustment," since this would not be "cricket" after the requests for cooperation that have been made. Besides, any shift before the June 1 date of the new bonds would involve loss of interest.

Effect on Pacific G. & E.'s

Although the new interest pattern is forcing investment more and more

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 will the editor of this column discuss specific securities.

into the longer terms for adequate income, apprehension over the effect of the new tap issues, and particularly the 2½s, on the long term market seems to have been behind the decision to dissolve the syndicate supporting the Pacific Gas & Electric 3s of 1979. It was more than mere coincidence that the price restrictions were removed at the opening of business April 3, or immediately following the publication of the final details on the Seventh War Loan basket. The reduced price of the Pacific Gas & Electric 3s, about ¾ of a point under the offering price of 107½, helped clean up distribution.

Where Do We Go From Here?

Now that the changes wrought by the new Treasury offering have been digested, the question is "where do we

go from here?" There is not much left on the up-side for either the long terms or for the issues with call dates under five years. Yield on present holdings nevertheless is attractive and especially on those carried at book values under the market. The disposition is thus mostly for retention despite alluring opportunities to cash in profits in many instances. This policy is supported in the case of the taxable 2s, especially by the apparent price protection afforded by the new pattern which places only a little higher price on the 2s of 1952/50 than in the taxable 2s of 1950/48. This suggests liquidity and a high current return on these issues for around 3½ years.

For banks on the brink of the excess profits tax bracket, one reason for cashing profits on low priced holdings might be to increase the capital funds base while reducing E. P. T. income. This, however, suggests the same objection as shifting to fully or partially tax-free issues to the extent necessary to reduce taxable income. It means a "marriage" with reduced income for a period that, we hope, may extend far beyond the era of high taxes. The natural impulse is to set up a defense against taxes but in many cases, and provided too much risk is not assumed in extending the maturity, it could be the essence of good management to maintain a high level of taxable income and pay the higher resulting tax. It is only the net after tax that counts and the present high taxes will not last forever.

The Trend to Corporates

The fight for income has become more intense since the first of the year and the rise of the "long 2½s" to a 2.35 basis is probably the cause of the noticeable swing of banks back to corporates. The \$54 million Chicago & North Western 3s were a "sell out" at par and quickly went to a premium of 102. Not surprising, since this issue would show 3.6 to 7.0 times coverage of interest by adjusted pre-war earnings, including even 1932 and 1938.

Virginia Railway sold, on April 27, \$60 million 3s of 1995 which were re-

Northwestern Banker May 1945

OUR 50th YEAR

offered at 106/71 to yield 2.75 per cent. The issue was about half sold at this price and removal of price restrictions was followed by a drop of 105% (2.80 per cent), followed in turn by a quick rebound to 105%—106. Support at the 2.80 per cent level may be significant for long term high grade rail credits.

The "Cushion" Bond

One device with high yield possibilities for a period is the "cushion" bond if available on a "no yield" basis or better, so that the worst that could befall would be no loss or a fair short

term rate if early call ensues. Current return is high, on the other hand, if call should be delayed for several months or more. Two such opportunities may be found in Consumers Power 3½s of 1965 and Indianapolis Union Ry. 3½s of 1986:

Consumers Power 3½, 1965, call prices, present 103½ to 5/1/47, next, 103; no yield price, 105½; approximate market, 105½; current yield 3.31.

Indianapolis Union Ry., 3½, 1986, call prices, present, 108 to 3/1/47; next, 107; no yield price 109%; approximate market, 111½; current yield 3.04.

Terminal R. R. of St. Louis 4s of 1953, callable at 110, is another issue attractive for "cushion" purposes.

The F. R. Ratio Reduction

The article on "The Reserve Position of Federal Reserve Banks" in the March Federal Reserve Bulletin makes some significant observations in the course of an apparent "apologia" for the pending reduction in the Federal Reserve Ratio. It cites "ample precedent for changing reserve requirements" in the case, not only of England, but also Germany and France. The latter were thrown in to be comforting without a doubt, just in case nobody remembers the disastrous inflation both suffered following World War I.

To the extent that the reduction in the Federal Reserve Ratio is the result of the financial strain of the war economy, no apology is needed. As the article points out, however, increase in central bank deposits has been a minor factor and the primary reason for the decline in the ratio has been the huge rise in currency circulation. This may be attributable in some part to war conditions, legitimate or otherwise, but much is due to the fiscal policy of low, and now lower, interest rates.

A sidelight on the hoarding aspect is found in the February 1945 Bulletin of the Atlanta Federal Reserve Bank, which notes the decline of \$4 million in bills of \$5, \$10 and \$20 denominations and a rise in the total for denominations of \$50 and up from 28 per cent to 32 per cent of the circulation figure of the district between January 1943 and January 1944. The latter kind of money is not taken to the butcher or the grocery store.

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St. Paul Terminal Warehouse Report

Founded in 1916, the St. Paul Terminal Warehouse Company, with its home office in St. Paul, as the largest operator in the North Central states has made available to banks and industries an unexcelled service for loans against inventories in that area. The Company operates sixteen branch offices located in strategic centers. The Iowa office, from which service to Nebraska and South Dakota as well as the Hawkeye State is rendered, is located in Des Moines with Tom C. Cannon as manager.

In its 29th annual statement at the close of 1944 business, St. Paul Terminal Warehouse Company shows total current assets of \$417,662, and total current liabilities of \$102,371. Capitalized at \$540,500, earned surplus at the close of 1944 was \$159,190. Total assets of the Company are listed at \$890,289.

First Major Appointment

A St. Louisan—John W. Snyder, a vice president of the First National Bank—received President Truman's first major appointment when he was nominated as Federal Loan Administrator, a job which may lead to a cabinet post as Secretary of the Treasury.

Snyder, a warm personal friend of Truman's since the two served together as artillery officers in the last war, will succeed Fred M. Vinson, who

was made Director of War Mobilization by the late President Roosevelt after James F. Byrnes quit the post.

It is predicted that Snyder, former executive vice president of the giant Reconstruction Finance Corporation, might be groomed for Henry Morgenthau's post as Secretary of the Treasury.

G. I. Loan Chart

A simplified procedure chart for making G. I. loans is being mailed by the City National Bank & Trust Company, Kansas City, to all their correspondent banks. This chart, designed

and written by Cyril J. Jedlicka, assistant cashier, is in a file folder design, and contains, besides the step by step directions for making the loans, samples of each of the forms necessary to make each of the three types of G. I. loans.

New Bond Folder

The Chase National Bank is distributing a four-page copyrighted folder for determining "price from yield" on bonds payable at par, also for ascertaining "yield from price" on bonds callable at premiums and bonds carrying odd coupon rates.

Understanding Institutional Requirements

We offer to institutions the results of years of experience in helping to meet the special requirements of this type of investor.

Because of our nationwide facilities and knowledge of comparable security values and markets, our Institutional Department is utilized by many organizations in all parts of the country.

We cordially invite you to take advantage of these services.

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3%
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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

OUR 50th YEAR

Northwestern Banker May 1945



CHECK YOUR NEW CAPITAL NEEDS!

To many industries, conversion for peace means the fast liquidation of one kind of business and the immediate organization of another. Yet some industrialists have not yet faced the possibility that they may need new capital in the very near future.

If you have not looked over your position with a view to finding out whether you will need new money after the war, you should do so now.

Never have times been better for corporations to issue bonds, preferred and common stocks . . . never has money been so cheap and prospects for wide distribution so good.

Whatever the job ahead . . . reconversion, reorganization, new products or new markets . . . our Underwriting Department is ready to serve you. We invite you to inquire . . . in confidence and without obligation . . . of a Partner at the nearest Hornblower & Weeks office.

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Offices:
New York; Boston; Chicago;
Cleveland; Philadelphia; Detroit;
Portland, Me.; Providence;
Baltimore; Bangor.

George Holzman, assistant cashier in the Chase bond department, prepared the tables and statistical material for the folder.

Heaviest Production

The National Cash Register Company has rung up its heaviest production of war material since America entered the war, company officials revealed, pointing out that more than 26,367,560 man-hours of production had gone into the making of carburetors for the B-29, motor sections and fuses for spinner rockets, computing gun-sights and many other items. The revelation was made to employees in announcing that National Cash Register had been awarded a fifth star to its Army-Navy "E" pennant, first received in January 1942.

Farm Seminar

In an effort to revive the interest of private lenders in farm mortgage lending, the Mortgage Bankers Association of America, in cooperation with Purdue University, will sponsor a Mortgage Bankers Farm Seminar at Lafayette, Indiana, June 25 to 30. L. E. Mahan, Association president, announced. The course will be the first ever offered devoted exclusively to

farm mortgage lending and will consist of morning, afternoon and evening sessions for 5½ days.

Again Named V. P.

Jesse W. Tapp, a nationally recognized expert in agricultural economy, has been reappointed vice president of the Bank of America, according to announcement by L. M. Giannini, president of the bank.

Tapp, who returns to Bank of America after a leave of absence in which he served as associate food administrator in Washington and later as president of Axton-Fisher Tobacco Company, will cooperate with California agriculture in the readjustment problems of the future.

Lawrence Warehouse Report

Of interest to banks and other lenders who extend credit on the security field warehouse receipts is the 1944 year end report of condition just issued by Lawrence Warehouse Company, nationwide operators of field warehouses. In releasing the report, Louis Benoist, president, said "The results of the year's operations are very gratifying in all respects, and the Company finds itself at the end of the year in the best financial condition

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the facts!*

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

You Will Enjoy:

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Financial Development Company

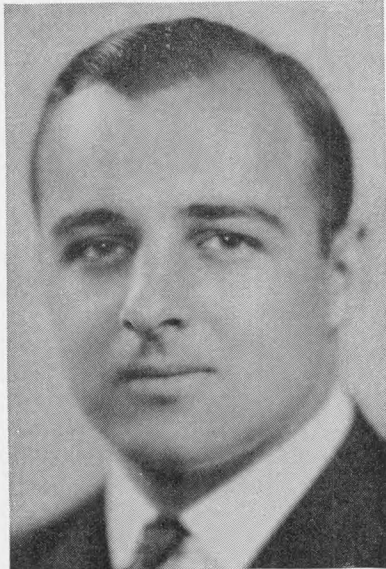
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105 South LaSalle Street

Chicago 3, Illinois

in its more than thirty years' history. Working capital is more than ample, with current assets exceeding one million dollars. Gross revenue for the year of over six million dollars represents the greatest volume we have ever handled."

As at the year end, the Company's balance sheet shows current assets of \$1,052,609 against current and total liabilities of \$407,461, leaving net working capital of \$645,148 after making



LOUIS BENOIST
"Greatest volume in 1944"

provision of \$190,721 for accrued taxes. The statement shows cash of \$296,116 with accounts receivable of \$714,735, over 90 per cent of which are said to be secured by warehouse liens on merchandise. The Company's capital stock is listed as \$593,895 with surplus reported as \$241,111. Gross revenue of \$6,295,890 is reported, on which the Company earned \$91,663 after provision for taxes.

New Capital for Airlines

Lending opportunities for the nation's banks, in the commercial airlines field, are highlighted in a study entitled "Airline Finance," conducted by Bankers Trust Company, the Mutual Life Insurance Company of New York, the Chase National Bank and The New York Trust Company. The study estimates that the new financing required by the country's commercial airlines will approximate \$500,000,000 in the next five years.

The present report is the first in a continuing study of airline financing methods. The purpose of the study is to make available to the aviation industry, and to financial institutions, data concerning the future financing needs of the airlines and methods of meeting capital requirements.

OUR 50th YEAR



Investors Mutual, Inc.

Prospectus on request from Principal Underwriter

INVESTORS SYNDICATE

MINNEAPOLIS, MINNESOTA

REPRESENTATIVES IN THE PRINCIPAL CITIES OF THE UNITED STATES

CONDENSED STATEMENT

FIRST NATIONAL BANK IN ST. LOUIS

At the Close of Business, March 20, 1945

RESOURCES

Cash and Due from Banks	\$106,591,008.85
U. S. Government Securities	243,941,858.98
Loans and Discounts	83,983,475.06
Other Bonds and Stocks	5,576,650.83
Stock in Federal Reserve Bank	501,000.00
Banking House, Improvements, Furniture and Fixtures	388,951.85
Other Real Estate Owned	1,067,005.00
Customers' Liability a/c Letters of Credit, Acceptances, etc.	1,056,366.20
Accrued Interest Receivable	939,351.64
Overdrafts	3,045.27
Other Resources	3,287.10
	<u>\$444,052,000.78</u>

LIABILITIES

Capital Stock	\$ 10,200,000.00
Surplus	6,500,000.00
Undivided Profits	7,177,186.50
Reserve for Contingencies	500,000.00
Reserve for Taxes, Interest, etc.	1,339,066.49
Unearned Discount	94,015.41
Liability a/c Letters of Credit, Acceptances, etc.	1,079,107.96
Other Liabilities	166,409.14
Individual Deposits	\$223,248,506.48
Savings Deposits	44,487,708.25
Bank Deposits	107,107,991.29
U. S. Government Deposits	38,263,167.49
City of St. Louis and Other Public Funds	3,888,841.77
Total Deposits	<u>416,996,215.28</u>
	<u>\$444,052,000.78</u>



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Northwestern Banker May 1945



BEYOND THE LAW

We are *not* suggesting that you should live *beyond the law*. We are *not* suggesting that you operate your business *beyond the law*. We are suggesting, however, that you sometimes need protection *beyond the law* and we are in position to give it to you and your clients.

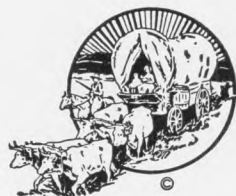
Now is the time that every business needs full protection against every hazard of nature and man. Let us offer your clientele full insurance protection and protect your investment and their confidence in you.

Investigate our line of full insurance coverage for dwelling and mercantile insurance. We also have a complete line of Automobile coverage.

WESTERN MUTUAL FIRE INSURANCE CO.

9th & Grand

Des Moines, Iowa



How to Reduce *Traffic* Accidents

Insurance Interests Urged to Give Fullest Cooperation to This Postwar Project

By S. K. Hargis

THE interest of the insurance man in local—and national—public welfare always has been logical, as well as profitable. It is to the interest of the entire industry that concerted efforts to throw greater protection around lives and well-being of the masses of people should receive active support. In fact, the progressive attitude of insurance companies, agents and other personnel, especially in the casualty field in cooperating and furthering public protection movements, has brought worthwhile returns directly or indirectly in increased business.

