

NORTHWESTERN *Banker*

JANUARY
1947



**What's Ahead
for 1947—Survey—Page 16**

FIRST MARKS ON WINTER'S BLANKET

Statement of Condition, December 31, 1946



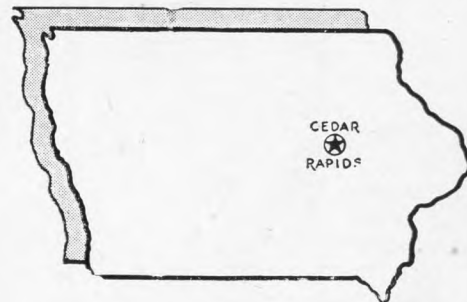
RESOURCES

Loans and Discounts.....	\$11,252,985.65
United States Government Securities.....	36,067,000.00
State, County, and Municipal Bonds.....	19,493,606.63
Other Bonds	652,831.25
Overdrafts	106.00
Bank Premises	890,075.07
Cash on Hand, Due from Banks and U. S. Treasurer....	24,654,599.36
	<hr/>
	\$93,011,203.96

LIABILITIES

Capital Stock	\$ 500,000.00
Surplus	3,200,000.00
Undivided Profits	478,578.63
Deposits	88,832,625.33
	<hr/>
	\$93,011,203.96

*A Cedar Rapids Bank
Servicing All Iowa*



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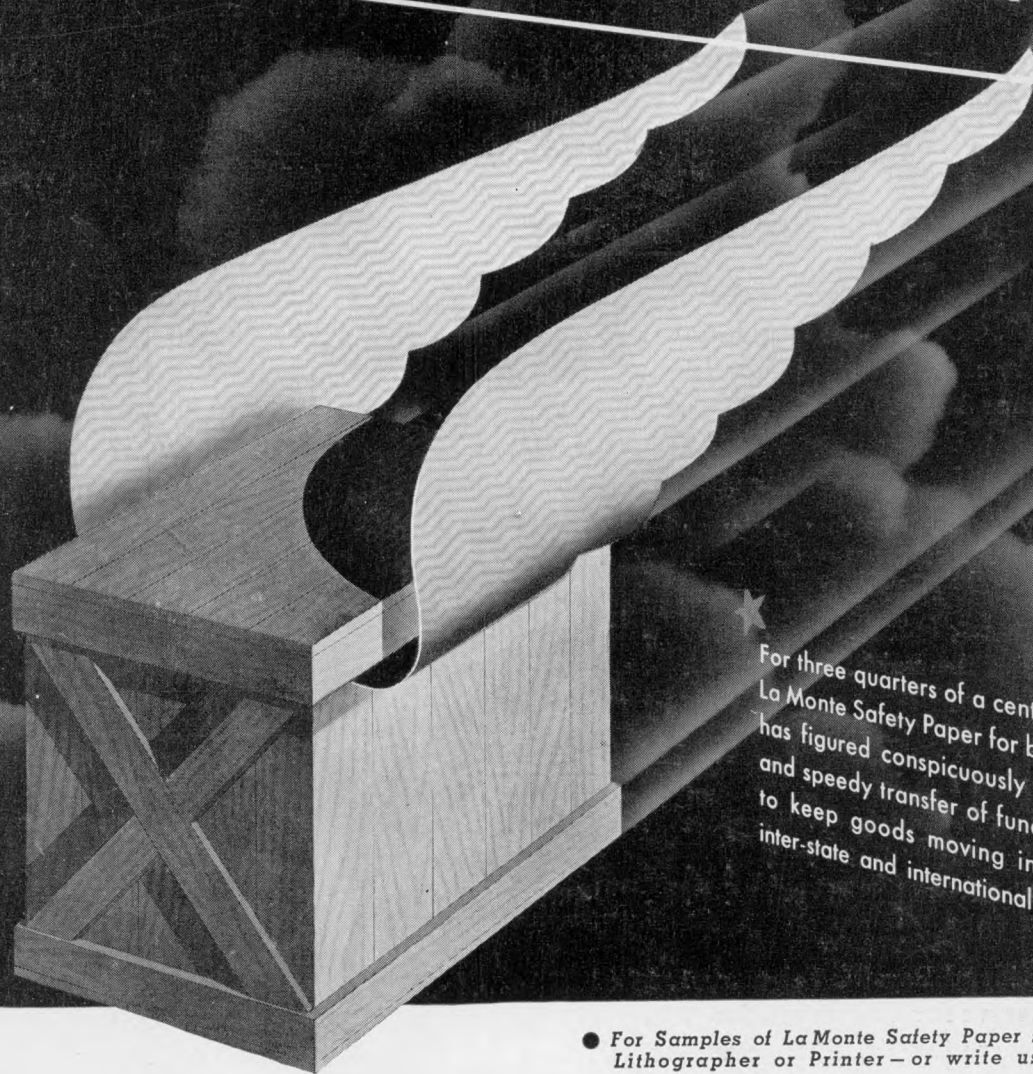


Cedar Rapids Iowa

Member Federal Deposit Insurance Corporation

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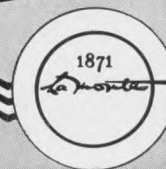
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Northwestern Banker, January, 1947

THE CHASE NATIONAL BANK

OF THE CITY OF NEW YORK

STATEMENT OF CONDITION, DECEMBER 31, 1946

RESOURCES

Cash and Due from Banks	\$1,143,400,689.02
U. S. Government Obligations	2,221,342,803.35
State and Municipal Securities	118,135,196.10
Other Securities	182,949,569.36
Loans, Discounts and Bankers' Acceptances	1,126,462,490.27
Accrued Interest Receivable	11,488,983.11
Mortgages	8,037,431.07
Customers' Acceptance Liability	10,656,354.33
Stock of Federal Reserve Bank	7,950,000.00
Banking Houses	32,588,572.13
Other Assets	2,523,388.94
	\$4,865,535,477.68

LIABILITIES

Capital Funds:	
Capital Stock	\$111,000,000.00
Surplus	154,000,000.00
Undivided Profits	48,500,613.02
	\$ 313,500,613.02
Dividend Payable February 1, 1947	2,960,000.00
Reserve for Contingencies	15,623,913.90
Reserve for Taxes, Interest, etc.	13,663,693.10
Deposits	4,495,303,512.14
Acceptances Outstanding . . . \$	15,600,237.86
Less Amount in Portfolio	3,870,414.29
	11,729,823.57
Liability as Endorser on Acceptances and Foreign Bills	1,086,324.31
Other Liabilities	11,667,597.64
	\$4,865,535,477.68

United States Government and other securities carried at \$402,936,340.00 are pledged to secure U. S. Government War Loan Deposits of \$113,075,631.66 and other public funds and trust deposits, and for other purposes as required or permitted by law.

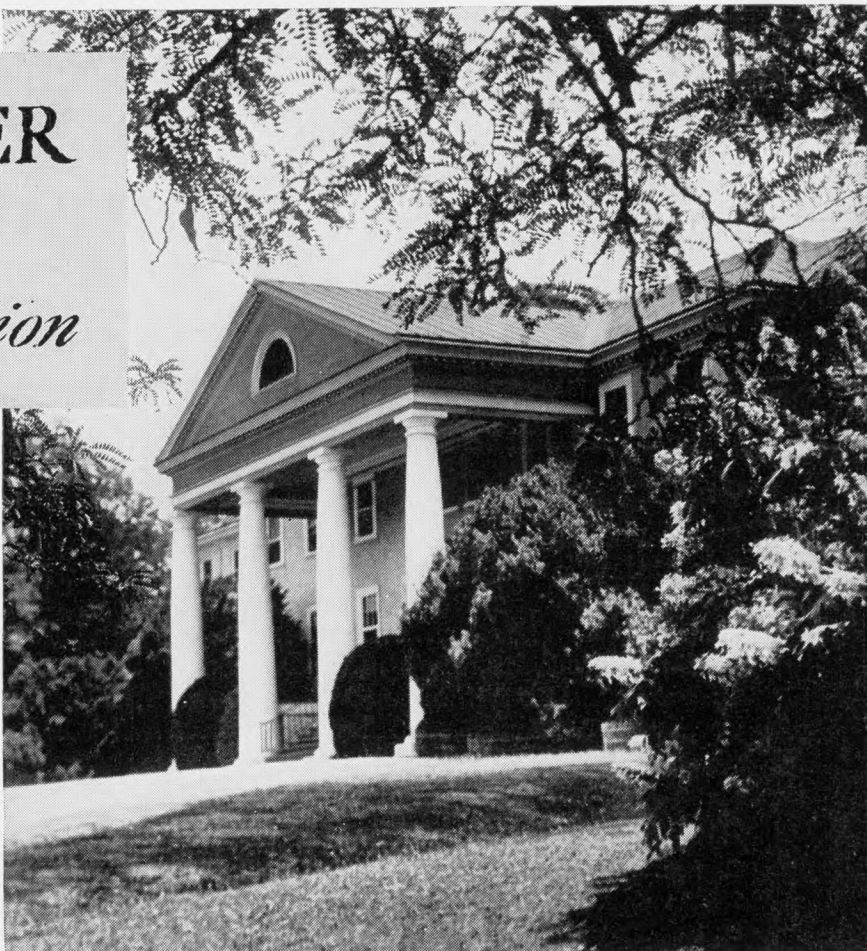
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MONTPELIER

Symbol of Colonial Tradition

MONTPELIER, the plantation home of James and Dolly Madison in Orange County, Virginia is an outstanding example of a Southern Colonial home designed for gracious living. The central portion of the mansion was built by Colonel Madison, father of James, about 1760, but the wings and the great portico with its four Roman Doric columns were added by our fourth president in 1793. It was a house conceived for lavish entertainment and no more fitting host and hostess could have graced it than the Madisons. Certainly Dolly Madison had had enough experience as the official hostess of Washington society to make any social affair she undertook at Montpelier a glittering success.

James Madison was born in Port Con-



The stately portico of the plantation home



James and Dolly Madison

way, Virginia and received his early education under the tutelage of the Reverend Thomas Martin. At the age of 18 he entered Princeton where he was graduated in 1771. A long and stormy political career followed, during which he served his state and country in many offices: as a member of the Virginia Convention; a member of the Governor's

Council; a delegate to the Continental Congress; a member of the House of Delegates; a delegate to the Philadelphia Convention; Secretary of State and chief advisor to Thomas Jefferson; and President of the United States for two terms.

Perhaps no other statesman contributed any more constructive work to the building of our democracy than did Madison, for he was responsible for calling together and presiding at the convention which framed our precious Constitution. Had he done nothing more, his life would have been a full one for that fact alone, but his many other important contributions during the Colonial period helped to cement the foundations of our democracy.

Upon retirement from public life Madison returned to Montpelier where he and his wife assumed their rightful

positions as master and mistress of an important plantation. Except for a few minor public services, the Father of the Constitution lived a quiet life devoted to gentleman farming. The year after his death in 1836, Dolly returned to Washington where as "the venerable Mrs. Madison" she resumed the same enviable position in society which she had held while there during her husband's and Jefferson's terms as President. As the official queen of Washington society, her reign has been unparalleled in our history for both popularity and length.

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THE NEW YORK TRUST COMPANY

100 BROADWAY

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CONDENSED STATEMENT OF CONDITION DECEMBER 31, 1946

ASSETS

Cash and Due from Banks.....	\$180,479,947.06
United States Government Obligations.....	303,260,703.22
Other Bonds and Securities.....	23,486,281.51
Loans and Discounts.....	218,394,732.82
Real Estate Bonds and Mortgages.....	147,780.04
Customers' Liability for Acceptances.....	2,144,580.18
Interest Receivable and Other Assets.....	2,803,616.52
	<u>\$730,717,641.35</u>

LIABILITIES

Capital.....	\$15,000,000.00
Surplus.....	35,000,000.00
Undivided Profits.....	<u>12,869,853.81</u>
General Reserve.....	4,358,438.52
Dividend Payable January 2, 1947.....	600,000.00
Acceptances.....	2,390,156.03
Reserve for Taxes and Other Liabilities.....	5,324,061.52
Deposits.....	<u>655,175,131.47</u>
	<u>\$730,717,641.35</u>

United States Government obligations carried at \$26,663,969.45 in the above statement are pledged to secure United States Government deposits of \$17,242,206.87 and other public and trust deposits and for other purposes required by law.

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CROCKER FIRST NATIONAL BANK

OF SAN FRANCISCO

ONE MONTGOMERY STREET, SAN FRANCISCO



Condensed Statement at close of business December 31, 1946

Resources

Cash and Sight Exchange	\$80,893,596.83	
Securities—Unpledged		
United States Bonds	\$140,427,102.89	
State and Municipal Bonds	8,877,405.68	
Other Bonds	2,316,397.81	151,620,906.38
*Securities—Pledged		
United States Bonds to Secure War Loan		
Deposit Account	13,071,500.00	
United States Bonds—To secure Trust De-		
posits and deposits of Public Funds	23,643,000.00	
Other Bonds to Secure Deposits	479,000.00	
United States Bonds—To qualify for		
Fiduciary Powers	600,000.00	37,793,500.00
Loans on Real Estate	14,371,111.83	
Loans and Discounts	33,313,411.39	47,684,523.22
Capital Stock in Federal Reserve Bank		480,000.00
Customers' Liability under Letters of		
Credit and Acceptances	2,317,031.42	
Bank Building	2,979,372.29	
Other Resources		152,480.58
		\$323,921,410.72

Liabilities

Capital	\$ 6,000,000.00	
Surplus	10,000,000.00	
Undivided Profits	3,324,481.83	
Reserve for Dividend Payable January 2, 1947	210,000.00	
Reserve for Taxes and Interest	791,518.21	
Letters of Credit and Acceptances	2,317,031.42	
Deposits:		
War Loan Deposit Acct.	\$ 8,098,674.57	
Trust Deposits	5,455,685.07	
Other Secured Deposits	11,849,051.66	
Total Secured Deposits	\$ 25,403,411.30	
Time Deposits	1,547,103.46	
Savings Deposits	56,445,172.69	
Demand Deposits	217,487,087.51	
		300,882,774.96
Other Liabilities		395,604.30
		\$323,921,410.72

*The pledge of securities is required by statute to secure Trust Deposits and to secure deposits of the United States, any State, or any political sub-division thereof.