In this connection, there lately has been a great deal of interest shown by municipal authorities, mass transport company officials, and civic groups in the development of innovations and reforms which will help reduce the rate of accidents in urban and highway traffic after the war when, in a comparatively short time our streets will be clogged with more autos than ever before in history, and our urban mass transport situation may be expected to be not only more complex but more dangerous to public safety and well-being.

Without question the insurance man will watch remedies proposed with interest, not only from civic spirit mindedness, but also from a purely business standpoint.

The particular interests of each grouping of our citizens in this subject vary considerably. The local merchant wants speedier, more comfortable mass transport for shoppers in and out of the downtown section. The school teacher wants the safest and most reliable form of transport for students and pupils. The parents want safety and speed, while there are numerous other groups who, above all, wish to see some sort of urban transport reform which will reduce to a minimum the number and seriousness of fatal and disabling accidents. Among this group the insurance fraternity is prominent.

The whole matter resolves itself into certain broad generalities.

a. Type of mass transport urban vehicle selected (that is, trolley car, motor bus or trackless trolley coach).

b. Creating the type of arterial traffic lanes through cities which will reduce risk by letting through traffic more easily by-pass local traffic.

c. Working out improved traffic signal methods and codes—including pedestrian and driver rights and rules—which will not only speed and facilitate movement but also make it safer for all involved.

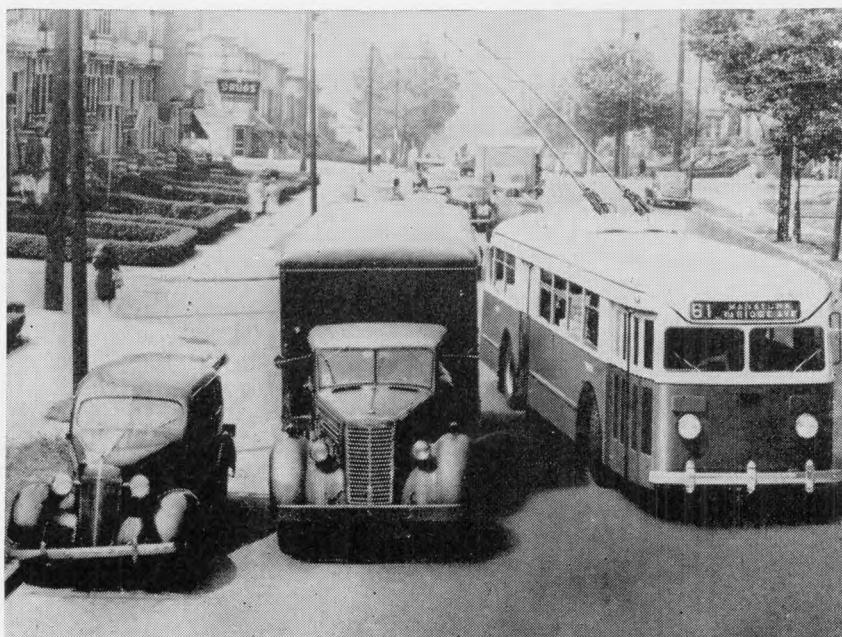
Let us consider the all important matter of the safest and all around most acceptable type of mass transport vehicle—the trackless trolley coach. In perhaps a score or more of cities and towns this new type of mass transport vehicle has been tried out in recent years with impressive results which promise much for postwar urban traffic reform. Inasmuch as a vehicle which matches and exceeds in all the points required of a modern vehicle is a safer one, the insurance fraternity will be interested in this new vehicle.

And they will perhaps be interested in some striking facts revealed in tests for postwar reform in the three most

widely used types of urban mass transport vehicles, which concern the factor of safety. A writer in *The American City* calls attention to the fact that a public mass transport vehicle occupies 300 square feet of street space, carrying 80 passengers, or four square feet of street space per passenger. One automobile, however, occupies 84 square feet per passenger, but averages only 1.3 passengers. Therefore, 61 autos use up 5,120 square feet of street space.

When it comes to everyday casualties—disabling or fatal accidents—traffic engineers are in agreement that certain very definite factors in the situation are expected to work against or for them. For instance, the findings as generally reported are:

1. The trackless trolley coach is to be more roomy.
2. More easily heated.
3. Better lighted more easily.
4. Better ventilated.
5. Fewer, less severe jolts and jars in motion.



Postwar streets will be clogged with more autos than ever before in history. The trackless trolley coach can help to relieve much of the traffic congestion.



Overtime should mean Extra Profits for Your Bank

Many thousands of overtime workers are eager for checking account services that eliminate the waste of time, money and energy involved in paying bills in person. They're willing to pay for such conveniences. That means new customers and extra profits for banks that provide the service.

You can share generously in this business if you offer prospective customers *all* the advantages they want. The Todd Company will help any customer bank* install a profitable, bank-tested plan with proved public appeal. Todd No-Minimum-Balance Services are flexible—tailor-made to fit a bank's local conditions and needs.

Send for booklet with check-list to analyze your own situation.

**We regret that for the time being, due to wartime demands, our new installations must be confined to present users of other Todd bank supplies.*

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6. Safe—because it loads and unloads at the curb.

7. Can by-pass slower vehicles more safely.

8. Easier, simpler to drive.

9. Odorless.

10. Makes less operating noise.

Yet the vehicle itself isn't by any means the whole problem. The insurance fraternity will find it advantageous to cooperate and become active in any movement to make streets and highways safer—as a business proposition.

W. V. Van Duzer, director of vehicles and traffic, Washington, D. C., and an expert on the subject sees, among other things, the following improvements in postwar traffic rules and regulation as a means of reducing fatal and disabling accidents: First, more effectual pedestrian barricades against traffic; second, more and better placed neon one-way arrow signs of the newly developed type which stand out more clearly; third, street markers for traffic which will be much more indelibly impressed upon the mind, and fourth, more scientific application of electronics to traffic signaling and better synchronization of same in any given urban area.

If the insurance agent will climb on the bandwagon of such local reforms, he will not only be doing something to raise the quality of local risks in the casualty field, but also benefit from effort in behalf of a local popular civic endeavor. It has been apparent in recent years that the majority of agents have not realized the opportunities which exist for business building in a proper and aggressive activity in behalf of local reforms and improve-

ments which may naturally associate themselves with the functions and services of insurance itself.

Honor Two Directors

Members of the field force of Northwestern National Life of Minneapolis recently rounded out a month and a half long tribute to the company's two senior directors, Messrs. C. T. Jaffray and E. W. Decker, which resulted in record-breaking new ordinary production.

Their efforts in March resulted in the largest volume of ordinary new business for any March in the company's history. Written business for the February 15-March 30 period covered by the special observance ran 33 per cent ahead of the same period a year ago. As a result, ordinary new business for the entire year so far exceeds the first quarter of 1944 by approximately 25 per cent.

The honor paid to Messrs. Jaffray and Decker was in recognition of their completion of 40 years of service on NwNL's directorate on April 1. Mr. Jaffray is chairman of the board of the First Bank Stock Corporation and Mr. Decker is head of Decker, Barrows & Company, Minneapolis investment firm.

To Cooperate With Bankers

To the end that loans and insurance on automobiles presently owned and bought in the future may be retained locally, the Employers Mutual Casualty Company, Des Moines, has instructed its agents throughout this territory to work with their local banker in financing the purchase of cars.

Employers Mutual has sent out a

Out-of-Town Banks

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

CITY NATIONAL BANK
AND TRUST COMPANY of Chicago

208 SOUTH LA SALLE STREET

(Member Federal Deposit Insurance Corporation)

mailing piece to its agents to "help you protect your postwar premiums among your present policyholders, because auto dealers are planning to sell insurance at the time they sell the car, after the war."

The folder suggests that agents start now to educate their customers to finance their new car through their local bank, and to transfer their present insurance to the new car, when bought, since the old policy automatically covers the new car for 30 days.

Second Issue of Booklet On Field Warehousing

Field warehousing is becoming more and more popular with both banks and borrowers as a form of financing and it promises greater acceptance as a means of providing more working capital for postwar plans. In this connection the St. Louis Terminal Warehouse Company, St. Louis, Missouri, has recently reprinted a 22-page booklet on the importance of field warehousing, in which they point out the advantages this type of service has to offer alert bankers and prospective borrowers.

As a safe, flexible method of commodity financing, field warehousing through their collateralized inventory loans, provides the basis for new products, new markets and broader distribution. It has gained considerable favor with the small businessman as well as with larger business with substantial inventories—some meet seasonal heavy cash requirements through this type of loan. An inventory of raw materials, semifinished or finished products may be used as collateral.

Banks have found that carefully selected field warehouse loans give them security equivalent to the protection of their own vaults. They increase their loan portfolio and earnings and form a substantial backlog for commercial accounts.

The St. Louis Terminal Warehouse Company's booklet or illustrated data will be gladly mailed free of charge to interested bankers.



Des Moines, Iowa

BANKER AGENTS WANTED

A strong mutual company in its 53rd year offers liberal agency contracts covering—

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

Surplus to Policyholders
\$1,621,561.22

52 years of proven protection.

Write for our liberal proposition to
bank representatives.

A Few Hail Insurance Agencies Open

You may be able to secure a desirable agency connection with the largest exclusive hail insurance company operating in Iowa and Missouri.

This strong, well managed company supplies hail insurance at low cost. Makes settlement promptly. Investigate.

**SQUARE DEAL
Insurance Company**
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DES MOINES, IOWA

Car Financing

Will locally purchased automobiles be locally financed when new cars become available?

Both you and Allied Mutual are interested in this. Let's get together.

Write



ALLIED MUTUAL CASUALTY COMPANY

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



SCARBOROUGH & COMPANY

Insurance Counselors to Banks

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative
Des Moines, Iowa

Assistant Treasurer

At a recent meeting of the board of directors of the Bankers Trust Company, New York, George S. Schroth was elected an assistant treasurer. Mr. Schroth has been connected with the note tellers' department at Bankers Trust Company since 1931.

Address Two Meetings

Two meetings were addressed by officers of the City National Bank and Trust Company of Chicago last month. K. K. DuVall, vice president, spoke before a bankers' meeting in Louisville

sponsored by the Robert Morris Associates on the subject—"Banks and Postwar Installment Financing," and J. L. Chapman, trust officer, addressed a group of trust officers and insurance executives at a meeting in Detroit, sponsored by the Detroit Life Insurance and Trust Council on the subject "Human Relations in the Trust Field."

Assistant Vice President

The First National Bank in St. Louis has announced the election of Clyde B. Smith as an assistant vice president, in the Soil Products department. He

formerly was president and general manager of St. Mary's Mill Company, St. Mary's, Missouri, and prior to that was secretary-treasurer of Acme Mills, Hopkinsville, Kentucky.

Heads Reserve Bankers

Robert M. Hanes, president of the Wachovia Bank & Trust Company, Winston-Salem, North Carolina, was elected president of the Association of Reserve City Bankers. He succeeds Robert V. Fleming, president of the Riggs National Bank, Washington, D. C.

William F. Kriebel, vice president and treasurer, The Pennsylvania Company for Insuring Lives and Granting Annuities, Philadelphia, was elected vice president of the Association. He succeeds Walter Kasten, president, First Wisconsin National Bank, Milwaukee.

Four directors were elected for three year terms: Taylor S. Abernathy, vice president, First National Bank, Kansas City, Missouri; John W. Nichols, vice president, Continental Illinois National Bank & Trust Company, Chicago; Donald F. Valley, vice president, The National Bank of Detroit; and Menefee Wirgman, president, Citizens Fidelity Bank & Trust Company, Louisville.



St. Louis AND THE PACKING INDUSTRY

For years, one of the leading industries of St. Louis has been that of wholesale meat packing. With an annual output of more than \$200,000,000, the St. Louis area ranks *third* in the nation as a center for such products.

The packing industry, like many others, has recognized the strategic, central location of St. Louis. This has not only brought the industry close to its natural sources of supply, but has provided unexcelled transportation

facilities that make possible the swift, direct economical distribution so essential to an industry whose products must move in a continuous supply to the food markets of America.

Mercantile-Commerce is proud of its long association with the packing industry... one of the many examples of the way in which this bank has been able to contribute to the growth of business in the great industrial territory of St. Louis and the Southwest.

MERCANTILE Bank and ST. LOUIS 1

- COMMERCE Trust Company MISSOURI

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker May 1945

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

OUR 50th YEAR

Year after year hundreds of American banks use Central Hanover as their New York correspondent because they like the wide experience and care it brings to the protection of their interests and the handling of their business.

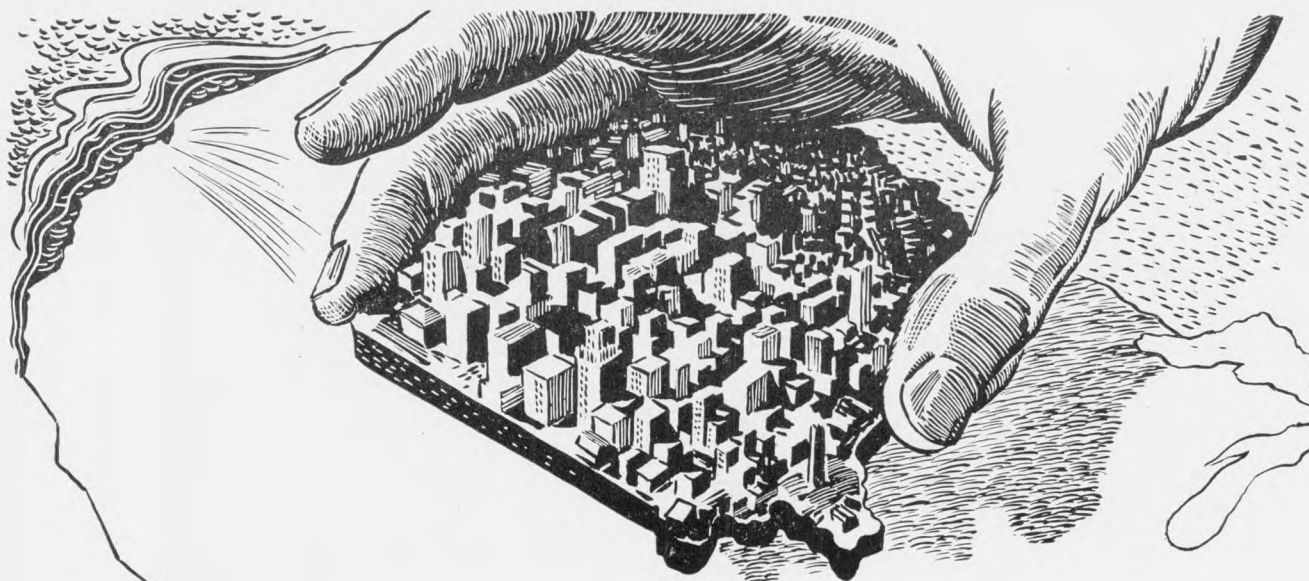
For example, 278 banking institutions have been correspondents continuously for more than half a century.

Central Hanover gives individualized attention to individual needs.



**CENTRAL HANOVER
BANK AND TRUST COMPANY
NEW YORK**

Member Federal Deposit Insurance Corporation



We moved 'Frisco five days closer

One of our correspondents out in the dairy region handles a number of large drafts covering shipments of butter to a San Francisco concern. They're payable, of course, through one of the banks out there . . . and it was taking eight days and sometimes longer to get funds from the coast.

We suggested that our correspondent let us take care of those drafts . . . to see if we couldn't speed things up a bit.

And by airmailing the drafts to the San Francisco bank (where *we* are correspondents) and asking them to wire us when the drafts had been paid and credited, we were able to cut the time lag more than half!

Your problem may not be just like this one. Your drafts may be on New York or Miami or Denver . . . or your problem may not be long distance drafts at all.

But *what* your problem is, doesn't really matter. What *does* matter is simply that, as a correspondent of the First National Bank, you'll find men here eager and willing to help you work out logical, efficient solutions to your banking problems.

FIRST NATIONAL BANK *of Minneapolis*

LYMAN E. WAKEFIELD, *President*

Department of Banks and Bankers:

M. O. GRANGAARD, *Vice President*
C. B. BROMBACH, *Vice President*

W. A. VOLKMANN, *Vice President*
R. S. BANFIELD, *Vice President*

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

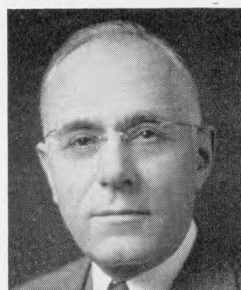
J. J. MALONEY, *Assistant Cashier*
K. T. MARTIN, *Assistant Cashier*

Member Federal Deposit Insurance Corporation



WILBUR F. McLEAN
President
Duluth

MINNESOTA NEWS



WILLIAM DUNCAN, Jr.
Secretary
Minneapolis

Note 40th Anniversary

Last month the First National Bank celebrated its 40th anniversary as an institution in Chisholm, Minnesota, a period which marked the growth of Chisholm from a small logging community with just the beginning of mining industry to its present modern civic improvements.

Deposits that first day totaled \$6,035 while today they are \$3,622,737.93.

The young man who served as first cashier of the bank, along with all the other duties of such an institution, was George L. Train, who has now served many years as president of the First National Bank of Chisholm.

Present officers include: Mr. Train; J. J. Hayes, vice president; J. Osbolt, cashier; Ed Wheelcor, John Hudy, O. L. Baldrice, assistant cashiers; D. Maturi, H. K. Goldenberg, Gust Anderson, Michael Baich, Mr. Hayes, Mr. Osbolt, Mr. Wheelcor and Mr. Train, directors.

Takes Cashier Post

The new cashier at the Citizens State Bank of St. James, Minnesota, is Pearl P. Henning, former assistant cashier at the First National Bank of Sleepy Eye, who was honorably discharged from the Navy recently.

Mr. Henning was affiliated with the Sleepy Eye bank from 1928 until he entered service a year ago. He will be a member of the board of directors of the St. James bank.

With the addition of the new cashier, the staff at the Citizens State Bank now consists of A. W. Anderson, president; Walter Bugge, vice president; Mrs. Floyd Penne, Marilyn Kizer and Mrs. Reuben Kohn, clerks.

Officers Move Up

Last month saw a change in the position of bank employees of the Farmers National Bank, Minnesota Lake, Minnesota. "Woody" Beske, who was employed in the bank as head cashier, has resigned his position and is now going into business with his father, G. A. Beske, of the G. A. Beske Company.

E. L. Kauffmann has been elevated to the position of cashier, and the other employees have been moved up a step.

Open Branch Office

C. O. Jamieson, partner in Jamieson & Company of Minneapolis, announced last month the opening of a new branch office, complete with ticker and translux, in Eau Claire, Wisconsin. The new branch is under the management of E. W. Diven, who has represented The Milwaukee Company in that territory for several years.

Celebrate Golden Wedding

Mr. and Mrs. J. H. C. Schuldt were honored on their golden wedding anniversary at a dinner at the Hotel Owatonna in Owatonna, Minnesota.

Directors of the First State Bank of Meriden, of which J. H. C. Schuldt has been president since it was first organized in 1915, were among guests, all of whom, with the exception of W. P. Jones, were original signers of the articles of incorporation of the bank.

Merge Minnesota Banks

The First State Bank of Bingham Lake, Minnesota, moved its charter to Windom recently. All legal matters connected with the removal of the bank had been completed. At Windom the bank merged with the Windom National Bank. The new bank will be known as the Windom State Bank, and J. A. Redding and Gladden Redding, owners of the Bingham Lake Bank, will be president and cashier respectively. H. A. Wicklund and Alfred Precht, formerly of New Ulm, will be vice president and assistant cashier, respectively.

Bank Expands

Work was to start on improvements to the Columbia Heights State Bank Building, Columbia Heights, Minnesota, made necessary by the increased volume of business recently.

The basement of the building will be

completely remodeled to provide space for a fireproof storage vault for bank records, a directors' room and a storage room for supplies.

A new system of lighting will be installed and an air conditioning unit will be added as soon as it is available.

Upstairs, workmen have already remodeled the old directors' room.

Joins Marquette National

Charles C. Rieger, for the past quarter of a century identified with the investment business in the Twin Cities, where he has been manager of the bond department of Jamieson & Company, has been elected a vice president of the Marquette National Bank, of Minneapolis. Mr. Rieger can probably



C. C. RIEGER
Vice President of Marquette National

call every banker in the Ninth District area by his first name, since he has traveled that territory for many years, and has attended almost every bankers convention held in that district. A banker in North Dakota, he came to Minneapolis in 1920 to enter the securities business.

C. J. Rieger, better known as "Chuck," has been named manager of Jamieson & Company bond department, to succeed his father.

Joins Rochester Bank

Laton A. Smith of Rochester, Minnesota, with the Knox Reeves advertising firm of Minneapolis for the past two years, has been added to the staff of the Union National Bank of Rochester.

A Rochester high school graduate, Mr. Smith was graduated from the University of Minnesota and the Harvard University graduate school of business

administration before being employed in the market research department of the Knox Reeves firm.

Bank Changes Hands

Former State Senator N. A. Pederson and his brothers, P. A. and Albert Pederson have retired from banking after being associated with the Peoples State of Milan, Minnesota, for almost 30 years. Their interest in the institution has been purchased by I. M. Thompson, who has been with the

bank since November, 1921. He was assistant cashier until 1938 when he was elected cashier.

Mr. Thompson has sold a share of his interest in the bank to S. R. Anderson.

Officers and employees of Peoples State Bank of Milan now are: I. M. Thompson, president and cashier; S. R. Anderson, vice president; Inez S. Thompson, vice president; Hazel Olson, assistant cashier, and Alvina Thompson, bookkeeper and teller.

Back at His Desk

Edwin Brickson, president of the Adrian State Bank, Adrian, Minnesota, last month returned from a three months' stay in Miami, Florida, and is again at his desk. He is now rounding out 53 years' continuous bank service, which began with E. H. Rich at the First National Bank of Fort Dodge, Iowa.

WHAT DO YOU THINK?

(Continued from page 7)

come easier to handle, much like the experience we have all had with FHA loans. GI loans, in conjunction with FHA Title II loans for financing home building, should be very attractive to both lender and borrower. Business and farming loans are more intricate. All GI loans will take more time, more patience and more sympathetic understanding on the part of bankers than ordinary loans.

Charles I. Danforth, president, The First Dakota National Bank & Trust Company, Yankton, South Dakota: "We have only processed two loans under the GI Bill of Rights. Our impression to date, is that these loans are so wound up in red tape they are very difficult to make.

"One loan we made for a veteran to start farming, was followed on the county abstract of chattel mortgages with a loan from a finance company which carried three to five times the interest we were permitted to charge."

J. R. McCloud, president, First National Bank, York, Nebraska: "I think the GI Bill of Rights should be carefully and completely explained to all those discharged from service so they know their rights. They should be encouraged to seek the advice of bankers and other successful business men before going into debt to finance some enterprise, because the government is not handing them \$2,000 on a silver platter, but every cent must be repaid. Bankers should go out of their way to be helpful and when it is necessary to turn down a loan, the reason for such refusal should be plainly stated, or we as bankers will be the victims of a lot of bad publicity. The procedure should be made as simple as possible and applications acted upon without delay. We might add that the interest rate is too low, and we feel that the guarantee should have been worked out similar to that of the FHA."

For Quicker Refund...



1. When selling American Express Travelers Cheques, the salesperson should detach the record form at the back of the wallet, hand it to the customer, and ask him to fill in the serial numbers of the cheques immediately.



2. This record form should be carried apart from the wallet. It's important that the customer enter the date on which each cheque is spent, on this form. Then if anything happens...



3. "My wallet's been stolen! With \$300 in travelers cheques! I'd better call the nearest American Express Office, as the bank teller said to do..."

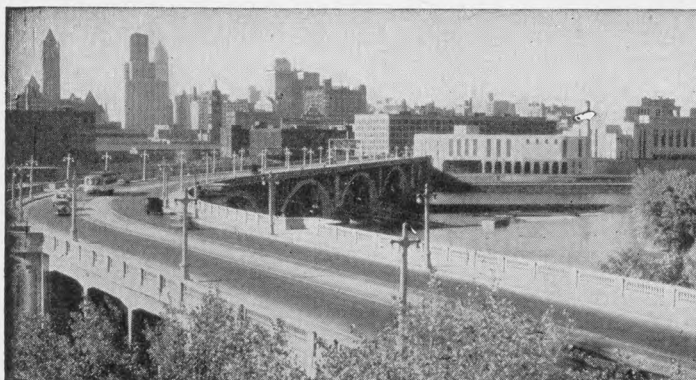


4. "It's a good thing that you had a separate record of the cheques. It helps us in speeding up the refund to you."

WITH more people traveling than ever before, you have a golden opportunity to create good will for your bank with American Express Travelers Cheques. For information or advertising material, write W. H. Stetser, Vice-President, American Express Co., 65 Broadway, New York 6, N. Y.

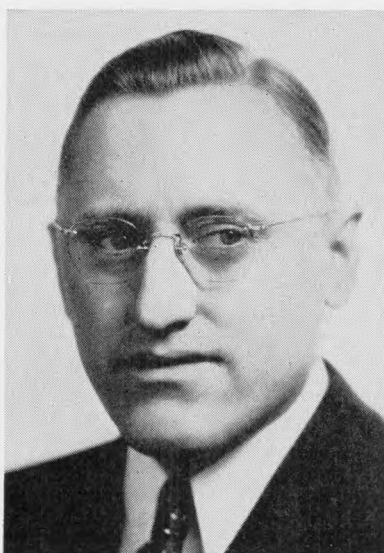
American Express
TRAVELERS CHEQUES

TWIN CITY NEWS



RALPH W. MANUEL, who has been associated with the Marquette National Bank more than 30 years, has retired from active direction as president and has been elected chairman of the board.

He has been succeeded as president by **Russell L. Stotesbery**, already known in Twin Cities banking circles



R. L. STOTESBERY
President, Marquette National Bank
Minneapolis

as president of the University National Bank and a director of the Chicago-Lake State Bank but better known in Iowa and Illinois banking circles. He is a director of the Illinois National Bank of Quincy, Illinois, a director of Peoples Savings Bank of Waterloo, Iowa, and executive vice president and a director of the Federal Discount Corporation, Dubuque, Iowa.

Stotesbery, 44, has two sons in the armed forces: Russell, Jr., 23, who attended the University of Minnesota law school, is with the Third army in Germany; Edward, 21, who was at-

By **E. W. Kieckhefer**

Special Correspondent
Northwestern Banker

tending the University of Minnesota at the time he entered the service, is now with the Eighth armored division of the Ninth army, also in Germany.

Lynn Fuller, former Iowa banker, is executive vice president of the Marquette National.

O. H. Odin, for many years executive vice president of the Marquette National Bank of Minneapolis, died recently at Pasadena, California, where he had gone with Mrs. Odin in an effort to regain his health.

The First National Bank of Minneapolis has announced election of **Dayton Rogers** and **Keith K. Keller** as di-

rectors of the Bloomington-Lake National Bank, an affiliate of the First National. Rogers is president of the Dayton Rogers Manufacturing Company, producers of die-cut metal stampings. Keller is president of the Keller Drug Company, and a director of the Northwestern Drug Company.

Harold G. McConnell has been promoted by the Ninth Federal Reserve Bank of Minneapolis from assistant vice president to vice president. McConnell is in charge of credits and loans and guarantees by the bank of war production loans made as agent for the war and navy departments and the maritime commission.

The installment and personal loans department of the First National Bank of Minneapolis is stepping out front. The bank is moving the department

THE CONTINENTAL BANK & TRUST COMPANY OF NEW YORK

MEMBER OF THE FEDERAL DEPOSIT INSURANCE CORPORATION

OUR 50th YEAR

Northwestern Banker May 1945

from its fourth floor quarters to the ground floor in anticipation of greatly increased activity when automobiles, washing machines, refrigerators and

dozens of other durable goods items are available again after the war. The department will be enlarged to handle the added business.

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.