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IRVING TRUST COMPANY

NEW YORK

CHARTER MEMBER NEW YORK CLEARING HOUSE ASSOCIATION, OCTOBER 4, 1853

Statement of Condition, December 31, 1946

ASSETS

Cash and Due from Banks	\$ 250,810,820.83
U. S. Government Securities	573,887,112.59
Other Securities	3,197,444.58
Stock in Federal Reserve Bank	3,088,100.00
Loans and Discounts	290,729,087.77
First Mortgages on Real Estate	6,510,850.84
Headquarters Building	15,022,400.00
Customers' Liability for Acceptances Outstanding	3,266,688.41
Other Assets	3,334,444.42
	<u>\$1,149,846,949.44</u>

LIABILITIES

Deposits	\$1,001,638,153.92	
Official Checks	19,364,180.57	\$1,021,002,334.49
Acceptances	\$7,380,706.14	
Less Amount in Portfolio	3,375,664.67	4,005,041.47
Reserve for Taxes and Other Expenses		3,488,113.06
Dividend payable January 2, 1947		1,750,000.00
Other Liabilities		6,926,011.25
Capital Stock	\$50,000,000.00	
Surplus and Undivided Profits	62,675,449.17	112,675,449.17
		<u>\$1,149,846,949.44</u>

United States Government Securities are stated at amortized cost. Of these, \$43,673,508.35 are pledged to secure deposits of public monies and for other purposes required by law.

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Vice-President

BURNHAM L. MITCHELL
Vice-President

JAMES MUIR
General Manager

Condensed Annual Statement as on November 30th, 1946

ASSETS

Cash on Hand, in Banks and in Bank of Canada.....	\$ 385,596,619.00
Government, Provincial and Municipal Securities not exceeding market value	1,098,880,239.00
Other Bonds, Debentures and Stocks not exceeding market value	65,269,639.64
Call Loans	59,995,668.76
Commercial Loans	421,076,122.08
Bank Premises	10,455,268.21
Liabilities of Customers under Letters of Credit and other Assets	90,700,759.88
	<u>\$2,131,974,316.57</u>

LIABILITIES

Capital, Reserve and Undivided Profits.....	\$ 77,221,929.22
Notes of the Bank in Circulation.....	5,679,439.63
Deposits	1,963,103,951.92
Letters of Credit and Other Liabilities.....	85,968,995.80
	<u>\$2,131,974,316.57</u>

Over 600 Branches in Canada and Newfoundland—62 Branches Abroad, including:

LONDON, NEW YORK, HAVANA, BUENOS AIRES, RIO DE JANEIRO, SAO PAULO, MONTEVIDEO, LIMA,
BOGOTA, CARACAS, BELIZE, NASSAU, also in PUERTO RICO, DOMINICAN REPUBLIC, HAITI, BARBADOS,
DOMINICA, JAMAICA, ST. KITTS, TRINIDAD, MONTERRAT, ANTIGUA, GRENADA, BRITISH GUIANA.

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President, Westinghouse Air Brake Company

MANUFACTURERS TRUST COMPANY

Condensed Statement of Condition as at close of business
December 31, 1946

RESOURCES

Cash and Due from Banks	\$ 631,322,810.99
U. S. Government Securities	1,233,148,318.31
U. S. Government Insured F. H. A. Mortgages	3,798,274.10
State and Municipal Bonds	23,818,427.84
Stock of Federal Reserve Bank	2,475,000.00
Other Securities	25,938,291.48
Loans, Bills Purchased and Bankers' Acceptances	475,065,720.56
Mortgages	12,180,030.84
Banking Houses	11,177,726.40
Other Real Estate Equities	279,840.25
Customers' Liability for Acceptances	8,145,191.89
Accrued Interest and Other Resources	6,903,250.57
	<hr/>
	\$2,434,252,883.23

LIABILITIES

Capital	\$41,250,000.00
Surplus	41,250,000.00
Undivided Profits	36,529,897.62
	<hr/>
Reserve for Contingencies	9,926,985.34
Reserves for Taxes, Unearned Discount, Interest, etc.	8,154,852.14
Dividend Payable January 2, 1947	1,237,500.00
Outstanding Acceptances	8,706,949.84
Liability as Endorser on Acceptances and Foreign Bills	250,004.00
Deposits	2,286,946,694.29
	<hr/>
	\$2,434,252,883.23

United States Government and other securities carried at \$78,076,362.69 are pledged to secure U. S. Government War Loan Deposits of \$44,478,352.98 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

72 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

Dear Editor



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

"In Berlin"

"I landed here in Berlin a week ago after a 9 day trip. Had rough weather three days and nights but after reaching the English Channel we were free from storms.

"Carl had arranged quick transportation for me from Bremerhaven here so I did not have to go the way most of the people are routed—via Frankfort—which takes 24 hours longer.

"Am gradually getting the lay of the land and live in the hopes that my year over here will be pleasant and, in a way, profitable.

"If you remember how Frisco looked after the quake, imagine how this fine old city looks after the going over it has taken. Berlin, is, I think, about six times the size of San Francisco.

"My best wishes to you and yours for a Happy New Year."

Charles B. Mills, Berlin, Germany

"Tea for Two"

"Back home after our 'swing around the circle', one of the bright spots of which was our pleasant visit with you and your family. It's a long time since our paths have crossed—too long in fact—but the 'tea for two—and more' at your home kinda made up for the lapse.

"I shall hope to have more frequent opportunities to rub elbows with you from now on.

"Please share my sincere regards with all the DePuy's."

Fred W. Ellsworth, Vice President, The Hibernia National Bank, New Orleans, La.

"Enjoy Every Issue"

"We enjoy every issue of the NORTHWESTERN BANKER and look forward to its arrival each month."

Edward Huwaldt, Exec. Vice Pres., Commercial National Bank, Grand Island, Nebr.

"One of Our Projects"

"In the material just received from the Financial Advertisers Association I find a copy of the NORTHWESTERN BANKER study 'Why I Chose My Bank.'"

"I have just returned from a meeting at Mobile, Alabama, of the County Bank Opera- (Turn to page 30, please)

NORTHWESTERN Banker

DES MOINES

Oldest Financial Journal West of the Mississippi • 52nd Year • No. 714

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NORTHWESTERN BANKER

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

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Frank P. Syms, Vice President, 505 Fifth Ave., Suite 1806

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Northwestern Banker, January, 1947



Across the Desk From the Publisher

Dear Kiril M. Alexeiev:

At long last, Mr. Alexeiev, we are glad to find one Russian who tells the truth about the United States and the Soviet dictators.

As a former commercial attache at the Soviet embassy in Mexico, you have at least been in contact with conditions on this side of the Atlantic, and the fact that you have found them much better than in Russia is a sign of your intelligence and we congratulate you on your desire to remain "over here."

Your statements upon resigning from the Russian embassy were interesting and startling but they were the truth and we only wish that every Russian official and citizen could read what you had to say.

Some of your more important remarks were these: "I cannot return to my homeland and doom my family, which has become accustomed to breathe the fresh air of freedom, to life under the heel of dictatorship.

"But I feel that in this country (the United States) they will become free human beings, and I firmly believe that my family and I will be given an opportunity to start a new life here.

"The Soviet government's domestic policy is based on the principle of complete isolation of the Russian people from democratic nations, especially the U. S. A. The government persistently

tries to inoculate the spirit of animosity toward everything foreign.

"During my sojourn abroad I have realized the monstrosity of the lies spread in the Soviet Union about the 'beastly exploitation of workers in capitalistic countries.' Such stories are told the Russian people for the purpose of arousing their indignation against the democratic regime of the U. S. A.

"All my life I have loyally worked for the Russian people, whom I love and to whom my attachment is very deep. But it has become clear to me that my work, like that of the whole Russian people, is beneficial to the Soviet regime and not to themselves."

Yes, indeed, Mr. Alexeiev, with all of our mistakes, and we have many of them, the United States is still the greatest and best country in the world, and we are sure that there are enough enlightened and intelligent citizens to prevent it being undermined by your former Communist comrades.

Dear William D. Meacham:

The figures which you presented in your recent discussion of the farm mortgage situation were read with a great deal of interest by us, and we know as Assistant Vice President of the First National Bank of St. Louis you have given this real study.

As you point out the average life of farm mortgages is between 30 and 40 years and it is imperative that the banker should know there is a definite program of land use and conservation to be followed by the farmer to whom he loans money.

As you also emphasized the fertility of the farm is the real security which insures repayment of the loan.

The comparison which you gave of the mortgage debt of farms per \$1,000 of land valuation also makes interesting reading and we believe a part of your comparison was as follows:

"At the peak of the 1929 land price boom, the mortgage debt on farm land amounted to \$127 per \$1,000 of land valuation. At the low of the depression in 1933 the debt ratio increased to \$276 per \$1,000 of valuation. The total outstandings in farm mortgages in the United States for both years was \$8.5 billion. This increase in the debt ratio was a direct indication of the decline in the value of farm land which resulted from the drop in farm income.

"In 1940 the ratio of farm mortgage debt was \$196 for each \$1,000 of valuation and the aggregate outstandings were about \$5.5 billion. This aggregate has increased by about \$1 billion and the ratio now stands at \$105 for each \$1,000. The

present situation reflects high farm incomes, but a decline in the demand and price levels for farm products or a substantial increase in the cost of production on the farms may force down the valuation of farm land as determined by its capacity to produce income. The debt ratio could very easily reach the danger point which existed in the early 1930s."

The farmer today, Mr. Meacham, as you well know, is in the strongest position he has been in many years, but as you have mentioned, the real job is to see that his farm continues in a productive capacity which means that the soil must be conserved and the best possible management continued because the time may come when the demand for farm products may slacken some while other conditions take away some of the rosy picture which now exists.

Certainly as far as 1947 is concerned, the farmer is in one of the best financial positions, and has one of the brightest outlooks he has had in many years and as agriculture succeeds, so does every other line of business activity.

Dear Frank C. Rathje:

The endorsement which you gave recently of the correspondent bank system in the United States was a very powerful and effective one and we congratulate you on what you had to say.

As President of the Chicago City Bank and Trust Company and more recently as President of the American Bankers Association, you certainly know whereof you speak.

In no other country in the world is the relationship between the city and country bankers so close, so intimate and so very much worthwhile.

Certainly we should see that no adverse legislation of any kind is allowed to enter the banking situation which would destroy this constructive and helpful force among 15,000 banks in the country.

As you put it, "The banking system of the United States is founded upon voluntary cooperation between the city bank and the country bank, and upon a basis of complete confidence and warranted respect. It is a relationship that cuts across the lines of the national banking system, of the various State systems, of membership and non-membership in the Federal Reserve System and even the Federal Deposit Insurance Corporation.

"All of these institutions have their part in the great banking system that has developed in this country, a system that serves and makes possible a free enterprise economy. However, it is the completely voluntary association known as correspondent banking that gives the people of

the United States what may be called a banking system. This system of unit banking is a bulwark for the future which should be closely guarded. It exemplifies a high degree of wholesome cooperation between competitors.

"The development of the correspondent banking system of the United States is, therefore, a fundamental one, involving, at the very core, the economic philosophy of private enterprise and individual initiative, as against that which prevails in a regimented economy.

"To maintain this independent banking system it is essential that aggressive leadership be on the alert for influences which may be adverse to the continuation of the system."

There will never be any need to have the government "take over" the banks in the United States as has been done in so many countries as long as bank customers receive the high grade service and personal care and attention which their business is being given today under our dual American banking system at the base of which is this substantial and satisfactory correspondent relationship between the country and the city banker.

Dear W. Randolph Burgess:

As Chairman of the Committee on Public Debt Policy and as Vice Chairman of the National City Bank of New York, the findings which you have computed concerning our National debt at this time are most interesting.

In analyzing the figures of your committee, we find that when we entered World War I, the National debt represented about 3 per cent of the total National income. Then in two years this had grown to 41 per cent and by 1930 it had been reduced to 22 per cent. Then we had ten years of deficit spending followed by the war expenditures which made such a rise that by February, 1946, the National debt was 180 per cent as great as the annual rate of National income.

Thus, today the National debt for each man, woman and child in the United States in comparison with previous wars is as follows:

Revolutionary War	\$ 19.00
War of 1812	15.00
Civil War	78.00
World War I	240.00
World War II	1,981.00

Thus, for the first time in our history, the National debt exceeds the amount of the annual National income which as we all know is not "A consumation devoutly to be wished for."

Clifford DePuy

Central

National Bank and Trust Company

On Fifth Avenue — Between Walnut and Locust — Des Moines

STATEMENT OF CONDITION AT CLOSE OF BUSINESS DECEMBER 31, 1946

ASSETS

Cash and due from Federal Reserve and other banks	\$26,103,309.77
United States Government Securities	20,421,962.81
Obligations of United States Governmental Agencies	1,625,158.19
Municipal Securities	6,629,753.14
Market Bonds	680,367.41
Loans and Discounts	28,662,410.34
Overdrafts	4,797.54
Stock Federal Reserve Bank	75,000.00
Accrued Interest Receivable	173,721.82
Bank Premises and Equipment	448,782.72
Customers Liability on Letters of Credit	7,905.00
TOTAL	\$84,833,168.74

LIABILITIES

Common Stock	\$1,250,000.00
Surplus	1,250,000.00
Undivided Profits	649,668.91
Other Reserves	660,141.00
Reserve for Taxes	185,000.00
Discount Collected	147,299.60
Banks Liability on Letters of Credit	7,905.00
Deposits	80,683,154.23
TOTAL	\$84,833,168.74

U. S. Government and other securities carried at \$7,441,336.78 are pledged to secure U. S. War Loan Deposit account, Public Funds, and Trust Department Funds.



DIRECTORS

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Brammer, Brody, Charlton & Parker

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Gibson, Stewart & Garrett

FRANK R. WARDEN
Vice-President



Member F. D. I. C.



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, January, 1947

What's Ahead for 1947

Bankers Outline the General Business and Agricultural Picture

A NORTHWESTERN BANKER SURVEY

AN OPTIMISTIC note for the year of 1947 is being sounded by mid-west bankers replying to the NORTHWESTERN BANKER's annual business survey and predictions for the coming year. The record corn crop, bumper harvests of other farm commodities and the world-wide demand for livestock have brought farmers one of their best financial years in history. And since the wealth of the vast midwest depends so heavily upon a healthy farm situation, merchandising, manufacturing and general business throughout this part of the country have basked in the reflected glow of these high prices.

Tempering their optimistic replies with a serious view to what may happen in 1947, most bankers are looking for a leveling off of deposits with only seasonal gains, and a general lowering of prices, probably on farm commodities. However, the general belief is that most businessmen and farmers are maintaining a stable financial foothold and are pretty well prepared should the predicted recession take place.

Bankers were asked by the NORTHWESTERN BANKER to give their ideas of the general business and agricultural picture and what changes, if any, they think the next few months may bring; also, any particular services their bank is emphasizing and any special public relations activities they intend fostering or sponsoring during 1947. Their replies are as follows:

C. H. LOCKHART, vice president, The First Citizens National Bank, Watertown, South Dakota: "Business generally in this locality is running well ahead of 1945, and all the retailers have enjoyed a very good Christmas business.

"The agricultural picture looks very good for the coming year as we have had an abundance of moisture, a normal amount of fall plowing has been done, and the farmers have been able to pick their corn which is running much better than in 1945.

"The livestock population in this area is greater than in the past few years, and there is ample feed to finish and carry this through for another year. A very good trend is the im-

proving of livestock through the purchase of better sires.

"The questionable spot on the future in this area is what is going to happen to the potato market. This area raises around 15,000 acres or approximately one-half of the entire acreage of the state and produced about two-thirds of the state yield. There is a tendency on the part of many potato raisers to wonder at this time what the future holds for them.

"We believe the farmers in this area are anticipating lower prices for farm produce, and many are taking a conservative course to protect themselves in the future. We have had no farm real estate speculations, and many of the farms have been purchased on a basis which should not cause difficulty in carrying on their finances even with somewhat lower prices.

"We have been very active in cooperating with the 4-H Club program, and again this year purchased the grand champion at the 4-H Club beef sale, and each year finance one member from each 4-H Club at their annual outing program."

O. A. RILEY, vice president, The Hastings National Bank, Hastings, Nebraska: "The general business



O. A. RILEY
"Another good year"

and agricultural outlook is very good. This being an agricultural territory, high prices for farm products and the resulting prosperity of our farmers makes all business active and on a high level. This situation will continue for 1947, in our opinion, unless, as some predict, we have rather sharp downward trends in prices of farm products early in the year.

"For 1947 our bank is planning to expand and remodel the banking quarters. For the convenience of our customers the lobby space will be doubled and our safety deposit and instalment loan facilities greatly enlarged. This improvement will increase the efficiency of our operation and we hope it will create a favorable impression in the community.

"The year 1947 will bring many problems and adjustments to work out, but generally speaking we believe that it will be another good year."

A. F. AGENA, cashier, State Savings Bank, Baxter, Iowa: "The business and agricultural picture at present is very good. Everyone seems to have plenty of money and merchants are doing a good business; the farmer has surplus cash to invest or pay off his indebtedness; farmers who have been in debt for the past 15 or 20 years are now for the first time in the clear. This is good.

"However, it is a good time to get our feet braced for what may be ahead. We look for prices to work down, both for the commodities that the farmer has to sell and the things he has to buy. We have tried to impress on our customers that these higher prices they have been receiving for their commodities cannot continue forever and for them not to be carried away thinking that they will never be lower again. We have counseled with our merchants in regard to their inventories and concluded that they should be pulled down.

"Already there is a trend toward lower prices and no doubt this will be sharper after the first of the year.

"We are definitely going to take care of our customers, financing cars, tractors, other farm machinery, refrigerators, etc., as they become available and have already started to run a series of ads in this respect. But we are extending credit only to those who are entitled to it and can pay, for we feel that we would be doing those an injustice who are not able to pay out a contract, in extending credit to them.

"We have confidence in our community and believe that by cooperation and being reasonable about prices,

extending credit and the purchase of city or farm property, we need not have any great concern about the future."

BLANDING FISHER, president, Ramsey County National Bank, Devils Lake, North Dakota: "Business and agricultural conditions are good and have been so during the past several years of good crops and high prices for all farm products. A very large amount of farm indebtedness, both on land and personal property, has been paid in full and the farmers, generally speaking, are in excellent financial condition. The business men generally have had a good year and are not carrying very much of unpaid accounts on their books. I would not feel qualified to venture any opinion to the future.

"We are not planning any particular services to emphasize during the coming year but as in past years we intend to cooperate fully in all of the general public activities that have to do with our farmers and our business men."

H. E. IVERSON, cashier, Farmers State Bank, Canton, South Dakota: "Our corn crop, while not exactly a bumper crop, will net our farming community a very fine return. The crop is practically all out of the field now, and is awaiting favorable marketing conditions. The moisture content is high, but is being gradually reduced. The local elevator has placed an order for a corn-dryer, which should be in operation by March 1st. This should insure a local market for this corn, even though it may have to go through the dryer before it can be shipped on to the terminals.

"Farmers feeding operations will bring in more money than ordinary years, due to present prices of livestock. They are making good use of any soft corn which they may have on hand through feeding, and thus converting it into beef and pork and mutton.

"A county agent has recently been hired in our county, and it will be our plan to work with him on any constructive program for bettering farming conditions, promoting 4-H Club work, sponsoring public meetings for weed-eradication, etc. We made a \$100 donation to this work during the past year. We also made donations of \$500 to Boy Scout work, and \$500 to the Augustana Academy building fund. We made donations to all the local churches during the past year.

"We take active part in Chamber of Commerce work, and all civic and

community activities and we provide a room in the basement of our bank, which serves as a meeting place for organizations. Rummage sales and bake sales with lunches are held in this room, where these organizations derive the profit. This room is always available, and we feel it has definite value as a medium of creating good will for our bank."



WITH A CONTINUING WORLD-WIDE DEMAND for meat, herds like this one will help midwest farmers to another prosperous year.

WHEATON BATTEY, executive vice president, The Continental National Bank of Lincoln, Nebraska: "When you begin to discuss the general business and agricultural picture in our locality and what changes, if any, will take place in the next few months, you really are in a dilemma. So many changes could take place in the next few months which would change our whole economic structure.

"With the largest corn and wheat crop ever raised in our section of the state, our agricultural picture looks very bright. Sufficient rainfall this fall has put our small grain crop in wonderful condition to weather the winter. It will be another year before there will be pork sufficient to supply demand. We have more cattle on the farm than any year in the history of our state. We are not in a large feeding area; however, nearly every farm has a few head of cattle on feed. In visiting with cattlemen, it is their opinion that it will be another year until the demand for good, prime, corn-fed beef will be taken care of.

"Our merchants have done more business than anyone ever dreamed they could do. Inventories are still very high. There will be very little buying on the part of the merchants for the next three or four months. We do not believe that very many will get hurt by having to take a loss on a lot of obsolete merchandise.

"We feel that deposits will go off some for the reason that cars are not available to ship corn, wheat and other farm commodities. About April or May deposits should level off, and as our small grain is harvested in July and August, deposits will begin to go up. Increased operating costs are very

noticeable, and it will be hard to curtail them when earnings start to decline.

"Our bank does not foster or sponsor any special public relations activities not directly connected with banking. We do, however, contribute to 4-H Club work. We are very much interested in the Nebraska Reclamation Association. Our state has a real

program for waterways, flood control and irrigation. There are unlimited possibilities for irrigation in Nebraska.

"During 1947 we will emphasize to our customers our Installment Loan Department. This department was started by our bank in November, 1932. We have always advocated to our customers to borrow from their bank when the occasion presents itself. Prompt service and reasonable rates must be maintained if we are to keep our clients bank conscious. Direct mail is our best medium of advertising. Our tellers, especially the Special Service Department, continuously suggest our installment department to our customers.

"We have given a lot of thought to whether or not we would go all out for small loans. We have decided to follow the same policies upon which our business has been built; namely, direct loans. Is there danger ahead with outstandings reaching a new all-time high? Two of the big companies in the field have passed their all-time peak, which occurred in the fall of 1941. This experience undoubtedly is duplicated by many banks that were in the business prior to the war. The totals in our bank are increasing but still are almost 50 per cent under our peak of 1941.

"Will our excellent collection experience of the past continue to be true in the future and will our customers have the same determined disposition to repay?"

M. B. GUTHRIE, cashier, Iowa State Bank & Trust Company, Iowa City, Iowa: "It is our belief that the peak of business activity has been (Turn to page 50, please)

News and Views

OF THE BANKING WORLD

By Clifford De Puy

CRAY PHILLIPS, who helped organize the La Salle National Bank of Chicago and has been its president up to now, is retiring from active management of the bank at 58 years of age because as he told us, "I don't want to be rushing all the time. I want to relax and have some fun," so Ray is building himself a southern mansion in South Carolina where he can inhale the perfume from the southern air while he continues to collect dividends from his farms in Iowa.

David H. Coffman, vice president of Wm. H. Banks Warehouses, Inc., 209 South La Salle, Chicago, has dark hair and dark eyes and could easily pass for one of the distinguished screen actors from Hollywood.

Henry Scarborough, Jr., president of Scarborough & Co., has moved into his beautiful new offices in the First National Bank building in Chicago. A special feature is the use of opaque glass for partitions which allows the light to come through but still gives privacy to each office.

Donald A. Harper, assistant vice president of the First Wisconsin National Bank of Milwaukee, told us that they now have country bank deposits of over \$102 million with total deposits of approximately \$510 million.

Incidentally, a year ago their war loan deposit account amounted to \$147 million and this has now been reduced to \$28 million. In the meantime, their loans and discounts have increased from \$45 million a year ago to over \$64,500,000.

Preston E. Reed, executive vice president of the Financial Advertisers Association, 231 South La Salle Street, Chicago, tells us that there are now 1150 members in the Association, which is an all time high.

The annual convention will be held on October 6th, 7th and 8th, 1947, in New York City.

Norman B. Shaffer, vice president of the Continental Illinois National Bank and Trust Company of Chicago, has recently returned from Alhambra, California, where he visited with his father and mother, **Mr. and Mrs. L. O. Shaffer**, who are 85 and 83 years of

age respectively and who are visiting with his sister, **Mrs. E. W. Heller**.

While he was in California it rained most of the time but out there he said the Chamber of Commerce just called it a "heavy dew."

Phil R. Easterday, chairman of the board of the First National Bank of Lincoln, Nebraska, is a great student of government bonds and in making his predictions for 1947 believes:

"That the total debt, now estimated at 259 billion, will not decline to 250 billion for several years, and this only under most favorable circumstances.

"That the total holdings of government bonds by commercial banks, now estimated at about 75 billion, will



PHIL R. EASTERDAY

"Government bonds held by commercial banks not likely to decrease"

not decrease much, if any, below this figure—and it could increase.

"That, at least for the foreseeable future, commercial banks will not be offered any eligible government securities yielding higher than around 1 per cent.

"That such bonds as 1952-54 maturities, now yielding around 1.5 per cent, should be held in substantial amounts by commercial banks.

"That, with few exceptions, every commercial bank will maintain, for an indefinite period, a very substantial holding of government bonds.

"That there is justification for con-

sidering moderate amounts of such maturities as 2¼ per cents of 9/15/56-59, yielding around 1.65 per cent at the present market, and the 2½ per cents of 9/15/67-72 now yielding about 2.12 per cent. It is an interesting fact that slightly over 85 per cent of all bank eligible governments are due or callable within six years, and less than 15 per cent are due or callable after six years."

Maurice M. Zusser, vice president of the Central National Bank in Chicago and who is also head of their Foreign Department, has developed their Italian foreign business to where it is the largest of any bank in the middlewest. Mr. Zusser recently returned from a six months trip to Europe and while there was decorated by the Italian government as "Commander of the order of the Crown of Italy."

Carl F. Kuehnle, president of the bank, promised Mr. Zusser that he would give a banquet for the entire department if they achieved a certain goal, and this banquet was held recently amid surroundings of good fellowship, high ranking bank executives and beautiful girls from the Foreign Department where the combined linguistic talents included the ability to speak 15 foreign languages.

Other officers of the bank who attended the party were **Harold H. Stout**, vice president; **J. Ross Humphreys** and **Gus L. Nelson**, vice presidents, and **Ottavis Pace**, manager of the Italian Department.

"The Skeleton Speaks" was the subject of an address before the Chicago Rotary Club by **Dr. Wilton M. Krogman**, and at which meeting we were the guest of **Louis H. Northrup**, assistant vice president of the First National Bank of Chicago.

After this meeting we decided that it would never do to let Dr. Krogman see the skeletons in our closet because he could tell how old they were, what their habits may have been and practically their life story.

Gertrude Lawrence, who takes the leading role in "Pygmalion," the romantic comedy by **Bernard Shaw**, is under the auspices of "Theatre Incorporated," which, "is a non-profit, tax-exempt corporation committed to a sustained program of great plays of

the past and outstanding plays of the present. Its income is devoted to the continuation of such a program on a permanent basis, to the encouragement of young playwrights, directors and actors through a subsidiary experimental theatre, to the utilization of the stage as an educational force and to the ultimate development of a true people's theatre."

Perhaps it is only coincidental but **Gertrude Lawrence** was born in Clapham, England, and her leading man, **Dennis King**, was born in Coventry, England, but this gives them both the necessary English background for this popular play by G. B. S.

At the annual Gridiron party in Washington this year, which is given by the newspaper correspondents, a trapeze artist took the part of **Henry A. Wallace** and sang:

"Once I was happy, but now I'm
forlorn,
Out of the cabinet, back to the
corn,
Haunted by piggies plowed under
when born,
My body is blistered by Byrnes,
Jim Byrnes,
Now this charmer who plotted my
downfall and pain
Said the Kremlin we never
should please,
But I'll still save the world and
the universe, too,
As I swing on my Russian trap-
eze—Oh,
I float through the air
With my milk and my cheese
The Hottentots thrill at my Rus-
sian trapeze;
C.I.O. banners I'll fly in the
breeze,
I'll be back for the forty-eight
show."