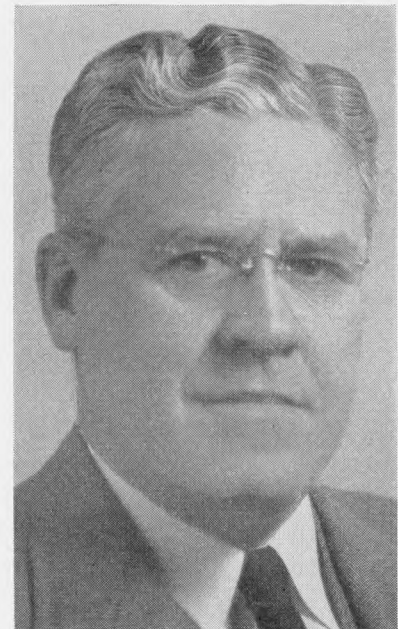
MINNESOTA COMMERCIAL MEN'S ASSOCIATION

2550 Pillsbury Ave.

Minneapolis 4, Minn.

Charles W. Cole, who last November was elected president of the printing and publishing firm of Harrison & Smith, has been elected a member of the board of directors of the Midland National Bank & Trust Company of Minneapolis. Cole is a native of Waterloo, Iowa.

Directors have been elected for the Second Northwestern National Bank which will be the successor to the Second Northwestern State Bank as soon as materials are available to re-



FRANK C. O'BRIEN
President of New Bank

Guaranty Trust Company of New York

Fifth Ave. at 44th St. 140 Broadway Madison Ave. at 60th St.
LONDON PARIS BRUSSELS

Condensed Statement of Condition, March 31, 1945

RESOURCES

Cash on Hand, in Federal Reserve Bank, and	
Due from Banks and Bankers	\$ 517,704,196.36
U. S. Government Obligations	2,159,912,428.58
Loans and Bills Purchased	691,163,638.51
Public Securities	\$ 58,077,648.54
Stock of the Federal Reserve Bank	7,800,000.00
Other Securities and Obligations	25,976,152.51
Credits Granted on Acceptances	1,231,384.25
Accrued Interest and Accounts	
Receivable	10,079,766.86
Real Estate Bonds and Mortgages	1,512,114.92
	104,677,567.08
Bank Buildings	9,492,368.19
Other Real Estate	850,115.65
Total Resources	<u>\$3,483,800,314.37</u>

LIABILITIES

Capital	\$ 90,000,000.00
Surplus Fund	170,000,000.00
Undivided Profits	45,148,336.25
Total Capital Funds	\$ 305,148,336.25
General Contingency Reserve	34,633,206.15
Deposits	\$3,106,648,080.53
Treasurer's Checks Outstanding	7,604,357.59
Total Deposits	3,114,252,438.12
Acceptances	\$ 4,347,293.69
Less: Own Acceptances	
Held for Investment	3,115,409.44
	\$ 1,231,884.25
Liability as Endorser on Acceptances and Foreign Bills	100,632.00
Foreign Funds Borrowed	152,550.00
Dividend Payable April 2, 1945	2,700,000.00
Items in Transit with Foreign Branches and Net Difference in Balances between Offices Due to Different Statement Dates of Foreign Branches	2,490,268.66
Accounts Payable, Reserve for Expenses, Taxes, etc.	23,090,998.94
	29,766,333.85
Total Liabilities	<u>\$3,483,800,314.37</u>

Securities carried at \$799,236,912.68 in the above Statement are pledged to qualify for fiduciary powers, to secure public moneys as required by law, and for other purposes. This Statement includes the resources and liabilities of the English and French Branches as of March 26, 1945, and Belgian Branch as of October 31, 1941.

Member Federal Deposit Insurance Corporation

model new quarters in the Twin Cities Midway district.

Directors are H. Jack Dow, president of Louis F. Dow Company; Albert E. Floan, secretary of Northwest Airlines, Inc.; Christian A. Lund, president of Northland Ski Manufacturing Company; James W. Moore, assistant vice president of Archer-Daniels-Midland Company; Frank C. O'Brien, vice president of Northwestern National Bank and president of the new bank; C. W. Onan, partner in D. W. Onan & Sons; Stanley L. Wasie, president of Merchants Motor Freight, Inc.; and J. Richard Wren, vice president and cashier of the new bank.

A. W. Sands, president of the Western State Bank of St. Paul and Miss Pauline Gusfenhoven, formerly a member of the St. Paul First National Bank staff, were married recently and have returned to St. Paul after a trip to Excelsior Springs, Missouri.

Cyrus P. Brown, 76, who served as president of the First National Bank of St. Paul for 11 years until 1929, died

• MINNESOTA NEWS •

recently at his home in Saunderstown, Rhode Island. He was born at Providence, Rhode Island, where he became president of the Industrial Trust Company. In St. Paul he was first vice president of the First National and in 1918 was elected president. He also established an investment firm, Brown, Lisle & Marshall Company.

Lyman E. Wakefield, president of the First National Bank of Minneapolis, has announced the election of Donald D. Davis to the bank's board of



DONALD D. DAVIS
On First National Board

directors. Davis is executive vice president of the Minnesota & Ontario Paper Company. He came to Minneapolis in

1922 after serving as a major in the Army Air Corps during the last war and became secretary of the Washburn-Crosby Company. He was presi-

dent of General Mills, Inc., from 1934 until December, 1942, when he became vice chairman of the War Production Board. He returned to Minneapolis

be Different -

GET OUT THE SCISSORS
Clip this ad, jot down
name and address, mail
it and we'll tell you the
story.

Bank _____

Address _____

Officer _____

...put new interest, attention value, and pulling power in your advertising. Send for complete information today... no obligation!



Craddick Service

★ ★ ADVERTISING ★ ★

408-410 ESSEX BUILDING
MINNEAPOLIS 2, MINN.

COURTEOUS BANK CHECKS

What a strange adjective to apply to bank checks, and yet Personalized Checks are courteous because those who use them extend to those who read them the courtesy of legibility.

Most people are courteous but there are millions whose signatures cannot be read and yet they sign letters and checks without realizing how much inconvenience they cause others. If they did realize they would have their names typed on letters and printed on checks.

Are such people "touchy" about their signatures? Would they be offended if it was pointed out to them that the printed name might help? We don't believe so, but it wouldn't take long to find out.

Just as a test... why not ask your bookkeeping department today to

pick out ten checks bearing signatures that are hard to read and are frequently missorted. Then frankly explain to these depositors how difficult it is to sort their checks and ask them to invest \$1.25 in 200 Personalized Checks. We predict that there won't be one who will take offense and when you get thru you will have ten more depositors whose checks will no longer create bottle necks in your shop.

Thousands of banks are now selling Personalized Checks to their depositors. The time is approaching when everyone will use them. They are good for the depositor, they save money for the bank and, to repeat, they are courteous. Write us for more complete information on the DeLuxe Personalized Check program.



Manufacturing Plants at:

NEW YORK, CLEVELAND, CHICAGO, KANSAS CITY, ST. PAUL

JAMIESON & COMPANY

Members
New York Stock Exchange
and Other Principal Exchanges

★
STOCKS
BONDS
COMMODITIES

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

OUR 50th YEAR

Northwestern Banker May 1945

last October. He is also a director of the American Hoist and Derrick Company of St. Paul.

Supervision over construction, equipment and rentals of buildings owned and occupied by banks and affiliates of First Bank Stock Corporation in 65 cities in Minnesota, Montana, North and South Dakota has been placed in the hands of **E. A. Tyler** who since 1929 had been rental manager of the First National Bank building in St. Paul. Tyler has been named manager of the department of buildings of the

First Service Corporation, operating affiliate of the First Bank Stock Corporation, with offices at the First National-Soo Line building in Minneapolis.

A. E. Giere, who has been operations manager of the First National Bank building in St. Paul will take over management of rentals for that building with **Paul M. Havens** as his associate.

The board of directors of the Minnehaha National Bank of Minneapolis has elected **R. C. Hitchcock**, general partner in R. C. Hitchcock & Sons, a mem-

ber of the board. Hitchcock's firm, which he founded in 1916, manufac-



R. C. HITCHCOCK
Named Bank Director

tures brass, aluminum and magnesium castings, being the only magnesium foundry in the Northwest, its total production now being used in war service.

A department devoted to business development, offering advice, information and financial assistance where needed, has been opened by the Midway National Bank of St. Paul. The department is under direction of **C. J. Ritt**, vice president and brother of **A. L. Ritt**, president.

Minnesota Brief News

Dr. F. E. Ellison of Monticello, Minnesota, has been elected president of the Wright County State Bank of Monticello, to fill the vacancy made by the recent death of Nic Schermer. Dr. Ellison has been on the board of directors and vice president since the bank was moved from Silver Creek.

Charles T. Peterson, formerly cashier of the State Bank of Mora, Mora, Minnesota, is assisting these days at the First National Bank of Braham, Minnesota. The former assistant cashier of the First National, **George Olson**, is now located in Detroit as a civilian member of the Aircraft Priorities Board, which covers Michigan, Ohio and Indiana.

Coast Guard Lieutenant **Oscar A. Olson, Jr.**, president of the First National Bank of Braham, Minnesota, was home recently on leave after 15 months in the South Pacific.

OUR 50th YEAR



ONE ★ TWO ★ THREE and FOUR

Correspondent service at the Live Stock National Bank offers:

1. Prompt credit for livestock shipments and cooperation on feeder loans.
2. Complete facilities for handling grain and hay items.
3. Efficient service on any Sioux City business.
4. Prompt and dependable transit facilities on all out of town items.

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

THE
LIVE STOCK
NATIONAL BANK

OF SIOUX CITY, IOWA

MEMBER F.D.I.C.

The Bank at the Yards



H. R. KIBBEE, JR.
President
Mitchell

SOUTH DAKOTA NEWS



Acting Secretary
LOIS J. HALVORSEN

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

Students Get Experience

Northwest Security National Bank and the Security Bank and Trust Company, Madison, South Dakota, are co-operating with the commerce department at Eastern to give students real business experience while they are taking commerce courses at Eastern. This is a plan similar to the cooperative work plan used with engineering students and other technical training programs.

In addition to work being assigned in the college offices, students enrolled in the commerce courses spend two weeks in actually working in the two banks. The plan has been worked out in connection with the course in secretarial training offered during the spring term at Eastern.

Depository Banks

The two Vermillion, South Dakota, banks, the Citizens and the National Bank of South Dakota, and the Security State Bank of Wakonda were named by the commissioners last month as the depository banks for Clay county funds.

Extend Charters

Extensions of corporate existence for three state banks have been approved by the state banking commission of South Dakota which also granted three applications for capital stock increases.

Given 20-year extensions of incorporation were First State Bank at Pierpont, Community State Bank at Lake Preston and Farmers State Bank at Marion.

Increased capital stock through amendment of incorporation articles was authorized for the Jones County Bank, Murdo, from \$15,000 to \$25,000; Vivian State Bank from \$10,000 to \$15,000, and the Community Bank of Hartford from \$25,000 to \$100,000.

Offer Farmers Record Books

The Leola State Bank, Leola, South Dakota, has a number of farm record books on hand which, if properly kept,

will save the farmer much time and money when income tax reporting time comes around. Every farmer should have a copy of this valuable record book, and the bank urges them to call for theirs.

Buy Time Saving Machine

The Farmers State Bank, Stickney, South Dakota, has bought a re-built posting machine, a much later style than their old machine, and it is a great time-saver. Amaine Donker is their new bookkeeper.

Deposits have increased about \$50,000 during the past year, according to E. G. Bormann, cashier.

Honor Long Time Banker

In recognition of E. H. Benedict's 60 years of continuous service to the bank, the Milbank branch, First National Bank of Aberdeen, South Dakota, and the Commerce and Community Club of Milbank, South Dakota, joined in a banquet of tribute to him last month. W. S. Given, former president of the bank, speaker of the evening, commended Mr. Benedict on his remarkable record with the longest consecutive period of service of any official in the Northwest Bancorporation group. He stated that Mr. Benedict had also served continuously for 46 years as treasurer of the board of education of Milbank and had played an important role in the development by the Milbank territory which, it was pointed out, was known only as Dakota when Mr. Benedict began his banking career in April 1885—statehood was still four and a half years away. As a token of esteem, Mr. Benedict was presented by his bank associates with a sterling silver, monogrammed cigarette lighter.

Announce Capital Increase

John L. Wood, president of Community Bank, Hartford, South Dakota, announces an increase in the capital account of that bank to \$120,000, with capital of \$100,000, surplus of \$10,000 and undivided profits of \$10,000, and

with a new loan limit of \$22,000 to one borrower.

Community Bank was established on July 15, 1925, with a capital of \$25,000 and Mr. Wood has been managing officer of the bank during that time.

In 1938 a branch was established at Humboldt and in 1941 a branch at Colton, and Community Bank will be the first state bank to comply with the provisions of the South Dakota branch bank act. Deposits of the bank are more than one and one-half million dollars and the bank services nearly the whole western half of Minnehaha county. N. F. Van Vleet has been manager at Humboldt and W. J. Berdahl at Colton.

Ease Foot Work

The Springfield State Bank, Springfield, South Dakota, is having a new floor laid in the lobby and work room, of asbestos tile, which will be a marked improvement in both appearance and foot comfort for the employees.

Davison County Depositories

The two Mitchell, South Dakota, banks, the Commercial Trust and Savings and the Mitchell National, were approved as depositories for Davison county funds, at the meeting of the county commissioners recently.

Bankers GSDA Directors

In an outline for a program of work for 1945 of the Greater South Dakota Association, a number of bankers of that state will take a prominent part.

Among directors of the GSDA are: J. M. Lloyd, vice president, American State Bank, Yankton; T. M. Brinsbine, cashier, Sanborn County Bank, Woonsocket; Fred L. Lewis, president of the First National Bank, Lemmon, and John N. Thomson, vice president of the Bank of Centerville.

Sioux Falls News

SIoux FALLS banking news was highlighted last month by the opening of the new Sioux Valley Bank, under the presidency of **Erling Haugo**, former South Dakota banking superintendent.

In organizing the new bank, amended articles of incorporation were filed, providing for the establishment of the Sioux Falls bank with a branch at Harrisburg, succeeding the Harrisburg State Bank.

Appointed as cashier of Haugo's bank was **Roy H. Fenner**, former examiner with the state banking department. A Sioux Falls resident, Fenner entered the banking business in 1918 at Milbank. After serving in the army

Northwestern Banker May 1945

OUR 50th YEAR

THE NEW YORK TRUST COMPANY

Capital Funds Over \$50,000,000



100 BROADWAY

MADISON AVENUE
AND 40TH STREET

TEN
ROCKEFELLER
PLAZA

★
BUY
WAR
BONDS
★

Member of the Federal Deposit Insurance Corporation

during the first World War, Fenner was associated with a bank at Minot, North Dakota, for two years, then became assistant cashier of the First State Bank at Wilmot, South Dakota, a position he held 17 years. He served as state bank examiner under Haugo for six years.