Verne L. Bartling, assistant vice president of the First National Bank of Chicago, made a one month's trip to the Pacific coast just before the close of the year. Verne said that after war production stopped in California, it was expected that there would be a great deal of unemployment, but such has not been the case and instead of people leaving California, they were staying on and finding other employment.

Mrs. Bartling accompanied Verne on the trip and while in Los Angeles they stayed with **Mrs. C. T. Gorman**, who is Mrs. Bartling's sister.

Ernest Hemingway, the well known author, has sent his eldest son **Jack** to college in Montana because as he says, "I want him to get his education as far away from the Stork Club as possible."

(Turn to page 51, please)

About Bankers You Know



JOHN K. McKEE

President, Continental Bank and Trust Company of New York

"A wide experience in the field of finance"

THE many outstanding accomplishments of John K. McKee, president of the Continental Bank and Trust Company of New York, might well serve as a guide for the great number of men whose careers were interrupted by World War II.

Mr. McKee began working his way up in the banking field in 1907, and spent 10 years perfecting himself in his chosen profession. The year 1917 ended his business progress just as abruptly as World War II stopped the hopes and dreams of a younger generation. He entered the army and served overseas with the new Heavy Tank Corps.

Following the war, he patiently and diligently picked up where he had left off, continuing upon the road to success. This never ending drive and force possessed by Mr. McKee resulted in reward for him in 1931, for in that year he became associated with the office of the Comptroller of the Currency as receiver for banks. Upon the organization of the Reconstruction Finance Corporation in 1932, he became associated with that organization as chief examiner.

President Roosevelt appointed him for a 10 year term in 1936, as a Republican member of the Federal Reserve Board.

Mr. McKee made known to the President his desire to retire from the Reserve Board position late in 1945. President Truman, in acknowledging his letter, recalled that Mr. McKee had "given 15 good years to the public

(Turn to page 40, please)

Here Are the Answers to Some G. I. Loan "Brain Teasers"

**G. I. Loan Question Box This Month Clears Up
Some of the Problems Which Have Been Bothering You**

By WALTER T. ROBINSON
*Iowa Loan Guarantee Officer, who
answers the things you want to
know about the Servicemen's
Readjustment Act*

Reporting of "Automatic" Loans

Question: Is it required that "automatic" loans be reported within 30 days?

Reference: Section 36:4303(c) amended; Loan Guarantee Memorandum No. 6, dated September 16, 1946.

Answer: Evidence of "automatic" guaranty or insurance will be issuable if the loan is reported to the Administrator within 30 days following full disbursement and upon certification of the lender as outlined under Section 36:4303(c). The point involved in this question is the time element which hinges on full disbursement. Experience has demonstrated that good business practice requires that full disbursement be accomplished, and "automatic" loans be reported within 30 days of the date they are made. Full disbursement may be accomplished within the 30-day period in various ways as listed in Section 36:4301(p) amended. In cases where full disbursement has been delayed months from the making of the loan, the lender, in some instances, has discovered he has made an ineligible loan. Other mistakes have been made which in many cases could have been corrected, had full disbursement been accomplished and the loan reported within the 30-day period.

Refunding of Outstanding Indebtedness

Question: Is there a time limit under which existing indebtedness may be refinanced?

Reference: Section 36:4306, and pages 8 and 9 of the Lender's Handbook.

Answer: The first sentence under Section 36:4306(a) states as follows: "No obligation incurred more than 60 days prior to the date of application to the lender for a loan to be guaranteed or insured hereunder is eligible."

Repairs Listed Under Item 16 on Appraisal Report, Form 1803

Question: Is it necessary that repairs listed under Section 16 of the Appraisal Report be made?



WALTER T. ROBINSON
Answers Your Questions

Answer: Yes, such repairs listed by appraisers are necessary and essential to protect the property. It is the appraiser's responsibility to list necessary repairs under this section and to indicate the cost thereof.

Question: Is it necessary to include the cost of repairs listed under Item 16 in the total cost of the property, as shown on the loan report?

Answer: Yes. Either provision must be made in the loan or the applicant must be able to pay for them in cash. In either case, they are a cost to the property and should be included in the schedule of disbursement on the report or application. When a loan is closed prior to completion of repairs,

adequate funds, whether a part of the proceeds of the loan or cash contributed by the borrower, must be placed in an escrow or earmarked account by the lender.

Paid in Full Loans

Question: What action is required by a lender when a loan is paid in full?

Reference: Section 36:4333 of the Lender's Handbook.

Answer: When a loan has been paid in full, the loan guaranty certificate should be stamped "Paid", indicating the date the loan was paid, and returned to the Loan Guarantee Office, releasing the Administrator from further liability.

Loans for Working Capital

Question: Is an appraisal report required for farm and business working capital loans?

Answer: All lenders making working capital loans must submit Form 4-1823 (Appraisal—Farm) for farm loans, completing only Items I, VII, and VIII, where no real estate is involved, and Form 4-1845 (Appraisal—Non-Real Estate) for business loans. The reports should reflect all the pertinent data relating to the particular enterprises on which the lender relied in arriving at the determination that the loan is eligible and sound.

Terminal Leave Bonds

Question: May veterans' terminal leave bonds be applied upon guaranteed loans?

Answer: No. The Administrator for Veterans Affairs is authorized and directed to accept an assignment of a bond issued to the insured, proceeds of which may be used in payment of premiums, difference in reserve (in case of conversion of insurance to another plan) or for loans made prior to July 31, 1946 on United States Government Life Insurance (World War I) or National Service Life Insurance (World War II), provided the assignment (Turn to page 54, please)



STATEMENT OF CONDITION

December 31, 1946

RESOURCES

Loans and Discounts.....	\$ 22,092,820.93	
Overdrafts	980.00	
State and Municipal Bonds.....	9,429,574.45	
Other Bonds Bought for Investment.....	1,762,521.93	
Stock in Federal Reserve Bank.....	150,000.00	
Bank Office Building.....	449,000.00	
Furniture and Fixtures.....	1.00	
Income Earned but Not Collected.....	348,540.54	
Bonds of U. S. and Government Agencies.....	\$67,550,340.71	
Due from Federal Reserve Bank.....	21,118,198.05	
Cash and Sight Exchange.....	30,200,148.34	118,868,687.10
		<u>\$153,102,125.95</u>

LIABILITIES

Capital Stock	\$ 2,500,000.00	
Surplus	2,500,000.00	
Undivided Profits	1,827,224.19	
Reserve for Contingencies.....	779,021.98	
Accrued Taxes, Interest and Other Expenses.....	472,044.81	
Dividends Declared and Unpaid.....	50,000.00	
U. S. Government Deposits.....	\$ 4,852,757.04	
Deposits	140,121,077.93	144,973,834.97
		<u>\$153,102,125.95</u>

The Omaha National Bank

Member
Federal Deposit Insurance Corporation

Northwestern Banker, January, 1947

What Their Statements Show

From Statements Received as This Issue of
the **NORTHWESTERN BANKER** Goes to Press

ILLINOIS—CHICAGO

American National Bank and Trust Company—Deposits, \$221,422,620. Year ago—\$228,346,381.

Central National Bank in Chicago—Deposits \$69,342,000. Year ago—\$76,054,000.

City National Bank and Trust Company of Chicago—Deposits, \$319,149,907. Year ago—\$337,449,803.

Continental Illinois Bank and Trust Company of Chicago—Deposits, \$2,038,434,994. Year ago—\$2,646,721,523.

Drovers National Bank—Deposits, \$78,694,583. Year ago—\$68,364,775.

Drovers Trust and Savings Bank—Deposits, \$27,874,833. Year ago—\$29,253,000.

The First National Bank of Chicago—Deposits, \$1,961,745,697. Year ago—\$2,347,702,804.

Harris Trust and Savings Bank—Deposits, \$459,006,255. Year ago—\$550,006,000.

The Livestock National Bank of Chicago—Deposits, \$58,121,264. Year ago—\$56,405,252.

The Northern Trust Company—Deposits, \$607,019,091. Year ago—\$700,425,061.

IOWA—DES MOINES

Bankers Trust Company—Deposits, \$52,291,537. Year ago—\$56,637,821.

Capital City State Bank—Deposits, \$8,768,749. Year ago—\$9,297,789.

Central National Bank and Trust Company—Deposits, \$80,683,154. Year ago—\$83,170,780.

Des Moines Bank and Trust Company—Deposits, \$7,964,960. Year ago, \$7,540,462.

Iowa-Des Moines National Bank and Trust Company—Deposits, \$103,483,000. Year ago—\$114,368,403.

Iowa State Bank—Deposits, \$6,014,353. Year ago—\$5,605,865.

First Federal State Bank—Deposits, \$3,301,550. Year ago—\$3,147,591.

Valley Bank and Trust Company—Deposits, \$16,899,494. Year ago—\$17,256,290.

SIOUX CITY

First National Bank—Deposits, \$19,865,320. Year ago—\$19,498,873.

Live Stock National Bank—Deposits, \$26,862,881. Year ago—\$24,505,160.

Security National Bank—Deposits, \$25,583,478. Year ago—\$24,610,198.

Toy National Bank—Deposits, \$23,704,534. Year ago—\$29,287,049.

Woodbury County Savings Bank—Deposits, \$8,167,685. Year ago—\$8,220,000.

OTHER IOWA BANKS

Cedar Rapids—Merchants National Bank—Deposits, \$88,832,625. Year ago—\$90,452,067.

Clinton—City National Bank—Deposits, \$14,152,651. Year ago—\$13,974,437.

Davenport—Davenport Bank and Trust Company—Deposits, \$72,562,875. Year ago—\$73,918,076.

Ottumwa—Union Bank and Trust Company—Deposits, \$14,480,451. Year ago—\$15,749,414.

MINNESOTA—DULUTH

First and American National Bank—Deposits, \$63,773,212. Year ago—\$73,189,274.

MINNEAPOLIS

Farmers and Mechanics Savings Bank—Deposits, \$140,087,418. Year ago—\$127,845,409.

First National Bank—Deposits, \$338,835,657. Year ago—\$407,989,163.

Marquette National Bank—Deposits, \$32,244,402. Year ago—\$32,401,000.

Midland National Bank and Trust Company—Deposits, \$57,318,408. Year ago—\$68,104,329.

Northwestern National Bank—Deposits, \$348,376,918. Year ago—\$423,933,459.

ST. PAUL

First National Bank—Deposits, \$275,926,882. Year ago—\$322,426,690.

Stock Yards National Bank—Deposits, \$17,399,461. Year ago—\$17,796,771.

MISSOURI—KANSAS CITY

City National Bank and Trust Company—Deposits, \$117,552,837. Year ago—\$127,991,057.

Commerce Trust Company—Deposits, \$389,684,656. Year ago—\$439,673,489.

Inter-State National Bank—Deposits, \$70,607,262. Year ago—\$97,469,000.

ST. JOSEPH

American National Bank—Deposits, \$25,127,408. Year ago—\$25,480,713.

First National Bank—Deposits, \$30,283,514. Year ago—\$33,304,140.

First St. Joseph Stock Yards Bank—Deposits, \$11,279,688. Year ago—\$10,522,775.

Tootle-Lacy National Bank—Deposits, \$19,426,007. Year ago—\$19,457,000.

ST. LOUIS

First National Bank—Deposits, \$425,437,029. Year ago—\$494,514,707.

Mississippi Valley Trust Company—Deposits, \$200,229,974. Year ago—\$242,037,944.

Mercantile Commerce Bank and Trust Company—Deposits, \$329,899,859. Year ago—\$384,155,924.

NEBRASKA—LINCOLN

Continental National Bank—Deposits, \$28,269,789. Year ago—\$37,035,000.

First National Bank—Deposits, \$49,126,851. Year ago—\$58,110,390.

National Bank of Commerce—Deposits, \$40,129,971. Year ago—\$49,403,488.

OMAHA

First National Bank—Deposits, \$91,084,293. Year ago—\$92,914,934.

Live Stock National Bank—Deposits, \$67,098,327. Year ago—\$79,587,655.

Omaha National Bank—Deposits, \$144,973,835. Year ago—\$183,784,794.

Stock Yards National Bank—Deposits, \$25,287,562. Year ago—\$23,520,616.

United States National Bank—Deposits, \$70,516,309. Year ago—\$88,282,844.

NEW YORK CITY

Bankers Trust Company—Deposits, \$1,390,589,699. Year ago—\$1,749,590,468.

Bank of the Manhattan Company—Deposits, \$1,006,934,771. Year ago—\$1,212,711,911.

Central Hanover Bank and Trust Company—Deposits, \$1,500,183,881. Year ago—\$1,842,737,477.

Chase National Bank—Deposits, \$4,495,304,000. Year ago—\$5,742,180,000.

Chemical Bank and Trust Company—Deposits, \$1,226,822,540. Year ago—\$1,524,160,575.

Continental Bank and Trust Company of New York—Deposits, \$181,975,059. Year ago—\$204,765,283.

Guaranty Trust Company—Deposits, \$2,501,513,458. Year ago—\$3,309,452,507.

Irving Trust Company—Deposits, \$1,021,002,334. Year ago—\$1,303,269,218.

Manufacturers Trust Company—Deposits, \$2,286,946,694. Year ago—\$2,555,885,573.

National City Bank of New York—Deposits, \$4,664,102,604. Year ago—\$5,143,422,000.

The New York Trust Company—Deposits, \$655,175,131. Year ago—\$881,263,465.

Public National Bank and Trust Company of New York—Deposits, \$552,052,882. Year ago—\$545,497,980.

(Turn to page 86, please)



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

UNION STOCK YARDS • TELEPHONE YARDS 1220

Statement of Condition

Close of Business—December 31, 1946

RESOURCES

Cash and due from banks.....	\$17,547,844.30
U. S. Treasury certificates and notes	24,139,338.42
U. S. Treasury bonds	8,662,609.47
State and municipal securities.....	600,885.68
Other marketable bonds.....	326,000.00
Loans and discounts.....	9,076,813.26
Federal Reserve Bank stock.....	75,000.00
Bank building.....	325,000.00
Interest earned, not collected.....	134,022.21
Current receivables and other assets.....	219,335.51
	<hr/>
	\$61,106,848.85

LIABILITIES

Capital.....	\$ 1,000,000.00
Surplus.....	1,500,000.00
Undivided profits and reserves.....	264,039.97
Unearned discount.....	33,794.86
Liability under Letters of Credit.....	187,750.00
Deposits.....	58,121,264.02
	<hr/>
	\$61,106,848.85

Board of Directors

FREDERICK H. PRINCE

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

IVAN E. BENNETT
Vice-President

ROBERT J. DUNHAM
Investments

RICHARD HACKETT
*General Manager, Central
Manufacturing District*

ARTHUR G. LEONARD
*President, Union Stock Yard
& Transit Co.*

ORVIS T. HENKLE
Industrialist

RALPH M. SHAW
Winston, Strawn & Shaw

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

DAVID H. REIMERS
President

SERVING AGRICULTURE AND INDUSTRY

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MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, January, 1947

LEGAL

Can Banks Execute Judgment Against A Multiple Dwelling Homestead?

Q. A Minnesota bank obtained a judgment against Carlson and sought to subject to its collection certain real property owned and occupied by him as his homestead in that state. The property consisted of a four family apartment house, one apartment being occupied by Carlson and the other being rented by him to tenants. The land consisted of less than one-third of an acre in a city having a population of over 5,000, and the property was exempt from execution for the judgment unless the fact that it was a multiple dwelling prevented the exemption from attaching. Could the bank levy execution?

No. Under Minnesota law the determination of whether a homestead exists is controlled and measured by the area involved which here was less than one-third of an acre, the maximum permitted in cities of over 5,000 population. The character, number and existence of the rental unit structures did not change the status of the property from that of a homestead exempt from execution.

Q. Wilson became indebted to a South Dakota bank. Subsequently he conveyed all of his property to his son in return for an agreement by the son to pay him \$75 per month during his lifetime. The indebtedness to the bank was not paid and the bank sued Wilson thereon and obtained a judgment against him. The bank sought to levy on and sell the annuity contract to satisfy the judgment. Could it do so?

Yes. An indebtedness, represented by an annuity note or contract whereby the maker agrees to pay monthly sums to a person for the life of such person, is subject to levy and sale under an execution to satisfy a judgment. The South Dakota Supreme Court so held in a recent decision.

Q. Most life, health and accident insurance policies contain provisions to the effect that once lapsed they may be reinstated upon the payment of

This and Other Timely Legal Questions Are Answered by the LEGAL DEPARTMENT

back premiums and upon the production of evidence and insurability satisfactory to the insurance company. As an incident to proving insurability in such cases may the insurer require information concerning matters in addition to those pertaining to good health such as whether the applicant for reinstatement owns and flies an airplane?

The courts are not in accord regarding the meaning of the term "insurability" as used in the reinstatement clause of a life, health or accident insurance policy provision. The weight of authority seems to be to the effect that the term "insurability" is broader than "good health;" but there is also authority to support the opposite point of view. Nebraska and Texas, for instance, hold to the latter view while Missouri and Illinois hold to the former.

Q. Smith obtained a judgment against Jones in Iowa. The judgment was not paid and Smith ran a garnishment against the bank with which Jones did business. The bank answered in the garnishment proceedings that it was not indebted to Jones in any way and therefore had no funds of his to turn over to Smith. In such circumstances was there a legal presumption that the bank was indebted to Jones which the bank must rebut with further affirmative showings?

No. A garnishee who has answered, denying indebtedness to the defendant, is not presumed to be so indebted. His indebtedness to, or possession of property of, the defendant must be affirmatively shown by the plaintiff, in order to render him liable to such plaintiff.

Q. Burke, a Minnesota banker, sustained personal injuries as a result of a fall on a public sidewalk in a city in that state. Approximately one year later he sued the city for damages, claiming his injuries had been suffered as a result of its negligence. He had not, within 30 days after the accident, served written notice of his injury and claim for damages upon the city as required by law. Did his failure to do so prevent a recovery by him in the law suit in which he was plaintiff?

Yes. The Minnesota Supreme Court has consistently held that before a party may bring action against a municipality for injuries alleged to have occurred as a result of its negligence, he must first strictly comply with the statute requiring presentation within 30 days from the date of such injuries of a written notice to the city council or other governing body of such municipality.

Q. Schultz obtained a loan from his bank of certain funds, pledging collateral therefor. In doing so he made various false representations regarding the value and worth of the collateral. The bank relied upon these representations in making the loan and ultimately lost money as a result of them. What is the measure of the bank's damages against the borrower?

The measure of damages recoverable for false representations as to the value of collateral, by which one was induced to loan money thereon, is the net amount of money actually lost, which is ordinarily the amount by which the loan exceeded the actual value of the collateral at the date of the loan together with interest.

Q. The title to a tract of land in Illinois was in dispute and its ownership was claimed by a number of people. Bolian sought to clear the title and, among various things, obtained a quitclaim deed from Anderson, a banker and one of the claimants. There were

(Turn to page 26, please)

THE PUBLIC NATIONAL BANK AND TRUST COMPANY OF NEW YORK

37 Broad Street

CONDENSED STATEMENT OF CONDITION

December 31, 1946

RESOURCES

Cash and Due from Banks	\$121,974,995.08
U. S. Government Securities	312,189,737.05
State and Municipal Securities	8,242,203.85
Other Securities	1,530,400.87
Loans and Discounts	138,864,947.11
Customers' Liability for Acceptances	1,219,577.10
Stock of the Federal Reserve Bank	660,000.00
Banking Houses	2,183,001.79
Accrued Interest Receivable	1,272,241.66
Other Assets	246,647.24
	<hr/>
	\$588,383,751.75

LIABILITIES

Capital	\$ 9,625,000.00
Surplus	12,375,000.00
	<hr/>
	22,000,000.00
Undivided Profits	6,604,001.65
	<hr/>
	\$28,604,001.65
Dividend Payable Jan. 2, 1947	275,000.00
Unearned Discount	553,129.38
Reserved for Interest, Taxes, Contingencies	4,788,234.69
Acceptances	\$4,115,786.93
Less: Own in Portfolio	2,247,594.16
	<hr/>
	1,868,192.77
Other Liabilities	242,310.32
Deposits	552,052,882.94
	<hr/>
	\$588,383,751.75

Securities carried at \$10,658,717.23 are pledged to secure U. S. Government War Loan Deposits of \$7,770,565.45 and other public and trust deposits, and for other purposes as required or permitted by law.

MEMBER: N. Y. CLEARING HOUSE ASSOCIATION • FEDERAL RESERVE SYSTEM
FEDERAL DEPOSIT INSURANCE CORPORATION

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Indianapolis

Detroit

Gibson Honored at Reception



To mark the anniversary of thirty years as a bank president in New York City, **Harvey D. Gibson**, president and chairman of the board of Manufacturers Trust Company, was honored by the directors and administrative officers of the Trust Company at a reception given in his honor.

Mr. Gibson was elected president of the Liberty National Bank of New York on December 21, 1916. On March 31, 1921, at the time of the merger

between the Liberty National Bank and The New York Trust Company, he became president of the New York Trust Company and since 1931 has been president of the Manufacturers Trust Company.

To mark the occasion, there was presented to Mr. Gibson a silver service tray as a token of the esteem in which he is held by his associates. Above, left, is **Ernest Stauffen**, chairman, trust committee; Mr. Gibson; and **Henry C. Von Elm**, chairman of the board.

LEGAL QUESTIONS

(Continued from page 24)

no covenants or recitals in the deed showing an intention to convey any definite interest or estate in the land. Later Anderson decided to clear the title and obtained for himself a deed from the person who was the rightful owner. Did Anderson's after-acquired interest pass to Bolian by reason of the previous quitclaim deed?

No. It is well settled that a quitclaim deed of the interest of a grantor conveys no more than the present interest of such grantor and does not operate to pass an interest after acquired. It follows that the grantor under such a quitclaim deed is not estopped from asserting, and can properly come to own, an after-acquired title provided there are no covenants or recitals showing an intention to convey any definite interest or estate in such quitclaim deed.

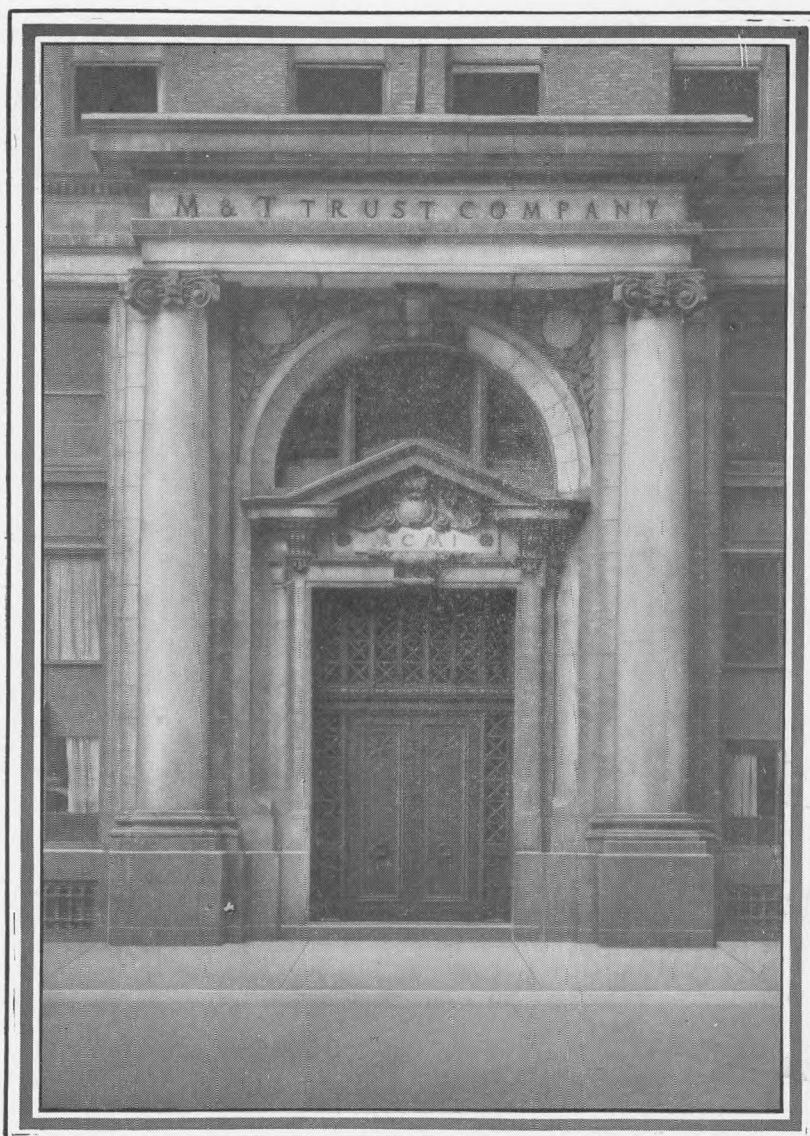
Q. Where a man and his wife are divorced and there are children born of the union it is quite common that some provision be made in the divorce decree for periodic payments to be made for the support of the children. Thereafter, as such children come of age, does the authority of the divorce court over them, as a general rule, come to an end so that the provisions for support cease to be valid and binding?

Yes. Largely in reliance upon the commonly expressed rule that, when a child of the parties to a divorce or separation action attains his majority, authority of the court over such a child comes to an end, it has been held or recognized, except in a few scattered cases, that a court in a divorce or separation suit is without power to provide for the support of, or aid

(Turn to page 28, please)



Manufacturers and Traders Trust Company of Buffalo uses this slogan to emphasize that it provides complete banking service to meet any individual requirement.



Another leading bank using Hammermill Safety

The Manufacturers and Traders Trust Company was founded in Buffalo ninety years ago "to serve manufacturers and merchants." But today its many diversified, interrelated departments... from Estate Management to Thrift Accounts... are designed to fulfill the needs

of everyone who requires any type of banking service. It encourages small accounts.

It has offices in seventeen neighborhoods of Buffalo and in seven western New York communities. We are proud that checks of this great bank are on Hammermill Safety.

Manufacturers and Traders Trust Company

No. 19

19__

PAY TO THE ORDER OF _____ \$ _____ DOLLARS

It's easy to write on

HAMMERMILL SAFETY

MANUFACTURED BY HAMMERMILL PAPER COMPANY, ERIE, PA., FOUNDED 1898

LEGAL QUESTIONS

(Continued from page 26)

to, an adult child of the parties, or to continue a provision for support after a child attains his majority.

Q. A Kentucky bank obtained a group life insurance contract for its employees which provided for the payment of \$1,500 to the beneficiary of any employee who died. Part of each month's premium was paid by the employees individually and part by the bank. One of its clerks was laid off temporarily and, while so laid off, was killed. He had not paid his share of a premium which had come due during the layoff but the bank had paid its share and his share for him. Could his beneficiary recover under the policy?

Yes. In a recent decision involving analogous facts the Kentucky Court of Appeals held that an employee's temporary layoff did not terminate his employment or the protection afforded him by an employees' group insurance policy. The fact that the employee's share of the premium was paid by the employer did not enable the insurance company to avoid liability, as the premium was paid and the identity of the party paying the premium was not material to it.

Q. Many states and cities have laws or ordinances, as the case may be, making it a criminal offense to keep or possess a gambling device. It is quite possible that a person might have such a thing without using it or intending to use it for gambling. Suppose that such an individual was convicted criminally on a simple showing that he had the device in his possession and without any showing of an intent to use it for gambling purposes. Would such a conviction, generally, be violative of any of the individual's constitutional rights such as his right to be not deprived of his liberty or property without due process of law?

No. It is generally recognized that statutes or ordinances making the keeping or possessing of a gambling device an offense, without requiring a showing that the device was used for gambling, are not in violation of Federal or state constitutional provisions. Holdings to that effect may be found in Mississippi, Oklahoma, Texas, and other states. In a case in Illinois a conviction was upheld against a defendant whose brother had brought the device into the defendant's home and the defendant knew nothing about it. ##



Need help in
WISCONSIN?

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

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

This bank is the largest in the state, and over 85 per cent of the hundreds of banks throughout Wisconsin are First Wisconsin correspondents.