Haugo announced that **H. G. Mosby** field secretary and business manager of the South Dakota Education association since 1939, will be vice president of the Sioux Valley bank and manager of the Harrisburg office.

Under the amended articles of incorporation, the bank has a capital account of \$67,500, with \$50,000 common capital. The increased capitalization will permit a higher loan limit at the Harrisburg branch, Haugo said.

In addition to Haugo and Fenner, the Sioux Falls staff includes **Milo Hess**, formerly with the Madison branch of the Northwest Security National Bank, who is serving as teller, and **Miss Frances Kinney**, stenographer and bookkeeper.

Miss Marie Blue, who has been associated with the Harrisburg State Bank for a number of years, continues in that city as assistant in the branch office.

News of interest to bankers here was

the fact that 25-year-old **Lt. Col. William DePuy** of Sioux Falls had been given the assignment of guarding the huge hoard of German gold discovered in caves at Merkers, Germany. **Lt. Col. DePuy** is the son of **Mr. and Mrs. R. M. DePuy** of Sioux Falls, who moved last July from Brookings, where Mr. DePuy was branch manager of the Northwest Security National Bank.

Ten graduates of an American Institute of Banking course in commercial law, conducted in Sioux Falls by Roy Willy, attorney, were feted at a banquet at the Carpenter hotel given by **Ralph M. Watson**, president of the Northwest Security National Bank.

The group of graduates included **B. F. Borgers** and **Louise W. Woelk** of the Northwest Security National Bank; **Lillian Boyd**, **Dorothy Campbell** and **N. W. Wilson** of the Union Savings Bank; **W. J. Corcoran**, **Marie Iverson**, **Henry C. Lehr** and **Mary Alice Simpson** of the National Bank of South Dakota, and **Milton R. Jacobs** of the Western Surety Company.

Others attending the banquet were **L. H. Hagen**, president of the local AIB chapter; **Adolph Lodmell**, former president; **T. S. Harkison**, president of the National Bank of South Dakota; **William Duffy**, president of the Union Savings Bank; **W. E. Perrenoud**, cashier of the First National Bank and Trust Company; and **Petrine Horstad**, secretary in the Willy law office.

Sioux Falls bankers are participating wholeheartedly in a campaign to raise a fund of \$195,750 for the construction of a new, modern YWCA building there, and to cover current YMCA-YWCA expenses.

In the teams' section responsible for solicitation of 5,000 prospects. **C. A. Christopherson**, chairman of the board of directors of the Union Savings Bank, is one of four group leaders. Serving as one of the solicitors is **H. O. Engen**, cashier and vice president of the Union Savings Bank, as is **Mrs. P. H. McDowell**, wife of the vice president and trust officer of the Northwest Security National Bank.

Among members of the pattern gifts committee is **Tom S. Harkison**, president of the National Bank of South Dakota. Among men soliciting advance gifts to the fund are **Harkison** and **Ralph Watson**, president of the Northwest Security National Bank.

South Dakota bankers are making plans for full participation in the 7th War Loan campaign, according to **T. N. Hayter**, vice president of the First National Bank and Trust Company and South Dakota chairman of the American Bankers' Association bond sales

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committee. He reported that **Shirley Ford**, president of the Northwest National Bank of Minneapolis, has been named regional chairman of the ABA committee, supervising the program in Minnesota, North and South Dakota, and Iowa.

P. K. McDowell, vice president and trust officer of the Northwest Security National Bank, who has had charge of naval officer procurement in South Dakota, is a charter member of the recently-organized Sioux Falls council, Navy League of the United States. He arranged a chaplain recruitment campaign when Lt. Comdr. A. J. McKelway, who served 20 months aboard the Essex aircraft carrier, addressed Sioux Falls ministers. McDowell has also been active as a regional coordinator of the state war savings staff in organizing the 7th War Loan campaign in southwestern South Dakota.

Fred Hollister, chairman of the board of directors of the Northwest Security National Bank, returned to Sioux Falls after 2½ months in Florida, just in time to catch a raging mid-April blizzard.

CPO Rodney O. Bray of the navy, son of **O. A. Bray**, assistant cashier of the Northwest Security National Bank, returned home on leave after two years at Samoa and 14 months in the Philippine area. He was married last month to Martha Schnaidt, daughter of Mr. and Mrs. William F. Schnaidt.

J. Cameron Thomson, president of the Northwest Bancorporation, Minneapolis, delivered the commencement address at Huron College on May 5th.

Among the bankers in Sioux Falls for the opening of the new Sioux Valley Bank was **Don Crouley**, vice president of the Northwest National Bank of Minneapolis.

Recommends This Book

C. J. Claassen, president of the Farmers National Company, of Omaha, says that the book "Two Billion Acre Farm," is the keenest sort of American history written in television tempo that returning war veterans, the Medical Association, and city readers like too many folks are, will revel in—history teachers will like it, and even Rosie the Riveter."

Mr. Claassen says this unusual book will give its readers a new, quick historical glance at the present, and also into Iowa and Nebraska industrial future. Published by Doubleday, Doran—at \$2.50.

OUR 50th YEAR

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Northwestern Banker May 1945



A. C. IDSVOOG
President
Grafton

NORTH DAKOTA NEWS



C. C. WATTAM
Secretary
Fargo

Deposits Near Three Million

Moving from Silva, North Dakota, to Harvey, North Dakota, in 1936, the First State Bank of Harvey bought the building and fixtures of the First National Bank there, which liquidated at that time. Deposits of the First State recorded in 1938 were \$334,714, and have grown from that figure to almost \$3,000,000 at the close of 1944.

War Bond Quota

North Dakota's War Bond quota for the 7th War Loan Drive is \$33,500,000, and President A. C. Idsvoog has been reappointed as American Bankers Association committee chairman for North Dakota.

Bank President Retires

J. J. Schmid, after 20 years as president of the First National Bank of Wilton, North Dakota, retired from that office last month.

Final Hearings

In Bismarck, North Dakota, Judge Fred Jansonius set this month for final hearings on seven closed state banks on which final reports of liquidation have been filed by L. R. Baird, state receiver.

They include the Bank of Zahl; Fortuna State Bank; Merchants State Bank, Velva; First State Bank, Stady; First State Bank, Ryder; Farmers and Merchants State Bank, Bowdon, and Farmers State Bank of Driscoll.

Buys Bank

First National Bank of Williston, North Dakota, has been purchased by a group of businessmen from P. M. Johnson, who is retiring.

Highest in 63 Years Business

Deposits of the First National Bank of Mandan, North Dakota, at the close of business March 20th were \$4,687,978, the largest total of individual deposits in the 63-year history of the bank, J.

R. Madsen, president, said recently.

It is one of the pioneer institutions in the city and one of the early national banks in the state.

Fine Crop Prospects

Excellent subsoil moisture conditions promise a good start for 1945 crops in the Ninth Federal Reserve District, the Federal Reserve Bank, Minneapolis, points out to bankers throughout the area relative to business and agricultural conditions in the northwest.

"Crop prospects . . . appear optimistic, if a guess this early in the season may be made," the bank said.

It pointed out there will be a large acreage planted with better seed, such as hybrid corn and improved varieties of oats, wheat and other crops, and it added:

"A near-record production of fertilizers will aid crop production. Government price guarantees of farm products and the need for food will encourage continued maximum efforts of farmers to produce to the limit."

Fargo News

UNDER auspices of the North Dakota Bankers Association a series of group meetings for discussion of current and postwar problems were scheduled last month, it was announced by C. C. Wattam of Fargo, association secretary.

The meetings, each with a dinner at 6:30, were as follows: Valley City, Rudolph hotel; Devils Lake, Great Northern hotel; Minot, Country club; Bismarck, Patterson hotel.

A. C. Idsvoog of Grafton, association president, discussed the association's part in the Seventh War Loan; Jerry Murphy of the Fargo U. S. Veterans facility, the GI Bill; Pat O'Brien of the Reconstruction Finance Corporation, Minneapolis, small business loans; G. A. Klefstad of the Sargent County Bank, Foreman, North Dakota, and a

member of the state legislature, legislation; C. C. Wattam of Fargo, association secretary, general problems, and John Graham of Bismarck, state bank examiner, problems of banking generally.

Bankers from areas surrounding each of the cities were invited to attend the sessions.

A series of six regional meetings for insurance men, sponsored by the North Dakota Association of Insurance Agents, were held recently.

All afternoon sessions, they were held at Fargo, Charles A. Dawson, chairman; Grand Forks, Agnes Thompson; Valley City, Thomas Yaeger; Devils Lake, A. A. Powell; Minot, R. J. Doebler and H. W. Montgomery; Bismarck, J. D. Byrne and W. A. Harr.

Speakers scheduled were C. W. Hewitt of Dorset, Minnesota, prominent banker and insurance man; Walter J. LeMunyon of New York City, agency superintendent for the Fidelity and Casualty Company; Trimble P. Davis of Fargo, state agent for the Phoenix Insurance Company, and Wallace O. Rogers of Chicago, public relations representative of the national association.

Purchase of the Farmers State Bank at Crosby, North Dakota, was made by some of the officers and directors of the First National Bank of Williston, North Dakota.

Officers of the Crosby bank are: Ben Bartz, president; Harold Hanisch, vice president; E. G. Johnson, cashier, and R. G. Rasmusson, director. Bartz and Hanisch also are directors. Mr. Johnson has been cashier several years.

Mr. Bartz, manager of The Texas Company's plant at Williston, is manager of the bank, assisted by Hanisch, formerly with the Case Company.

Change of ownership of the Citizens State Bank of Enderlin, North Dakota, took place recently when St. Olaf college of Northfield, Minnesota, sold its stock in the bank. The new owners were O. A. Refling of Drake, North Dakota; Fred J. Mohr, of Fessenden, North Dakota; E. Nygren of Elbow Lake, Minnesota, and E. N. Kittelson, Roy Rasmusson, John Austad and Mrs. W. W. Shaw, all of Enderlin.

Refling, president of the new bank, also is president of the First National Bank of Drake, the First National Bank of Bottineau and the First National Bank of Fessenden. Nygren is in the mercantile business at Elbow Lake. Kittelson and Rasmusson retain their present positions as cashier and assistant cashier, respectively.

OUR 50th YEAR

Northwestern Banker May 1945

J. A. Graham, North Dakota state bank examiner, announces that there were no changes in the state banks of North Dakota as to new banks, changes in bank titles, mergers, consolidations, closings or banks that have voted to enter into voluntary liquidation, during March.

WHAT'S AHEAD FOR BANKERS

(Continued from page 19)

and **Lois Halvorsen**, acting secretary for South Dakota, answered many questions about the plan.

The ABA is doing a pretty poor job of sending out news from Washington as such affects the banks of the country, believes **Harry Hausman**, secretary of the Illinois Association. There is need of a better pattern to follow so that state secretaries can be informed in advance of changes, giving them a better chance to know how to meet situations that arise.

With the Conference held in Chicago, Mr. Hausman was what might be termed master of ceremonies for the occasion, and had arranged for the several luncheons and other entertainment, and his efforts were highly successful.

LEGAL QUESTIONS

(Continued from page 22)

six year old girl and \$1,000 for doctor's bills, expenses, and loss of services during minority. In so holding, the Court pointed out that in earlier decisions of some years standing lower allowances were held not excessive, but that, because the level of personal earnings has risen and interest rates have gone down, the allowances named in such decisions were no longer proper.

Bolian, a young Missouri banker, was appointed executor of the estate of a deceased friend. He had never acted in such capacity before. Could he, without court approval, pay such claims as were presented to him against the estate of the decedent.

No. Under Missouri statute, no administrator or executor has the right to pay alleged claims against a decedent's estate, unless they are presented and allowed by the court having jurisdiction to do so, regardless of the right and justice of the claims.

Hess, a North Dakota farmer, held certain land in that state subject to a trust. He sold the land to **Conn**, a

banker, for a cash price that was equivalent to its full value. **Conn** had no notice of the trust. Did **Conn** take the property subject thereto?

No. A transferee of real property subject to a trust takes it free of the trust if he is a purchaser without notice and for value.

Armstrong, an Alabama banker, executed, and had witnessed, a will which was subsequently contested. It was contended at the trial of the

will contest suit that the instrument was not a proper one because the witnesses who attested the testator's signature had not done so at his personal request. If the facts supported such contention, was the will, nevertheless, valid?

Yes. The attestation of a will in Alabama need not be at the personal request of the testator. It is sufficient if done in the testator's presence with his knowledge or consent expressed or implied.



The First National Bank of Chicago

Statement of Condition March 20, 1945

ASSETS

Cash and Due from Banks,	\$ 402,330,817.98
United States Obligations—Direct and fully Guaranteed,	
Unpledged,	\$826,965,880.70
Pledged—To Secure Public Deposits and	
Deposits Subject to Federal Court Order,	336,541,088.46
To Secure Trust Deposits,	29,053,761.25
Under Trust Act of Illinois,	537,483.83
Other Bonds and Securities,	1,193,098,214.24
Loans and Discounts,	107,913,269.26
Real Estate (Bank Building),	390,041,693.80
Federal Reserve Bank Stock,	3,682,102.41
Customers' Liability Account of Acceptances,	3,000,000.00
Interest Earned, not Collected,	1,677,423.71
Other Assets,	3,543,809.13
	646,624.57
	\$2,105,933,955.10

LIABILITIES

Capital Stock,	\$ 50,000,000.00
Surplus,	50,000,000.00
Other Undivided Profits,	3,026,596.88
Discount Collected, but not Earned,	762,691.81
Dividends Declared, but Unpaid,	2,000,000.00
Reserve for Taxes, etc.,	9,347,257.74
Liability Account of Acceptances,	1,837,763.03
Time Deposits,	\$ 259,452,494.78
Demand Deposits,	1,368,121,057.50
Deposits of Public Funds,	361,385,888.75
Liabilities other than those above stated,	204.61
	\$2,105,933,955.10

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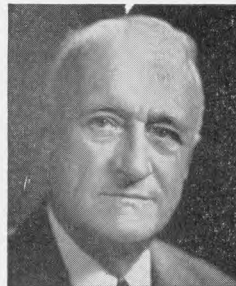
Stock Yards National Bank
Omaha, Nebraska

MEMBER, F. D. I. C.



EDGAR McBRIDE
President
Blue Hill

NEBRASKA NEWS



WM. B. HUGHES
Secretary
Omaha

Named to Board

W. H. Collett, vice president and cashier of the Crete State Bank, Crete, Nebraska, attended the State War Conference of the Nebraska Junior Chamber of Commerce, held at Fremont last month, acting as chairman of the awards committee.

James E. Pallett of the Crete State Bank was recently elected to the board of directors, to replace the late O. G. Miller. Mr. Pallett is a Crete merchant and prominent in civic affairs.

Back from the South

T. T. Varney, president of the Broken Bow State Bank, Broken Bow, Nebraska, returned to Broken Bow after spending a two months' vacation at St. Petersburg, Florida.

The bank was low bidder on \$16,000 city of Broken Bow airport bonds, which were offered for sale by the city council last month.

Deposits Increase

Increase in the deposits of the Fairbury State Bank, Fairbury, Nebraska, during the past year up to late last month was \$520,500, according to Irl Else, president of the bank. Mr. Else said the bank will have been in business for nine years August 1, 1945. M. B. Weaver, director and retired railway conductor, died there recently.

Receives Legion Honor

Edgar McBride, president of the Nebraska Bankers Association and president of the Commercial Bank, Blue Hill, Nebraska, was recently presented with the American Legion 25-year button. R. C. Patterson, department adjutant of the Nebraska American Legion, writes in connection with the presentation: "I'd like to have you accept this from the World War II veterans of Nebraska, as a slight token of appreciation for what you are doing for them. I wanted to send this button to you on behalf of these World War II men after attending the recent meeting and seeing your interest in getting the intricate problems of the G. I. Bill

of Rights worked out for them. There will be criticism by those who do not understand, but I want you to feel every time you look at this button that you were the one person in the state who took the move that really cleared up a thousand and one problems for these men. It made me much more proud of the Legion to know that one of our members was doing the fine job which you have under your direction."

Completes 30 Years Service

On June 1, 1945, H. G. Thorley will have completed thirty years of continuous service at the First National Bank of Springview, Nebraska, of which he is now president. Mr. Thorley also serves the Commercial National Bank of Ainsworth as president.

Veteran Banker With Examiners

Walter J. Klutman of Columbus, Nebraska, is assisting State Bank Examiner A. J. Jorgensen. He was with the First State Bank, Lodgepole, Nebraska, prior to entering the service in July, 1941, saw action in France, where he was injured. He was hospitalized in this country, and later, in December, 1944, was discharged. He was a second lieutenant at the time of his discharge.

Bankers on Sick List

James T. Shewell, vice president, Farmers Bank, Nebraska City, Nebraska, has been out of the bank since October with a broken hip. He is now getting around the house on crutches.

J. R. Stevenson, cashier, has been out of the bank since September with a severe attack of asthma. He has been in Arizona since Christmas and is showing some improvement. He hopes to be home the first of this month.

Mrs. Stella Wyatt, remittance and statement clerk in the bank for the past twenty-six years, has retired, and Wanda Morris, formerly one of the bookkeepers, has been advanced to her position, as well as part time teller. Mrs. Margaret Conley has been employed as bookkeeper.

G. C. Benning

Gottlieb C. Benning, 61, cashier of the Bank of Madison, Madison, Nebraska, died last month at his home in Madison.

From 1904 to 1906 he was assistant cashier of the Meadow Grove State Bank, and from 1906 to 1915 was cashier of the Battle Creek Valley Bank. He then took up ranching in Montana, but returned in 1916 to Nebraska to become cashier of the Monowi State Bank.

From 1921 to 1925 he was cashier of the Battle Creek Valley Bank, following which he came to Norfolk to serve for ten years as secretary and treasurer of the Norfolk Livestock Sales Company. From 1937 until his death he was cashier of the Bank of Madison.

Buy Bank Interests

W. H. Swartz and W. B. Abrahamson have purchased the Titus interests in the First National Bank of Loomis, Nebraska.

All of the capital stock that had been held by Titus interests became the property of the two men, who had already held a sizeable interest in the stock of the institution, which they have served for the past 38 years.

W. H. Swartz, who has served as president, and W. B. Abrahamson as vice president and cashier, will continue in their present capacities.

The bank, at the time of its last statement on March 20th, had deposits of \$747,277.

New Bank at Sutherland

The First Security Bank of Sutherland, Nebraska, replacing the Sutherland Cooperative Credit Association, opened for business last month, J. F. Peters, state banking director, announced.

Capital stock was listed at \$25,000; surplus, \$5,000, and undivided profits, \$2,500. Officers are: F. H. Whitlake, president; C. C. Whitlake, vice president; Arch Leu, second vice president, and R. E. Watson, cashier.

List Bank Officers

In a recent meeting of the board of directors of the First National Bank, Friend, Nebraska, P. O. Southwick was elected president, and H. J. Southwick, chairman of the board of directors. A. H. Frantz was elected vice president and P. M. Rogers advanced to cashier. Mr. Rogers will also occupy the directorship formerly held by Mrs. Lola Southwick-Funk, who lives in California.

Mr. Rogers became associated with the bank in April, 1919.

H. E. Nunemaker remains a member of the board of directors.

Northwestern Banker May 1945

OUR 50th YEAR

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Omaha Clearings

OMAHA banks had total deposits of \$379,375,732 on March 20, a gain of \$37,684,830 over the \$341,690,902 reported on April 13, 1944, according to figures in response to a bank call by the Comptroller of Currency.

Total loans were \$46,544,511, an increase over April 13, 1944 (\$39,869,438) of \$6,675,073.

Deposits were \$7,493,910 less than on December 30, 1944, when the figure was \$386,869,642. Loans were \$3,321,096 less than the \$49,865,601 December 30 total.

The March 20 figures, by banks:

	Deposits	Loans
Omaha National	\$141,503,215	\$14,145,267
First National	71,925,508	12,480,228
U. S. National.....	71,050,594	6,385,230
Live Stock National....	55,838,671	8,257,589
Stockyards National	21,030,420	2,511,376
Packers National	7,382,260	1,017,108
Douglas County Bank....	5,486,400	654,570
North Side Bank.....	3,637,495	232,047
South Omaha Savings....	1,521,169	629,046
Totals	\$379,375,732	\$46,544,511

Nebraska bankers think the GI Bill of Rights has thrown so many safeguards about the returning veteran seeking a loan that it is making it hard for him to get the loan. The bankers have made plans to tell the Veterans Administration their views.

Fifty Nebraska bankers, including a number from Omaha, met in Lincoln at the call of Sam Waugh, Lincoln, chairman of the GI Bill Committee of the Nebraska Bankers Association. They requested modification of the requirements for a veteran's loan. One of the recommendations was a more flexible interpretation of what is a "reasonable

and normal value of property," in regard to appraisals.

Edgar McBride, Blue Hill, president of the association, and William B. Hughes, Omaha, secretary, were chosen to present the recommendations to a committee of the American Bankers' Association, which, in turn, was to present them to the American Legion, and the Legion was to take the matter up with the Veterans' Administration.

Among Omahans at the Lincoln meeting were Dale Matthews, James

Moore, Harry Rogers, Austin Vickery, E. N. Solomon, Albert Stelling, Wade Martin and A. J. Hallas.

The new loan program of the Reconstruction Finance Corporation is getting a "very favorable reception" from banks throughout Nebraska and Wyoming, according to Herbert S. Daniel of Omaha, RFC regional manager.

The program, announced to all state and national banks in the two states, provides RFC participation with private lending institutions up to 75 per cent of commercial and industrial loans which do not exceed \$250,000.

"We have received many inquiries about the program," Mr. Daniel said.

The program is designed to aid business reconversion and industrial expansion.

Col. J. Francis McDermott, on leave from his duties as vice president of the First National Bank of Omaha, addressed the annual dinner of the Men's class of the First Presbyterian church of Omaha. He is Seventh Service Command War Bond officer.

Walter V. Raynor, in the securities business since 1923 in Omaha, has joined the firm of John M. Douglas, Omaha investment bankers. He was originally with the United States Na-

AT YOUR SERVICE

The First National Bank St. Joseph, Missouri

F. L. Ford, President

G. E. Porter, Vice-President

R. E. Jones, Jr., Vice-President and Cashier

H. H. Mohler, Assistant Vice-President

Jno. J. Walsh, Assistant Vice-President

Walter Canter, Assistant Cashier

V. P. Meyer, Assistant Cashier

L. A. Walker, Assistant Cashier

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OMAHA, NEBRASKA

OUR 50th YEAR

Northwestern Banker May 1945

tional Company in charge of the municipal bond department, and has been active in that field ever since.

Ben F. Danbaum, former chief of detectives in Omaha, has disposed of business interests in Omaha, including the Omaha Currency Exchange, and has moved to Miami, Florida, where he expected to establish a beverage distributing company.

The Currency Exchange was sold to **Henry A. Hovey**, formerly connected

with the Stock Yards National Bank of Omaha and the South Omaha Savings Bank, who for the last two years has been president of a bank in San Antonio, Texas. Mr. Hovey, son of Ford E. Hovey, president of the Occidental Building and Loan Association of Omaha, returned recently from Texas. Mr. Hovey is moving the Currency Exchange from 305 South Sixteenth Street to 1414 Farnam Street.

Mr. and Mrs. Arthur L. Coad entertained at a tea in Omaha last month to observe their twenty-fifth wedding anniversary. Mr. Coad is president of the Packers National Bank of Omaha. Their daughter, Miss Catherine Ann Coad, received with her parents.

Six members of the new People's Power Commission in Omaha, appointed recently by Mayor Dan Butler and confirmed unanimously by the City Council, included:

Charles D. Saunders, vice president of the First National Bank of Omaha, former chairman of the Downtown Ration Board, treasurer of the Douglas County Chapter, National Foundation for Infantile Paralysis, and chairman of the executive committee of the Omaha Chamber of Commerce; **Samuel L. Cooper**, president-treasurer of Orchard & Wilhelm; **David Goldman**, secretary-treasurer and manager of Herzberg's; **J. M. Harding**, investments; **Clarence L. Kirkland**, general manager, Omaha Industries, Inc.; **C. E. Metzger**, firm member of Roberts Brothers & Rose Livestock Commission Company.

Added to these were two members appointed by Governor Dwight Griswold of Nebraska: **Karl C. Brown**, Papillion, vice president of the Banking House of A. W. Clarke, and **Roy E. Bott**, Hooper implement dealer, Mr. Bott succeeds Emil Wolf, North Bend

banker, and Mr. Brown succeeds Dr. B. H. Baer, Ashland.

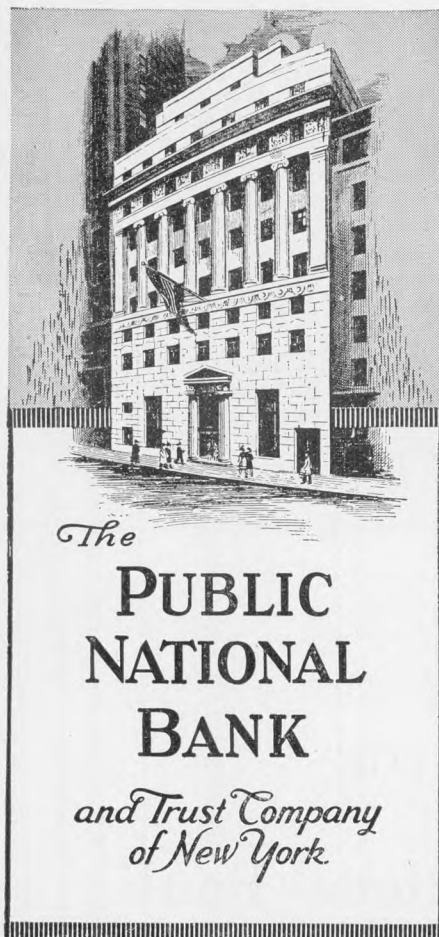
Harry Coffee, president of the Union Stock Yards Company of Omaha, announced that the board of directors declared a quarterly dividend of 75 cents a share, payable last month on common stock of record March 21. The company paid a total of \$3.50 a share in dividends during 1944.

An Associated Press Wirephoto from the Navy, which appeared in the Omaha World Herald, was identified by **Mrs. Alvin E. Johnson** of Omaha as that of her son, Pfc. Howard M. Johnson. Mrs. Johnson said several friends called to tell her that they also recognized her son in the picture. The photo's caption said that the soldier was carrying a wounded native child to a first aid station for treatment on Okinawa. Private Johnson, 21, member of an infantry division, was wounded by shrapnel in the Leyte campaign. He went overseas last July. His father is president of the Live Stock National Bank of Omaha.

Beautify Bank

The American National Bank of Sidney, Nebraska, is doing a first class job of decorating its banking room. The ceiling has been covered with an acoustical material which materially reduces noises and adds much in beauty as well. The metal grill work over the counter is being removed and fixtures at the counter modernized.

The entire banking room is trimmed with Spanish marble. A new addition in the way of a marble shelf to match is being extended the entire length of the banking windows so that customers may have a convenient shelf on which to place their bundles and other articles while being waited on at the windows.



First National Bank of Omaha

Oldest National Bank From Omaha West

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Northwestern Banker May 1945

OUR 50th YEAR



Lincoln Locals

THE Nebraska legislature voted down Lester H. Anderson's amendment to LB 33, Babcock's par check bill by a vote of 15 to 25 and then ordered the measure from the general file to enrollment and review by a voice vote without further controversy. Some of the sharpest debate of the entire session took place over the bill and the responsibilities of the bankers and their reasons for asking the right to charge for cashing checks. Members said that to compel the banks to get along without this charge would drive many into the federal reserve system where the charge is absorbed in the system.

A loud crash and the shattering of glass attracted many passers-by in downtown Lincoln when a large display window on the west side of the **Continental National Bank** was blown out by the force of the wind.

"Fortunately there was no one going by the bank on Eleventh street at the moment the window fell," **C. W. Battey**, executive vice president of the bank, said, "and it was also fortunate that the window did not fall inside as it would probably have injured employees directly in line of the window." One passerby was near the path of the glass as it shattered, but escaped injury.

The window was not known to have been weak, said Battey, and apparently the wind was sufficiently strong to dislodge it.