Banks and Bankers Division

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



Member of
the Federal Deposit
Insurance Corporation

**FIRST WISCONSIN
NATIONAL BANK
OF MILWAUKEE**

Harris Trust and Savings Bank

Organized as N. W. Harris & Co. 1882 • Incorporated 1907

115 WEST MONROE STREET, CHICAGO



Statement of Condition

December 31, 1946

Resources

Cash on Hand and Due from Banks	-	-	-	\$123,433,122.14
U. S. Treasury Bills and Certificates	-	-	-	61,080,592.98
U. S. Government Bonds and Notes	-	-	-	111,590,433.85
State and Municipal Securities	-	-	-	21,089,231.87
Other Bonds and Securities	-	-	-	14,949,830.02
Loans and Discounts	-	-	-	160,333,154.41
Federal Reserve Bank Stock	-	-	-	600,000.00
Customers' Liability on Acceptances and Letters of Credit	-	-	-	2,030,370.13
Accrued Interest and Other Resources	-	-	-	1,517,093.66
Total	-	-	-	\$496,623,829.06

Liabilities

Capital	-	-	-	\$ 8,000,000.00
Surplus	-	-	-	12,000,000.00
Undivided Profits	-	-	-	5,326,659.91
General Contingency Reserve	-	-	-	6,588,325.19
Reserve for Taxes, Interest, Etc.	-	-	-	3,672,218.55
Acceptances and Letters of Credit	-	-	-	2,030,370.13
Demand Deposits	-	-	-	\$419,926,456.05
Time Deposits	-	-	-	39,079,799.23
Total	-	-	-	\$496,623,829.06

\$36,850,000 of United States Government Obligations and \$300,000 of State and Municipal Securities are pledged to secure \$11,213,100.02 of United States Government Deposits and \$24,302,615.80 of Trust Deposits, and to qualify for fiduciary powers.

Member of Federal Deposit Insurance Corporation

Directors

JAMES M. BARKER Chairman, Allstate Insurance Company
MARK A. BROWN Executive Vice-President
THOMAS DREVER President, American Steel Foundries
FRANK R. ELLIOTT Chicago
HOWARD W. FENTON Chairman of the Board
FRED C. GURLEY President, Atchison, Topeka & Santa Fe Railway Company
ARTHUR B. HALL Hall & Ellis
ALBERT W. HARRIS Chicago
STANLEY G. HARRIS Chairman of Executive Committee
JOHN L. McCAFFREY President, International Harvester Co.
F. B. McCONNELL President, Sears, Roebuck & Co.
JOHN McKINLAY Chicago
FRANK McNAIR Vice-Chairman of Executive Committee
A. H. MELLINGER Director, Illinois Bell Telephone Co.
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California **COVERAGE** ...through one bank!

Yes, with one account at Bank of America your bank obtains an intimate correspondent service with more than 300 California communities where this bank has its branches. Through this one account in either San Francisco or Los Angeles, you reach all of California... as well as other Western states, Hawaii, and Alaska.

★ ★ ★

Condensed Statement of Condition December 31, 1946

RESOURCES

Cash in Vault and in Federal Reserve Bank	\$ 719,881,949.43
Due from Banks	334,650,483.54
TOTAL CASH	\$1,054,532,432.97
United States Government Obligations, direct and fully guaranteed	2,394,164,646.68
State, County, and Municipal Bonds	363,908,908.90
Other Bonds and Securities	117,858,171.83
Stock in Federal Reserve Bank	6,219,650.00
Loans and Discounts	1,722,743,512.87
Accrued Interest and Accounts Receivable	18,678,564.90
Bank Premises, Furniture, Fixtures, and Safe Deposit Vaults	30,286,288.10
Other Real Estate Owned	86,034.56
Customers' Liability on Account of Letters of Credit, Acceptances, and Endorsed Bills	56,627,025.23
Other Resources	419,956.58
TOTAL RESOURCES	\$5,765,525,192.62

LIABILITIES

Capital	\$ 106,646,375.00
Surplus	110,000,000.00
Undivided Profits	20,235,546.71
Reserves	4,414,785.01
TOTAL CAPITAL FUNDS	\$ 241,296,706.72
Reserve for Bad Debts	31,115,509.13
Demand	\$3,152,251,956.15
Deposits	5,415,849,714.72
Savings and Time	2,263,597,758.57
Liability for Letters of Credit and as Acceptor, Endorser, or Maker on Acceptances and Foreign Bills	57,926,262.57
Reserve for Interest Received in Advance	9,408,514.39
Reserve for Interest, Taxes, etc.	9,928,485.09
TOTAL LIABILITIES	\$5,765,525,192.62

This statement includes the figures of the London, England, banking office.

★ ★ ★

CALIFORNIA'S STATEWIDE BANK

Main Offices in Two Reserve Cities of California
San Francisco Los Angeles

Bank of America

NATIONAL TRUST AND SAVINGS ASSOCIATION

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION
MEMBER FEDERAL RESERVE SYSTEM

Annual Report

Net earnings of \$631,916 for 1946 were reported for the American National Bank and Trust Company of Chicago by President Lawrence F. Stern in his annual report to stockholders. This figure represents net operating profits after provisions for reserves, taxes and contingencies, and compares with reported net earnings of \$600,590 for 1945. Profits realized on securities are not included in these earnings figures, it being the bank's practice to credit these profits to securities reserve.

Based on the 20,000 shares of capital stock outstanding in 1946, these earnings represent \$31.59, compared with \$30.02 in 1945. Ten thousand additional shares of stock were issued late in the year representing a 25 per cent stock dividend, plus rights issued to stockholders to purchase additional shares at par at the rate of one new share for each four shares held. With this increase in capital, the bank's combined capital and surplus now totals \$7,000,000.

Dividends were paid in 1946 at the regular rate of \$6.00 per share. Mr. Stern has indicated that the dividend to be declared this month on the increased stock will be continued at the \$6.00 rate.

On Chamber Board

W. H. Hemingway, president of Mercantile-Commerce Bank and Trust Company, St. Louis, has been elected a member of the board of directors of the Chamber of Commerce of the United States.

DEAR EDITOR

(Continued from page 11)

tions Commission of which I am a new member and the subject matter in your study is one of the projects under consideration. I would like to obtain 25 copies for the commission and will gladly remit to cover if they can be obtained."

Will A. Lane, President,
Security Savings Bank, Marshalltown, Iowa

"We Enjoyed Your Story"

"We enjoyed your story and pictures in the NORTHWESTERN BANKER of the Nebraska Convention very much. Your feature writers certainly do get around and cover the waterfront, so to speak."

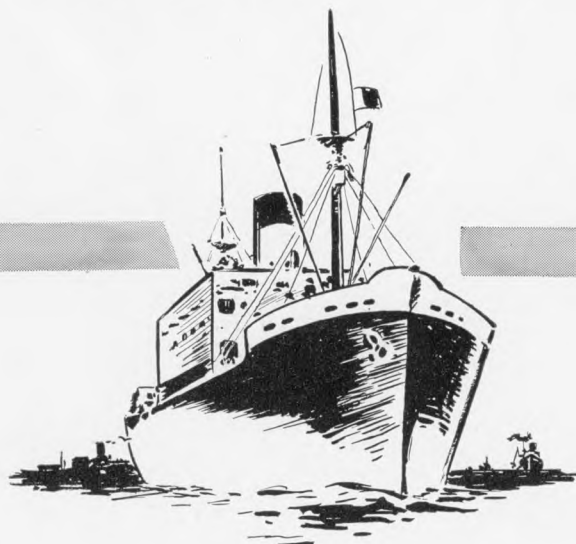
Ernie Thompson, Asst. to
the Sec'y, Nebraska Bankers
Association, Omaha Nebr.

"The Best Banking Magazine"

"Don't forget to change my mailing address as I sure wish to continue receiving the best banking magazine published which is the NORTHWESTERN BANKER."

William B. Whitman, Asst
Vice Pres., American National Bank & Trust Co.,
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NEW



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More "Happy New Years" for people past 40

If you are 40 today, you can reasonably expect to welcome, at the very least, thirty more New Years. And all can be years of pleasure and accomplishment, free of many "old age" discomforts and handicaps.

True, disease may still strike, but the dread once attached to such names as "heart trouble" or "diabetes" is a thing of the past.

Perhaps the year's end is a good time to point to today's more hopeful life outlook—brought about largely by *geriatrics*, the science of helping older people enjoy life longer.

Tuberculosis now kills less than half as many Americans as it did after the last war. Pneumonia, fatal in one out of four cases 25 years ago, now claims only one out of ten. Diabetes, which before 1921 meant almost certain death within a year, has met its match in insulin.

Many infectious diseases are yielding to the well-named "miracle

drugs." New glandular products are helping correct many deficiencies of middle age, and science is fast finding the key to the virus diseases. Even heart disease, the greatest killer, can be both prevented and arrested.

Cancer and the mental diseases are still a challenge, but far more recoveries are being reported than is commonly supposed.

To speed the good work, American life insurance companies—including N^WNL—are jointly sponsoring extensive medical research. As more minds are applied to the problem, the day will come sooner when good health throughout a full lifetime becomes everyone's birthright.

Financial health, through adequate savings and life insurance, is no less vital to a serene and happy existence. Fortunately, 73 million Americans now own over 170 billions of life insurance. N^WNL's own growing family of policyholders sharply increased their protection in 1946, to more than \$680,000,000. Assets back of their policies rose to \$140,000,000, and surplus funds reached a new high of \$10,500,000.

62nd ANNUAL STATEMENT:

For years N^WNL's has been the first life insurance statement published in the new year. As usual the complete statement, as of December 31, was mailed on New Year's Day. Copies on request.

NORTHWESTERN *National* LIFE
INSURANCE COMPANY

O. J. Arnold, President



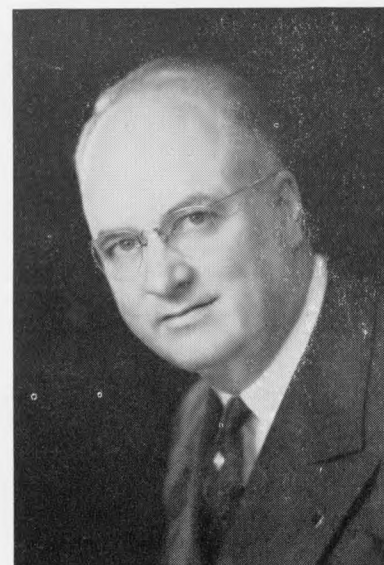
Minneapolis 4, Minn.

(This is a reproduction of N^WNL's current national advertisement.)

INSURANCE

How I Write More Than Two Million in New Business Each Year

By **LOWELL L. NEWMAN**
Penn Mutual Life Insurance Company
Ft. Wayne, Indiana



LOWELL L. NEWMAN
"I prefer the short sales talk"

PROBABLY no phase of our business of maintaining production is less understood than the problem of constructive prospecting. You make no money talking to yourself, and very little more talking to suspects. It has been said that everyone is a prospect. That may be true, but not necessarily a prospect for you or me.

The leading merchant, or leading lawyer in your home town is, no doubt, an excellent prospect for some of you, but not for me. Why? Because you have the entree, because you know a lot about him and his family, his business, his hobbies, his hopes and ambitions. I know none of these facts, and therefore he is just a name to me.

According to my definition, a prospect is one about whom we know a lot and still think we can sell. If we don't know enough about him, and are not convinced that we can sell him, then we should get a prospect in whom we do have that much confidence.

Add to Prospect List

When we have established the qualifications of a prospect, then it is important that we separate the wheat from the chaff, and continuously add to our list of prospects and discard the suspects. I solved the problem of "whom should I see next?" by a rule which I followed religiously for many years; that rule was to add the name of at least one new prospect to my select list each day. Some days many more than one, but never less. From that time on I have always had more live prospects than I have had time to see.

Applying this method of selection still further, I found that I could accomplish more by prospecting for individuals whose needs were uniform and fit the sale I was best prepared to make. It has always seemed to me to be easier to sell the members of a group or profession whose needs were fairly uniform and whose habits of thought were in conformity. When I sold farmers, I found it was much simpler to talk to them than professional men. When I began selling football men I learned to talk their language. Then when I concentrated on doctors, I became as acquainted with their problems and understood their desires for security as well as they themselves.

If you elect to solicit the members of any large group, and become familiar with their viewpoint and needs, you will find your work easier and your prestige among the members of that group growing greater with each successive talk.

Build Stepping Stones

For instance, if you should elect to sell the dentists of your city, you will find that once you have secured their confidence it will be perfectly agreeable with them for you to use your list of recent sales as an introduction to the other members of the group. Unless you can apply some system of continual introduction from one sale to another, and make today's sale a stepping stone to tomorrow's interview, you will always be starting from scratch.

What do we need to sell life insurance? In my opinion the public has

been fully educated to the efficacy of life insurance as a solution to its needs. First, the war risk insurance of the First World War, then the Social Security in the thirties, and now the National Service Life Insurance, together with the national advertising campaign, have convinced the public of the soundness and necessity of life insurance.

On that assumption I am convinced that we are inclined to duplicate the work which has already been done for us, and we tend to confuse the prospect by spending our time selling an idea on which he has already been sold. I think the public is ready and willing to buy. People only want to be shown how life insurance can be applied to their needs and what to do to get it.

I have concluded that the long explanation of policy contracts, and detailed analyses, are purely service functions and are no more related to the sale of life insurance than the service department of an automobile agency is related to the sale of an automobile. True, when the sale is made, then it is the duty of the agent to fit the policy into the financial plan of the purchaser in such a way as to

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Insurance Counselors



to Banks

Northwestern Banker, January, 1947

provide him and his family the greatest benefit.

Don't Talk Much

I don't talk much in the presence of my prospects. I tell the basic facts and let them guess at the details. You see I don't understand the policies myself, and therefore don't think the prospect would either. I am a believer in short sales talks, because it seems to me the fewer details you provide, the fewer objections you have to answer. Facts cannot be argued, and objections are suggested by the details of the explanation. You never get in trouble (except perhaps with your wife), with the things you don't say. It's always the things you do

say that get you into difficulties. A short talk, coupled with a request for a decision on a minor point, such as, "Mr. Prospect, if you could get a contract like this, you would be interested, wouldn't you?" or "If you took a policy, how would you want to pay the premium?" is an invitation to the prospect to talk and provides more time for the salesman to listen.