Although Lincoln's downtown and suburban banks show substantial increases in deposits as of March 20,

compared to the comparative call date, April 13, 1944, they did not quite attain the remarkable showing of December 30, 1944. The total of all deposits on March 20 was \$114,142,327.58. On December 30, the amount was \$116,100,630.32, an aggregate never before attained in the history of Lincoln banking.

Bank deposits in **Nebraska** since the beginning of the war have increased 137 per cent, for the second largest rise in the nation, according to **J. F. Peters**, state banking director.

Florida, with an increase of 151 per cent from December 31, 1941-June 30, 1944, leads the states, he said. Oregon stood third, with 136 per cent increase. Peters pointed out the larger states generally reported lower increases, and cited New York, with a rise of 44 per cent.

Straight Shooter

O. C. Hinds, cashier, First National Bank, Weeping Water, Nebraska, demonstrated his expertness as a straight shooter last month when he killed the only wolf which lost its life during the wolf hunt east of Louisville.

Hold Annual Election

Farmers State Bank of Talmage, Nebraska, elected the following officers last month: Carrol Osborn, president; B. M. Spencer, Nebraska City, vice president; Ernest Frerichs, director, together with the others; and E. G. Spencer, cashier. Mr. Osborn succeeds

as president the late B. C. Marquardt, Avoca, who had been head of the institution since 1912.

Cashier Named County Clerk

Horace W. Travis, assistant cashier of the First National Bank, Ord, Nebraska, last month was named Valley county clerk, to fill out the unexpired portion of the term to which Ign. Klima, Jr., was elected, a little less than two years ago.

He was to take office the first of this month.

Promote Three Officers

At a meeting of the directors of the Farmers State Bank, held at Plymouth, Nebraska, recently, the following officers were elected: President, Luther Bonham; vice president, H. B. Jennings; vice president, George Apking; cashier, Clarence H. Sixel; assistant cashier, Esther Lammel. This is a promotion for George Apking, Clarence Sixel and Esther Lammel.

C. E. Samuelson

C. E. Samuelson, 80, former state legislator and a veteran Hildreth, Nebraska, banker and merchant, died recently at his home after several months' illness.

In business there more than 50 years, Mr. Samuelson was owner of the Hildreth Mercantile Company and vice president of the State Bank of Hildreth. He was representative from this district in the legislature from 1912 to 1916.



Complete, state-wide correspondent service is yours for the asking at this bank in Nebraska's Capital City.

The
**CONTINENTAL NATIONAL
BANK
of
LINCOLN**

Member Federal Deposit Insurance Corporation

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

OUR 50th YEAR

Northwestern Banker May 1945

LIVE STOCK NATIONAL BANK

OMAHA, NEBRASKA

Invites you to send your
out-of-town items
for credit

Complete correspondent
banking service

TRY US

OFFICERS

ALVIN E. JOHNSON
President

HENRY C. KARPf
Vice President

R. H. KROEGER
Vice President

PAUL HANSEN
Vice President and Cashier

W. DEAN VOGEL
Vice President and Trust Officer

WADE R. MARTIN
Vice President

H. H. ECHTERMAYER
Vice President

L. V. PULLIAM
Assistant Cashier

C. G. PEARSON
Assistant Cashier

EARL R. CHERRY
Assistant Cashier

W. WALLACE KEENAN
Trust Officer

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

A Postwar Plan

A building site has been purchased and plans are being made for construction of a new bank building for the Union Bank and Trust Company, Strawberry Point, Iowa, when conditions will allow new construction. F. Moorman & Company, Minneapolis, Minnesota, are making the plans and will have charge of construction.

Four Sons in Service

Of his sons in the service, J. H. Brekken, cashier of the Randall State Bank, Randall, Iowa, says, "The war department wanted men to preserve Liberty. My four boys wanted Liberty preserved for America for the present and future and so they went overseas to meet the aggressors. The most fortunate news to this writing, is that none of them have been reported casualties, although in dangerous spots at times. We hope that the day is not far distant when they can return home to relieve the manpower shortage and find time for many other activities in connection with banking, now being omitted."

Marshall County Bankers Meet

A dinner meeting of the Marshall County Bankers Association was held at Melbourne, Iowa, last month. This meeting was called by Hugh McCleery, president of the association, to meet with the Marshall County War Finance committee in regard to the 7th War Loan. Guests at the meeting besides the Marshall County War Finance Committee were M. W. Ellis, superintendent of banking; H. R. Jackson, deputy superintendent of the Iowa Des Moines National Bank of Des Moines.

New officers elected at the meeting are: E. J. Paul, vice president of the Fidelity Savings Bank at Marshalltown, president; Creston Ackley, assistant cashier of the Commercial State Bank of Marshalltown, vice president, and Bertel Leth, cashier of the Pro-

ducers Savings Bank of Green Mountain, secretary-treasurer.

Croix de Guerre

S. Sgt. Robert A. Gleeson, nephew of A. G. Sam, president of the First National Bank, Sioux City, Iowa, received the croix de guerre from French Gen. Koeltz at a base somewhere in Germany. Sgt. Gleeson is with the Ninth American army. According to information received recently by relatives, Sgt. Gleeson was commissioned as a second lieutenant, and now is inside Germany.

Deputy Superintendent

Appointment has been made of Hugh R. Jackson, veteran examiner, as Deputy Superintendent of Banking for Iowa, succeeding the late Ralph Bunce. Mr. Jackson came to the department of banking in 1924 and has been continuously with the department since then. He has long been the dean of the staff of examiners.

He was born September 10, 1889, and has served in various sections of the State, thus becoming well known to many of the bankers. In recent years he has had his headquarters in Iowa City where he has had charge of the examination of the banks in the eastern part of the state.

In a letter from Melvin W. Ellis, superintendent of banking, to the NORTHWESTERN BANKER in connection with Mr. Jackson's appointment, he said, "He is most approachable, very easy to like, super salesman and readily puts over his ideas without resorting to the authority of his office."

"While we are all going to miss Ralph Bunce tremendously, all will learn that Jack is devoted to his ideals of sound bank supervision and will be most cooperative with the Iowa bankers."

Dividend Paid

Trustees for the Depositor's Trust of the Palo Savings Bank, Palo, Iowa, paid to holders of trust certificates last

month a 10 per cent dividend. This payment brings total dividends to 90 per cent of the certificates, and 95 per cent of the original deposit—50 per cent being made available at the time the trust was established.

Visits Banker

Capt. Frank Jacobs, and wife and son of Big Spring, Texas, last month made a short visit in the homes of Gust Beeler, Lanesboro, and Walter Jacobs, vice president of the Lake City State Bank, at Lake City, Iowa. Before entering the air force, Capt. Jacobs was a teller in the Security National Bank, Sioux City, Iowa.

Assistant Cashier

Elmer G. Koehler is the successor to Fey F. Mieras, as assistant cashier at the First Trust and Savings Bank, Alta, Iowa. Mr. Koehler has recently been discharged from the armed forces after having served his country overseas. Previous to his entrance into the armed forces, Mr. Koehler was associated with the First Trust and Savings Bank, Anthon, Iowa.

Opening Branch Office

M. O. Sagers, vice president of the Jackson State Savings Bank, Maquoketa, Iowa, who has been at Rochester, Minnesota, recuperating, is now back in Maquoketa and within a few weeks will be attending to his duties in the bank. John Jargo, cashier, is filling his place at the present time. The branch office, which opens this month in Delmar, will be operated by Dewey Kuiken, who formerly operated the Maurice, Iowa, branch out of Orange City.

Rotary Club President

M. A. Arneson, president of the Clear Lake Bank and Trust Company, Clear Lake, Iowa, was elected president of the Clear Lake Rotary Club at the annual meeting last month. He is to take office July 1, 1945.

Branch at Keswick

The First Trust & Union Savings Bank, Sigourney, Iowa, opened an office last month at Keswick, Iowa, under the office management of Marion H. Barnes, formerly assistant cashier of State Bank of Wapello, Wapello, Iowa. Mr. Barnes has been made an assistant cashier of the First Trust & Union Savings Bank. The Sigourney bank also operates an office at Kinross, Iowa.

President Convalescing

J. F. Miller, a director in the Farmers Savings Bank, Clermont, Iowa, since the bank's organization in 1913, and its

president since 1927, has been seriously ill since November. He is convalescing at his home now. Mr. Miller is past 70

years of age and has been a very active man in the community the last 35 years.

Shortly after World War II was declared, Mr. Miller was appointed chairman for the bond drives in Fayette county and completed six of them successfully. Fayette county was one of the first to go over the top in every drive.

J. A. Erickson has been cashier of the bank since 1913.

In KANSAS CITY

the Bank for Bankers Is "Old 18-1"

There are no isolated banks among Commerce correspondents. Our facilities put each one in close touch with the whole banking world.

There are no unfulfilled promises here. The Commerce pledge of cooperation means unstinted, whole-hearted co-operation.

"Old 18-1" speaks your language and cordially invites your business.

Commerce Trust Company

Member Federal Deposit Insurance Corporation.

Bank Changes Name

Announcement is made that the name of the Austinville Savings Bank, Austinville, Iowa, has been changed to State Savings Bank and that the main office will be located at Aplington. A branch office will be maintained at Austinville.

The bank's officials remain the same. S. L. Patterson, president, will continue in charge at Austinville, while W. J. Schwendemann is cashier at Aplington.

Ready for More Business

The First National Bank of Perry, Iowa, recently started extensive remodeling of their bank, in anticipation of expanding activity in the postwar period. The finished bank will give additional lobby space and teller's cages. The bookkeeping department and safety deposit vault will be directly beneath the main banking room. Entrance to the bank will be on the ground or street level, with a staircase leading to the main banking room as well as to the safety deposits department.

Double Capital Stock

At a special stockholders meeting of the La Porte City State Bank of La Porte City, Iowa, the capital stock was increased from \$25,000 to \$50,000. This was made by a 100 per cent stock dividend taken from the surplus fund.

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



SCARBOROUGH & COMPANY

Insurance Counselors to Banks

First National Bank Building, Chicago

Horace A. Smith, Iowa Representative
Des Moines, Iowa



V ALLEY SAVINGS BANK

DES MOINES

Where thorough banking knowledge,
complete facilities and personal atten-
tion combine to furnish Iowa banks
the finest of correspondent service.

	Frederick M. Morrison, President
	Winfield W. Scott, Vice President
J. R. Astley, Cashier	Edward P. Kautzky, Assistant Vice President
Roy E. Huber, Assistant Vice President	Frank M. Thompson, Assistant Cashier
	Ray Thompson, Assistant Cashier

Member Federal Deposit Insurance Corporation

OUR 50th YEAR

Northwestern Banker May 1945

Your Livestock Items

Many banks in the Sioux City area use the "First in Sioux City" as their correspondent because it is so well equipped to handle ALL their business.

For down-town transactions, this bank offers prompt, dependable service. And since Sioux City is also a great livestock market, we have perfected our correspondent cooperation in that field, too.

You will find us experienced and capable, in the livestock business. Try us—on your next market transaction!

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



Member FDIC—Member Federal Reserve System

First GI Loan

Francis H. Darland, assistant cashier of the First National Bank of Mason City, Iowa, has the honor of having completed the first business loan under the G.I. Bill in the state of Iowa, according to a letter from the Veterans Administration, St. Louis, Missouri. Mr. Darland is in charge of the Personal Loan Department in the First National Bank.

Son Home on Leave

Corporal James H. Koons, son of Mr. and Mrs. V. D. Koons, recently spent eight weeks at home on furlough from the Southwest Pacific. He has been overseas for more than three years and has now returned to that area. His father is president of the First State Bank, Britt, Iowa.

Kenneth F. McNiel, Central City, has been employed at the First State as assistant cashier.

On College Board

D. O. Kime, president of Western Union College, Le Mars, Iowa, announced the appointment of C. L. Eastman, cashier of the First National Bank, Le Mars, as a trustee of the college to fill the unexpired term of the late C. D. Roseberry.

This gives the First National Bank the distinction of having two of its official family represented on the board of trustees of the college. R. J. Koehler, president of the bank, has served the college in the capacity of trustee for several years. Both Mr. Koehler and Mr. Eastman will serve on the executive committee.

Indianola Vice President

B. R. Leitch of Indianola, Iowa, has been elected to the position of vice president of the Peoples Trust and Savings Bank, Indianola. Mr. Leitch was formerly with banks at Havelock and Carpenter, Iowa, and of recent years has been associated in field work

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

Doane Agricultural Service, Inc.

Box 302, 205 Plymouth Bldg.

Des Moines 9, Iowa

Home Office—St. Louis

You Should Have It!

for First Trust Joint Land Bank of Chicago. The past two years he has been with the F. S. A., with an office in Indianola, with supervision of Warren and Marion counties. Mr. Leitch's new duties with the bank will be in the farm and personal loan division.

Gift for Hospital

George J. Schaller, chairman of the board of the Citizens First National Bank, Storm Lake, Iowa, and former chairman of the Federal Reserve Bank Board of Chicago, has offered the people of Buena Vista county a gift of \$100,000 to obtain a county hospital.



GEORGE J. SCHALLER
... gives \$100,000 for hospital

Mr. Schaller's offer provides that his contribution be used for either the purchase of a site and erection of a building or by purchase of existing grounds and building. The haven is to be known as the "Schaller Memorial Hospital," in memory of Mr. Schaller's parents and his family.

Mr. Schaller has stipulated that the hospital must be completed by the end of 1946, either by construction or by purchase of existing facilities.