A farm neighbor of mine had a horse that wasn't working very well. He would pull up a few feet and stop, then pull up a few feet and stop. A stranger watching the procedure said to the farmer, "What's the matter, is your horse sick?" "Not that I know of," replied the farmer. "He's just so

danged afraid he won't hear me say whoa, he's always stopping to listen!" I, too, am so afraid I won't hear the prospect say yes, I am willing to listen.

A short talk provides more time for listening and fewer opportunities for the prospects to conjure objections. Besides, if you are a good listener your prospect may be deceived into believing that you are really interested in giving him some service, and that he can talk freely to you without fear of being sold. Also, you sleep better because you haven't influenced the buyer and your conscience is clear.

In my sales talk I aim to maneuver the prospect into such a position that it is up to him to sell me, rather than for me to sell him. I feel that I am better prepared to meet the situation by being a good listener, rather than a continuous talker.

Simplifying Programming

Because I am interested in programming the insurance of my own clients only and only as an entering wedge, I try to simplify the process. When my prospect says, "I am glad to see you, Mr. Newman, and am always glad to have you drop in, but as you know there is no more insurance in the cards," I say to him:

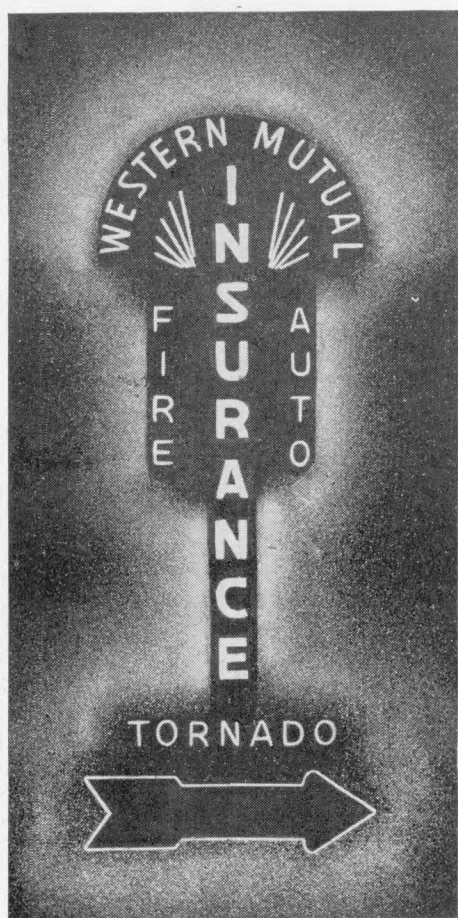
"While I am here I want to bring my card records up to date and I must get some information now. How much is it going to cost you to get safely buried, how much income do you want your wife to have, how much do you want the children to have for their education, and how much do you think you ought to have to retire on?"

Then I say, "Mr. Prospect, you have \$30,000 with me, \$10,000 in the X.Y.Z. company and \$10,000 in the A.B.C. company, making a total of \$50,000. Is that all?" He says, "Yes."

I say, "How about arranging for the education of the children now?" If he says he has already done that, which I may or may not have known, then I say, "If you have that done, then you are short some place else—how about closing the loop holes now?"

You see, I have done this in about five minutes and that conserves a lot of time and you don't have to write your prescription in later.

Most prospects are opportunists, and therefore we should exploit the favorable circumstances which, for one reason or another, seem to dictate the advantages of buying today. The simplest of these circumstances is change of age, which all of us use to some degree. I had one outstanding experience with change of age. I had sold a man \$100,000 of life insurance some months before, and the prospect as-



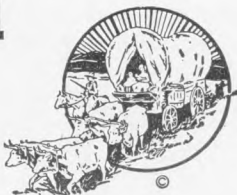
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sured me that was his limit. He had me pretty well convinced. But on the 17th day of July, before the prospect's birthday on the 20th of July, I called on him and said, "Mr. Prospect, do you realize that this is your last opportunity to buy life insurance at age 63?" He said, "Why, I will be 64 in three days."

\$640,000 More Business

I replied, "I know, but some companies will antedate their policy to save your age." He asked, "Can you find out what companies will do that by tomorrow morning?" and I told him I thought so. He informed me he would see me at 9:00 the next morning. I came away with applications on which I delivered \$640,000 or ordinary life, and it opened the way for many hundreds of thousands more in the months to follow.

To summarize, in my opinion nothing succeeds like success. It is much easier to keep writing business when the motion is up. It takes a lot more power to start a load than to keep it moving. Therefore, don't stop writing new business in order to deliver business previously written. The salesman who makes his sales this week, delivers the policies the next week and then starts writing again the following week, cuts his potential production in half. Don't ever stop soliciting new business.

It is mighty discouraging to deliver a lot of business and then have to start again from scratch. I would rather lose a sale because I was slow to deliver, than to miss writing some business this week. The constant flow of business is essential to keeping your morale high and preventing slumps in your mental attitude.

Keep the job you have by continuously writing new business. The man who delivers all the written business he has in sight is out of a job and begins the dreary task of job hunting all over again. To maintain production means to increase production. We don't stand still in this business. We either go forward or backward. The defenders of Bastogne, during the German push, said, "As our ammunition ran short, we shot straighter." Time is our ammunition. Therefore, let us plan better. # #

Dividend

The Board of Directors of the City National Bank and Trust Company of Chicago on December 31, 1946, continued their policy of the past few years of declaring a semi-annual dividend of \$2.00 per share, of which \$1.00 will be paid February 1, 1947 to stockholders of record as of January 20, 1947 and \$1.00 on May 1, 1947 to stockholders of record as of April 21, 1947.

The directors also declared an extra and additional dividend of \$2.00 per share to be paid February 1, 1947 to stockholders of record as of January 20, 1947. This makes a total of \$6.00 paid or declared during the current year.

Dividend

The 196th consecutive quarterly dividend of The Northern Trust Company was declared by the directors. This dividend of \$4.50 is payable on January 2, 1947 to stockholders of record December 17, 1946.

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Harold S. Evans, President

Hubbell Building

Des Moines 7, Iowa



WHAT ABOUT VALUES

Values are not always apparent. Sometimes you can't judge them at all and in such instances you buy on faith, relying upon the maker's good name to evaluate for you and fairly set the price.

A box of De Luxe Personalized Checks is easy to value—at least to the extent of knowing it is worth more than its cost. It isn't difficult to believe that it used to sell at \$2.50 even though now it sells for \$1.25. Strangely enough, we never made much money at the higher price whereas we do fairly well at the lower figure, which is made possible by ever-expanding volume.

And speaking of prices... we appear to be "holding the line" in a satisfactory manner on our regular line of customers' checks. Our schedules are up 15 percent over 1941, which in-

dicates that we have offset a large part of increased labor and material costs thru better performance. On Personalized Pocket Checks, however, we are currently getting enough additional output to offset *all* the increased material costs and hourly labor rates. It isn't so much that we are doing things faster, we are doing them *easier*.

Why don't you sort checks easier by selling more of your customers on the idea of using imprinted checks? The value is apparent to them, the saving is important to you, and the business is vital to us. Let's the three of us get together. We'll supply the advertising folders. You place them in your monthly statements. The depositors will buy the checks. And we'll deliver them promptly. Write us for details of the De Luxe Personalized Check Program or talk it over with our representatives.

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New York, N. Y.

Statement of Condition, December 31, 1946

ASSETS

Cash and Due from Banks	\$ 376,100,382.50
U. S. Government Securities	799,449,405.75
State and Municipal Securities	27,769,037.41
Other Securities	9,962,413.62
Loans and Bills Purchased	400,985,707.19
Real Estate Mortgages	3,555,720.84
Banking Houses	12,900,009.00
Interest Accrued	2,649,167.75
Customers' Liability Account of Acceptances	6,393,479.92
Total	\$1,639,765,323.98

LIABILITIES

Capital	\$21,000,000.00
Surplus	80,000,000.00
Undivided Profits.	23,104,402.19
	\$ 124,104,402.19
Reserves:	
Taxes, Interest, etc.	7,785,482.77
Dividend:	
Payable January 2, 1947	1,050,000.00
Acceptances	6,641,557.53
Deposits	1,500,183,881.49
Total	\$1,639,765,323.98

There are pledged to secure public monies and to qualify for fiduciary powers

U. S. Government Securities	\$60,537,354.69
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MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Security Market Adjustments Bringing Laggards Into Line

**Recent Slight Increases in Interest Rates
Were Started Many Months Ago**

By RAYMOND TRIGGER
Investment Analyst
New York City

SECURITY markets in recent weeks have been featured by several adjustments to preceding events. There have been a few slight upward changes in interest rates, but the start of this parade was made many months ago. Recent developments merely bring laggards into line and do not necessarily presage a further stiffening.

The "excess" reserves of the larger commercial banks are practically nonexistent, but they have been frequently missing ever since the Treasury's huge debt retirement program got under way. The end of that operation is, however, clearly in sight. The Treasury has about exhausted its idle cash and holds little more than its expected minimum.

Seasonal factors will build up Treasury cash during the first quarter of 1947. There is not much the Treasury can do with the probable excess of receipts over expenditures except to pay off its March maturity of nearly two billions of 1½ per cent notes. This is likely to go the way of many preceding maturities carrying coupons of more than 7½ per cent. Any cash over or under can be used or acquired by expanding or shrinking new certificates at some routine "roll-over" operation.

The modest raise in the rate paid by several of the country's large commercial banks on savings accounts that was announced toward the middle of December was not of itself significant, nor should it be read as a sign that these institutions look for markedly higher interest rates. It merely marks the end of a long period during which new deposits were a dime a dozen as a result of deficit financing by the federal government. All during that period also, money was cheapening under the exercise of the enor-

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.

mous federal powers. Thus, for years, there was no need to seek new accounts and, at the same time, it was impossible to know how much lower interest rates would be forced and therefore it would have been imprudent to fix rates that would shortly be adjusted again.

Now, however, it is impossible to estimate intelligently the rate that can be paid profitably on savings accounts, and the flood of new deposits is a thing of the past. Altogether, the higher rate merely brought another segment of the banking structure into line with the broad transition from war to peace that was the major characteristic of 1946.

An Important Innovation

On another front in the security market December was notable. There was a price adjustment by the offering underwriters of a large high-grade preferred stock issue that was not selling well. Almost always in the past, syndicates have, soon or late, wound up offerings of slow selling issues by simply distributing the unsold shares among their members and permitting the issue to "find its natural market level." The departure

from routine selling methods was a reduction in the public offering price while keeping the syndicate alive.

The occasion for the re-pricing was that a similar quality preferred came to market while the older issue was still being offered. The price of the newer issue was such that the shares sold easily. The handwriting was so obvious and the implication so clear that the sticky issue could be moved if the price was made "right," that the action taken was no more than ordinary sound merchandising. The main significance, of course, is the reaffirmation of the fact that the security markets have turned from a "seller's" market to a "buyer's" market.

"Buyer's Market"

Another wrinkle in security marketing received attention in December when a large block of common stock was taken from private owners and offered to the public. In this case, salesmen were permitted to seek orders in advance of the formal offering and before the actual price could be named. In effect, it gave the underwriting group more time to merchandise the shares. Incidentally, it also gave the prospective purchaser more time in which to study the nature of the security before making an investment. This is only too wholesome a development. Although the operation was not conducted on exactly parallel lines, it was in some ways like a huge refunding operation undertaken in 1921, also during a period of adjustment to the strains of a world war. Then, though, the longer time needed to effect the selling was secured by employing the "When issued" technique.

From the investor's point of view the necessary changes in selling new issues are constructive. There will be fewer "out the window" offerings

Northwestern Banker, January, 1947

which mean that securities will be available for longer periods and will be more securely placed, or more soundly sold, even though more time is required. The investor consequently can pick and choose without the risk of entirely missing the desirable offerings. This privilege is all to the good and should be freely exercised by every prudent security buyer.

World Bank Securities By Mid-Summer?

This theme can be applied particularly to prospective emissions by the just-functioning World Bank. The Bank has not offered any bonds to the public, either its own or those of its

members which will carry the guarantee of the Bank, but some of the Bank's capital has been paid in and its transition-time president is stepping aside.

Thus, in fact and in Eugene Meyer's opinion, the Bank is functioning. Certainly it has some lendable capital and it has before it requests for loans. The Bank lost an asset in Mr. Meyer, but it was understood that he would serve only long enough to get the institution running. Assuming the new president is well received in the banking world and that the Bank itself makes some further headway toward completing its staff, an issue

of debentures of the International Bank for Reconstruction and Development, to use the mouth-filling formal title, may be on the market by mid-1947.

Despite some appealing and ingenious schemes that will be considered by the Bank, there is little doubt that almost all the money which the Bank will lend will be borrowed from American investors. The two great concentrations of lendable funds are the insurance companies and the commercial banks. Thus far, neither has evinced any notable avidity for the yet-to-be-created investments. Practically all of the inspired observations on the activity of the Bank have emanated from sources close to and presumed to be friendly toward the Bank.

Since the Bank has some capital paid in, including a fair amount of the precious dollars which everyone wants to borrow, it could make a modest loan or two before coming to the public with debentures for sale. The question of priority might arise and embarrass the managers, though, and this might persuade them to borrow enough to make a number of loans at the same time. Or, the Bank may elect to borrow on its own debentures before it makes any loans. The potential borrowers from the bank may understandably be anxious to get the money and start spending it for the goods so many countries need for their reconstruction, but it surely would be wise for the Bank to make haste slowly at first.

A test issue of moderate size in the course of the next few months might well be the best method to get started. The insurance companies may warm up gradually and although they are normally long-term investors they might show more interest if the first issue is of medium term.

There are some legal barriers, but these may be overcome in fairly limited time. Even if permitted to purchase the new securities though, neither the insurance companies nor the commercial banks can be required to do so. In the case of banks, a maturity of no more than ten years seems almost mandatory. The difficulty here is that the Bank is expected to be operated on a business-like basis and it certainly cannot start by making long-term loans with funds borrowed for short or medium terms.