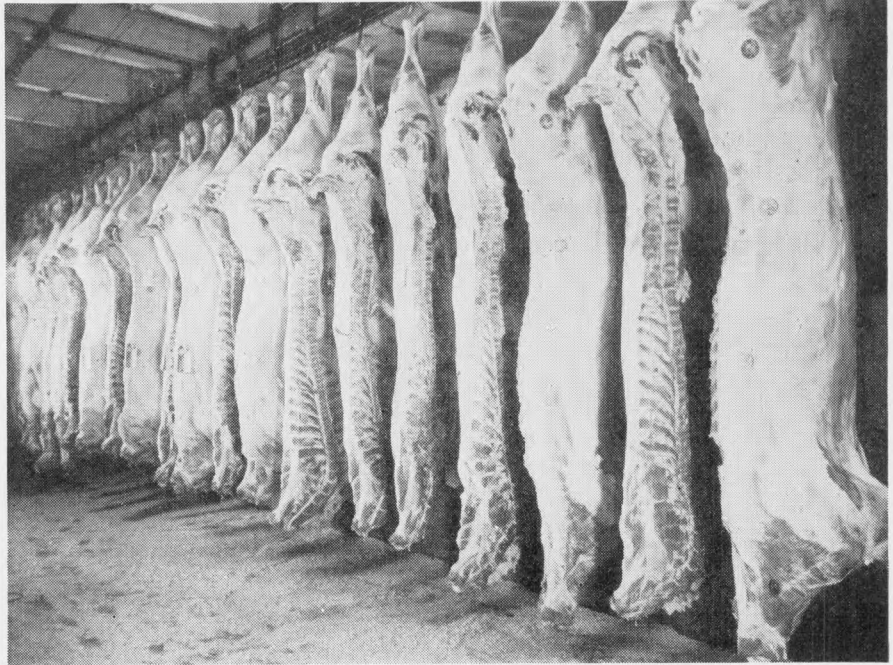
Sponsor Guest Night

Recently the Farmers Savings Bank, Beaman, Iowa, sponsored a public

guest night. W. Earl Hall, editor of the Mason City Globe-Gazette, and editorial correspondent in the European

Theatre of Operations for two months last fall, was the principal speaker.

This was something new for the



"EVERYTHING BUT THE SQUEAL"

Efficiency is the keynote in the meat-packing industry, where literally every part of the slaughtered animal "but the squeal" is used effectively. The speed and efficiency with which livestock is unloaded, sold, slaughtered, butchered, cooled, and the final meat and by-products are transported to their destinations, serves as an example to many other industries. The returns from these meat by-products, by offsetting operating costs, have often enabled the meat packer to pay the farmer more for his livestock than he (the packer) actually received for the fresh meat.

It is this same efficiency, arising from years of specialized, fast, and friendly service to correspondent banks that characterizes Drovers' up-to-the-minute banking service. Your inquiry is invited.

A Few By-Products

- Margarine
- Fertilizers
- Poultry Feed
- Salad oil
- Lard
- Soap
- Pharmaceuticals
- Glue
- Surgical sutures
- Fatty acids (in synthetic rubber)
- Glycerine
- Cooking oil
- Cleansing powder
- Gelatin
- Glandular extract
- Abrasives
- Insulin

Members, Federal Deposit Insurance Corporation

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

THE TOY NATIONAL BANK THE BANKERS BANK

Southwest Corner of 4th and Nebraska Streets

In the heart of downtown Sioux City

OUR 50th YEAR

Northwestern Banker May 1945

bank in the way of public relations, but, from the public's reaction, they feel sure they will sponsor a similar event, come another year.

At the annual meeting last month all directors were re-elected. The offi-

cial staff is: G. J. Hurlbutt, president; C. E. Nickerson, vice president, and T. J. Neessen, cashier.

An 8 per cent dividend was recently declared and made payable.

Des Moines News

A. T. Donhowe, vice president of the Central National Bank and Trust Company, last month purchased W. R. Shurtz' interest in the City State Bank, Ogden, Iowa. Mr. Donhowe has been associated with the Central National Bank and Trust for more than 20 years. He succeeded Mr. Shurtz as president of the City State Bank last month. Mr. Donhowe states that he will not become active in the routine affairs of the bank, and that there is no change of personnel contemplated at this time.

Mr. and Mrs. B. F. Kauffman have returned from their winter home in Eustis, Florida. Mr. Kauffman is president of the Bankers Trust Company.

The **Iowa-Des Moines National Bank and Trust** has on display in its lobby a captured weapon of war awarded for sales of war bonds during the 6th loan drive. It is an Italian carbine 6.5 mm, model M-91 with a folding bayonet and was taken in the campaign against the Germans in Italy.

New additions to the staff of the Iowa State Bank as announced by **President G. A. Frampton** are as follows: **Mrs. Mary Hedlund, Lois M. Frazier, Mrs. Charlotte Wiley, Mrs. Kathryn Green, Mary Martha Hanson and Betty Brown.** The bank reached the \$4,000,000 mark in deposits for the first time last month in time to celebrate the bank's fourth birthday.

When War Ends... Times Change

THE GREAT MIDDLE WEST has contributed much toward the building of our mighty war machine. And when the time comes, it will take a leading part in rebuilding for peace.

As a business-minded bank, interested in a sound prosperity, we shall keep abreast of changing times and conditions.

This means that our correspondent banks will find us prepared to assist them in meeting their changing requirements during the reconversion period.

In other words, they can depend on us for out-of-the-ordinary attention to out-of-the-ordinary problems.

SECURITY
NATIONAL BANK
of Sioux City

Member Federal Deposit Insurance Corporation

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

SINCE
1919

**Low Cost
Hail
Protection**

**Hawkeye Mutual Hail
Insurance Association**

Carver Bldg. Fort Dodge, Iowa

Commissioned recently as an ensign in the U. S. Navy at a base in Texas was Jim Hubbell, Jr., son of Vice President J. W. Hubbell of the Bankers Trust.

An unusually effective display in connection with war bond sales is the giant poster in the **Valley Savings Bank**. Changing lights on a stop sign flash red, yellow and green, calling attention to a national plea to stop cashing war bonds and go ahead and buy more.

V 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 businessmen to the best of our ability.

KOCH BROTHERS
PRINTERS

STATIONERS
OFFICE OUTFITTERS

ESTABLISHED 1889

BOOK BINDERS
BUSINESS MACHINES

GRAND AVE. AT FOURTH DES MOINES, IA.

Replacements

A meeting of the board of directors of the Benton County State Bank at Blainstown, Iowa, was held recently and Leo Kelly was elected as director to fill the vacancy caused by the death of R. M. Sayers. George Wolf was elected to complete the unfinished term as president of the bank.

A Few Changes

Earl Strait of Garrison, former manager of the Garrison branch bank of the State Bank of Vinton, Iowa, has accepted the position as manager of the Lamont office, Farmers State Savings Bank. C. L. Fiester, Farmers State Savings Bank, Independence, has been acting manager again this year since Victor White's resignation, the first part of February.

FOR SALE—Two vault doors and 96 deposit boxes and one money safe.

Louis F. Spiker
Phone 100
Grant, Iowa

I am available for position as cashier or assistant with twenty-seven years of country bank experience. Country bank preferred. Write C. E. O. c/o Northwestern Banker, 527 7th St., Des Moines, Iowa.

FOR SALE—Four year old Burroughs Central Proof Machine Style, 41050 No. A386825 and stand. Write D.C.L., c/o Northwestern Banker, 527 7th St., Des Moines, Iowa.

Banks Sold or Bought!

quietly, quickly and in a personal manner

JAY A. WELCH

BANK BROKER

Haddam, Kansas

"36 Years Practical Banking Experience"

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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LESSING ADVERTISING CO.
DES MOINES

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

Index To Advertisers

A	
Allied Mutual Casualty Company.....	41
Allyn, A. C., and Company.....	34
American Express Company.....	46
American National Bank and Trust Company.....	28
B	
Bankers Trust Company, Des Moines..	71
Bankers Trust Company, New York....	29
C	
Central Hanover Bank and Trust Co..	43
Central National Bank and Trust Company, Des Moines.....	12-13
Chase National Bank.....	4
City National Bank and Trust Company, Chicago.....	40
Commerce Trust Company.....	64
Continental Bank and Trust Company, New York.....	47
Continental National Bank, Lincoln..	61
Craddick Service.....	49
D	
Davenport, F. E., and Company.....	61-64
De Luxe Check Printers, Inc.....	49
Des Moines Building-Loan & Savings Association.....	69
Doane Agricultural Services, Inc.....	66
Drovers National Bank.....	67
F	
Farmers Mutual Hail Insurance Co....	41
Financial Development Company.....	36
First National Bank, Chicago.....	55
First National Bank, Minneapolis....	44
First National Bank, Omaha.....	60
First National Bank, St. Joseph.....	59

First National Bank, St. Louis.....	37
First National Bank, Sioux City.....	66
First Wisconsin National Bank.....	32
G	
Guaranty Trust Company.....	48
H	
Hammermill Paper Company.....	26-27
Hawkeye Mutual Hail Insurance Assn.	68
Home Insurance Company.....	5
Hornblower & Weeks.....	36
I	
Investors Syndicate.....	37
Iowa-Des Moines National Bank and Trust Company.....	72
J	
Jamieson and Company.....	49
K	
Koch Brothers.....	69
L	
LaMonte, George and Son.....	3
Lessing Advertising Company.....	69
Live Stock National Bank, Chicago....	23
Live Stock National Bank, Omaha....	60
Live Stock National Bank, Sioux City..	50
M	
Manufacturers Trust Company.....	31
Mercantile Commerce Bank and Trust Company.....	42
Merchants Mutual Bonding Company..	42
Merchants National Bank.....	2
Merrill Lynch, Pierce, Fenner & Beane.....	35
Minnesota Commercial Men's Assn....	48
Mississippi Valley Trust Company.....	30

N	
New York Trust Company.....	52
Northern Trust Company.....	53
O	
Omaha National Bank.....	21
P	
Philadelphia National Bank.....	8
Public National Bank and Trust Company, New York.....	60
R	
Remer, Mitchell & Reitzek, Inc.....	34
Royal Bank of Canada.....	52
Russell County Building & Loan Assn..	35
S	
St. Louis Terminal Warehouse Co.....	25
St. Paul Terminal Warehouse Co.....	6
Scarborough and Company.....	30-41-64
Security National Bank.....	68
Square Deal Insurance Company.....	41
Stock Yards National Bank, Omaha....	56
T	
Tension Envelope Corporation.....	53
Thomson & McKinnon.....	34
Todd Company.....	40
Toy National Bank.....	67
U	
United States National Bank, Omaha..	58
V	
Valley Savings Bank.....	65
W	
Walters, Charles E.....	59
Welch, Jay A.....	69
Wessling Services.....	68
Western Mutual Fire Insurance Co.....	38

OUR 50th YEAR



IN THE DIRECTORS' ROOM



Has It in Mind

Adeline: When is Florence thinking of getting married?

Lorraine: When isn't she?

Afraid

The S 1/c says the first day out you're afraid you're going to die; the second day, you're afraid you won't.

Different Kind

"Here's a story about Apollo chasing a nymph and she turned into a tree."

"Lucky, that Greek. Most gals I chase turn into a restaurant."

Everybody Else

1st: It isn't my fault I go into debt.

2nd: Yeah, I know—it's all owing to other people.

Situation Wanted

"The man who marries my daughter will need a lot of money."

"Then I'm the man."

Feverish Evening

"What happens when one mind reader has a date with another mind reader?"

"Oh, they just sit around and blush all evening."

Making It Easier

Night fell and the two tramps began to look around for a place to lay their heads.

"What yer going to use as a pillow?" asked Willie.

"This bit of drain pipe," said Tim.

"Drain pipe?" echoed his companion.

"Won't that be a bit hard?"

"Course not," said Tim. "I'm going to stuff it with some straw."

Wondering

Little Girl: Mummy, coming home from school I walked through the cemetery and read all the words on the tombstones and what I want to know is, where do they bury all the sinners?

Paid in Full

A merchant heard that the natives of an island in the South Seas had more gold than they knew what to do with, so he decided to help them out. He sailed to their island with a boatload of onions. The natives had never tasted onions, and were delighted with them; they exchanged a shipload of gold for the onions.

The merchant's business rival was enraged when he heard of this, but decided that if the natives liked onions they would surely like garlic. He therefore took them a shipload of garlic, and, true enough, they were delighted.

When he asked for gold in return, they told him they wouldn't think of giving him anything so common, and insisted upon turning over to him their most prized possession—the shipload of onions!

Too Long Ago

A group of eighth grade girls were discussing their autobiographies to be written for a school assignment. One, 13, protested: "I don't see how I can write one. I don't remember a thing about my childhood."



In B Sharp

"I love you—ouch!"

"I love you—ouch!"

And there you have the song of two porcupines necking.

Small But Often

Letter from G. I. army boy at camp: "Dear Dad, let's hear from you more often, even if it's only five or ten dollars."

Located

"Where is the man who doesn't like to see smiling, cheerful faces around him when things go wrong?" asks a writer. You'll find him on any golf course.

On Its Way

Wife: Just think, this chair goes back to Louis XV.

Husband: Good—and the sooner the better.

Thawed

Two government workers unusually fond of relaxation were surprised to find themselves dismissed from their jobs.

"I thought we were frozen on this job," grumbled one to the other as they reluctantly walked toward the gate.

"Well, we're defrosted now," replied the other gloomily.

Not Quite

Jones: I hear you boys in the Army get up bright and early.

Smith: No—just early.

Something Is Added

George Shelton, bragging about his skill on ice on CBS "It Pays to be Ignorant," announced: "I do a figure-eight the hard way—two fours."

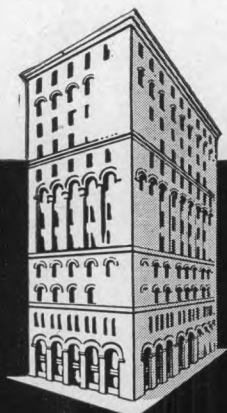
And Years

Lips that touch wine shall never touch mine, declared the co-ed. And after she was graduated she taught school for years and years and years and years.

*"For safe-keeping, can't we put
our bonds in some place where we
could get at them more easily?"*

*"Let's use the Bankers Trust at
Des Moines. A good many Iowa bankers
find the Bankers Trust safe-keeping
service is most convenient."*

That's the right answer! In safe-keeping of securities — or in any of the other important ways in which a Des Moines correspondent can give valuable service to your bank—we welcome an opportunity to be helpful.



**BANKERS TRUST
COMPANY** 6th and Locust **DES MOINES**



Our Help Is Needed To Put Iowa "OVER THE TOP" *Again*

NATIONAL QUOTA:

14 billion dollars. Individual quota, the largest to date, is 7 billions of which 4 billions are in E bonds.

IOWA QUOTA:

\$189,000,000. Quota for individuals in Iowa is \$135,000,000 of which \$82,000,000 are in E Bonds.



Buying War Bonds . . . the best investment in the world . . . is saving the patriotic way. As Bankers it is our opportunity and our responsibility to do everything we possibly can to encourage this form of thrift . . . so important to the present and the future welfare of the United States of America.



MAY 14 • JUNE 30 • 1945

IOWA-DES MOINES NATIONAL BANK & TRUST COMPANY

Member Federal Deposit Insurance Corporation