The other great objection that is written into the charter of the Bank is that the prospective borrower from the Bank must show that the funds are not to be had from private sources on reasonable terms. But this very condition almost marks the loan as of dubious quality. And in the final

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analysis, how can the Bank's obligations be much better than the Bank's assets? Accordingly, prospective investors in World Bank debentures may prudently look long and searchingly at the prospective debentures before purchasing them.

Banks Urged to Improve Quality

More pressing problems are presented to the managers of the security portfolios of commercial banks, though, than those of World Bank debentures. In broad outline, they, like the poor, are always with us. It is worthwhile, perhaps, to repeat that the honeymoon is over. The situation was definitely changed during 1946.

Money rates, fortunately, seem unlikely to fluctuate sharply. They have made a modest adjustment to changed conditions and there remain all the great powers granted the federal authorities to control rates. The long, extremely slow trend appears to be toward higher rates, but if the pace is anything like as slow as is anticipated, there will be no violent market reaction by top grade securities and most banks' problems will steadily diminish as time brings maturities closer.

In the field of commercial loans the outlook is a little less satisfactory. The mid or late 1947 depression so widely forecast may or may not come off. And, if it does, it may be mild or severe, brief or prolonged. The view most widely accepted is brief and mild. In any event, though, there is clearly ahead a fairly prolonged period of high production, high costs, narrow profit margins and severe competitions. These factors mean that the sub-marginal and border-line enterprises will inevitably be hurt. Loans will have

to be looked into all the more carefully in this event.

Somewhat similar conclusions apply to the security portfolio. The market has yet to make any significant adjustment in prices which properly takes into account the greater risk inhering in lower quality corporate bonds than in high-grade issues. Under the broad influence of steadily cheapening money, the prices of all grades of bonds were pushed higher and higher until last year. At a certain level, the resistance to higher prices becomes more marked and these issues already up there (the

best, of course) move less, but the followers push along just the same. Ultimately, the spread between them is narrower than justified by the differences in quality. It doesn't matter, superficially, while everything is booming, but when those conditions are reversed, it will be the medium-grade issues that will take the brunt of the reaction. Investors have had some months in which to take the indicated defensive steps, but the markets, as shown by relative yields, do not indicate that enough investors have made enough shifts. Generally, portfolios should be up-graded in an-

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ticipation of either a business set-back in 1947 or, at least, of a period of keener competition in business generally with its consequent increase of industrial mortality.

The commercial banks which encounter a healthy expansion in demand for sound commercial loans are in the enviable position of being able to accommodate their borrowers with the proceeds of security sales and, at the same time, raise the bank's earnings. They, above all, should be the first to grasp the opportunity to improve average quality of remaining

security holdings since, first, they have to make some reduction of security holdings and, second, they can do it on inviting terms under existing conditions. # #

Open Minneapolis Office

Holley, Dayton & Gernon, 105 South La Salle Street, Chicago, have opened their Minneapolis office at 1240 Rand Tower under the management of Leonard V. Dayton and Kenneth C. Joas.

Partners in the organization include J. M. Holley, Jr., Ward W. Dayton, Edward T. Gernon in charge of their

Madison, Wisconsin, office, Ernest A. Mayer, who is in charge of the order room and trading department, Chicago, and Joseph C. Ores, office manager in Chicago. Leonard Dayton became a partner on January 1. Ward W. Dayton is the managing partner in Chicago, and after attending Princeton.



WARD W. DAYTON

went to the Babson Institute, following which he worked for six years in Boston with a New York stock exchange house.

Holley, Dayton & Gernon are underwriters, distributors and dealers in stocks and bonds and are members of the Chicago Stock Exchange and the Chicago Board of Trade. Offices are maintained in Minneapolis, La Crosse, Madison, Fond du Lac, Wausau and Eau Claire.

BANKERS YOU KNOW

(Continued from page 19)

service" and "brought to the work a wide experience in the field of finance" and concluded with "heartfelt appreciation of the high service which you have given."

On August 8, 1946, Mr. McKee was elected president of the Continental Bank and Trust Company by the board of directors.

Continental Bank and Trust Company as of December 31st reported aggregate deposits of \$181,975,059, resources of \$196,140,721, and ranked as 87th largest commercial bank in the country in order of deposits.

John McKee was married to Bessie B. Lewis in 1918. They have three children, John Keown, Jr., 24; David Lewis, 19, and Bessie Jane, 17.



Winter Vacationists Mean Business!



Both north and south bound travelers from your community will benefit—and so will your bank—if they purchase American Express Travelers Cheques from you before they go. Internationally known and spendable everywhere, these cheques afford complete protection against loss or theft.

Many bankers find society columns of local newspapers a good source of information on who's-going-where-and-when. Or, when clients themselves mention their plans, it's a simple matter to suggest these Travelers Cheques.

Sales have the regular support of national magazine and local newspaper advertising. In addition, mats are available for your use. Write for the folder illustrating them, and for any other information you may need, to W. H. Stetser, Vice President, American Express Company, 65 Broadway, New York 6, N. Y.

AMERICAN EXPRESS
Travelers Cheques

CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO

Statement of Condition, December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$ 565,280,423.07
United States Government Obligations.....	1,179,451,969.01
Other Bonds and Securities.....	53,925,291.42
Loans and Discounts.....	406,741,298.36
Stock in Federal Reserve Bank.....	3,600,000.00
Customers' Liability on Acceptances.....	2,071,666.37
Income Accrued but Not Collected.....	5,485,637.81
Banking House.....	10,500,000.00
	<u>\$2,227,056,286.04</u>

LIABILITIES

Deposits.....	\$2,038,434,994.25
Acceptances.....	2,134,435.31
Reserve for Taxes, Interest, and Expenses.....	12,478,871.36
Reserve for Contingencies.....	18,112,575.67
Income Collected but Not Earned.....	310,091.30
Capital Stock.....	60,000,000.00
Surplus.....	60,000,000.00
Undivided Profits.....	35,585,318.15
	<u>\$2,227,056,286.04</u>

United States Government obligations and other securities carried at \$133,961,981.34 are pledged to secure public and trust deposits and for other purposes as required or permitted by law

Member Federal Deposit Insurance Corporation

Northwestern Banker, January, 1947

Statement of Condition

December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$ 97,450,514.18
U. S. Government Obligations*.....	167,724,967.05
Other Bonds and Securities*.....	16,090,952.09
Loans and Discounts.....	84,118,937.84
Stock in Federal Reserve Bank.....	450,000.00
Customers' Liability on Acceptances.....	874,491.04
Income Earned but not Collected.....	875,848.80
Banking House.....	3,350,000.00
Other Resources.....	84,863.91
Total Resources.....	\$371,020,574.91

LIABILITIES

Capital Stock.....	\$ 5,000,000.00
Surplus.....	10,000,000.00
Undivided Profits.....	1,184,788.64
Reserve for Contingencies.....	3,483,759.69
Total Capital Accounts.....	19,668,548.33
Reserve for Interest, Taxes, etc.....	1,416,555.16
Income Collected but not Earned.....	684,062.42
Letters of Credit and Acceptances.....	874,491.04
Deposits.....	348,376,917.96
<i>(Deposits include U. S. Government War Loan Account \$8,633,811.75)</i>	
Total Liabilities.....	\$371,020,574.91

*United States Government and other securities carried at \$38,989,015.35 are pledged to secure U. S. Government War Loan Deposits and other public funds and trust deposits and for other purposes as required or permitted by law.



DIRECTORS

JAMES F. BELL
Chairman of Board,
General Mills, Inc.

BENTON J. CASE
Director, Janney, Semple,
Hill & Company

CLARENCE R. CHANEY
Vice Chairman of Board,
Northwestern National
Bank of Minneapolis

GEORGE B. CLIFFORD, JR.
Treasurer, The Cream of
Wheat Corporation

JOHN CROSBY
Director,
General Mills, Inc.

THOMAS L. DANIELS
Vice President,
Archer-Daniels-Midland
Company

G. NELSON DAYTON
President,
The Dayton Company

STEPHEN P. DUFFY
President,
Hall Hardware Company

JOHN B. FAEGRE
Faegre and Benson,
Attorneys

FRANK T. HEFFELFINGER
Chairman of Board,
F. H. Peavey and Co.

F. PEAVEY HEFFELFINGER
Vice President,
F. H. Peavey and Co.

CLARENCE E. HILL
Chairman of Board,
Northwestern National
Bank of Minneapolis

FRANK P. LESLIE
Vice President and
Treasurer,
The John Leslie Paper Co.

CHARLES C. MASSIE
President, Northrup, King
and Company

ROBERT F. PACK
Chairman of Board,
Northern States Power
Company

JOHN S. PILLSBURY
Chairman of Board,
Pillsbury Mills, Inc.

JOSEPH F. RINGLAND
President, Northwestern
National Bank of
Minneapolis

LUCIAN S. STRONG
President and Treasurer,
The Strong Scott
Manufacturing Co.

D. J. STROUSE
President, Twin City Rapid
Transit Company

HAROLD W. SWEATT
President,
Minneapolis-Honeywell
Regulator Company

HAROLD H. TEARSE
Vice President and General
Manager,
Searle Grain Company

J. CAMERON THOMSON
President,
Northwest Bancorporation

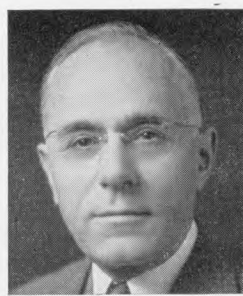
VALENTINE WURTELE
President,
Minnesota Linseed Oil
Paint Company

Member Federal Deposit Insurance Corporation



A. W. SANDS
President
St. Paul

Minnesota NEWS



WILLIAM DUNCAN, Jr.
Secretary
Minneapolis

Named President

At a special meeting of the board of directors Mark H. Alexander was elected president of the Security Bank & Trust Co. of Owatonna. His appointment was made last month.

At the same special meeting, Albert A. Endres was named as executive vice president; Robert K. Evans, vice president and trust officer; and Norman L. Wicklow as cashier.

On the executive committee are Mr. Alexander, Henry W. Hartle and Reuben A. Kaplan.

Elected Director

E. Raymond Hughes, attorney and director for the the Mankato Savings and Building association, Mankato, Minnesota, has been elected a director of the District Federal Home Loan banks according to a report from the Federal Home Loan Bank Administration in Washington.

Christmas Party

The First National Bank of Pine City entertained the Pine County Bankers' Association at the second annual Christmas party of the Association, in the village hall, last month. A fine banquet was served, and an enjoyable Christmas program followed. Sixty-two officers, employees, their wives, husbands and sweethearts attended and enjoyed the party.

Last year, A. E. Eddy, president, and Bob Nelson, cashier, of the Farmers and Merchants State Bank of Hinckley originated the Christmas party idea for the Pine County Association, and it is now made an annual affair. The Kerrick State Bank of Kerrick and the First State Bank of Finlayson will entertain the group next year.

More Business Gains

In Mankato the volume of business during November 1946 as measured by bank debit figures released by the Federal Reserve Bank of Minneapolis was 31 per cent over November 1945, while the cumulative totals for the first eleven months in 1946 revealed a 32 per cent gain over the corresponding period a year ago.

Three New Directors

Three new directors were elected to the Citizens State bank of Glenville, Minnesota, at a recent stockholders' meeting. They are S. Ross Buchanan, George Kraushaar, and C. H. Utabja.

Hold-over directors are R. Wendt, L. Joseph Chrs and B. A. Miller. Officers of the bank are Mr. Wendt, president; Mr. Chrs, vice president, and Mr. Miller, cashier. Mr. Miller is a former employee of the First National bank of Albert Lea.

The Glenville bank lists its assets at \$1,053,715.

Bank Examiner

Pearl Henning has been appointed a national bank examiner for the ninth federal reserve district.

With the First National of Sleepy Eye, Minnesota, 15½ years, Mr. Henning became affiliated with a bank at St. James after being discharged from the navy. Later he was employed with the Dick insurance agency at Mankato.

Mr. Henning will work out of Fargo, North Dakota.

Know Farmers Better

In the *Farm News* bulletin published by the Federal Reserve Bank of Minneapolis for Ninth District Bankers, a story quoting the Federal Reserve of Boston points out that bankers who want to develop more farm business must "first earn the confidence of the farmers by convincing them that they can patronize his bank with the assurance that their credit problems will receive understanding handling by one who knows agriculture well."

It is pointed out that bankers can give much greater service to farm customers and improve their own credit business as well by learning everything possible about farm operations so as to sense the probabilities of the borrower repaying an intended loan from his farm income. Knowing farm operations alone will not bring the business in, however, the *Farm News* adds, but bankers going after this type of business must be able to

get out and mix with farmers, talk their language and be able to discuss intelligently their problems with them.

Joins A.B.A.

The Farmers State Bank at Welch, Minnesota, was recently admitted as a member of the American Bankers Association according to an announcement from Max Stieg, chairman of the A.B.A.'s organization committee.

On Federal Reserve List

The Rock County Bank, Luverne, Minnesota, and the State Bank of Arcadia, Minnesota, have announced that they are paying checks at par as of January 2nd and have been added to the Ninth Federal Reserve par list.

Internal Revenue Department Ruling

The Minnesota Bankers Association has advised all member banks through its Association bulletin of the opinion written by A.B.A. General Counsel D. J. Needham concerning the Internal Revenue Department's ruling that 70 per cent of net earnings of corporations must be paid out in dividends.

In his letter to the Minnesota and other associations, Mr. Needham states that this law is being invoked "to force closely-held corporations to distribute a substantial portion of their earnings as dividends to their shareholders wherever the corporation was formed or availed of for the purpose of avoiding surtaxes on such shareholders."

Mr. Needham also says, "The banks of this country have been following a sound program of building up their capital structures by increasing their capital, undivided profits and reserves through the retention of earnings. The Federal bank supervisory authorities have given this program both encouragement and support as being in the public interest. While we do not know the extent to which the Bureau of Internal Revenue will seek to enforce section 102, it is our opinion that nothing will be done that will jeopardize the continuance of this program to strengthen the capital structures of banks."

Entertains Employees

More than 100 officers and employees of the Northern Minnesota National bank of Duluth, Minnesota, attended the bank's annual Christmas dinner and party in the Kitchi Gammi club.

Speakers at the function were R. L. Griggs, chairman of the board of directors; Lewis G. Castle, president, and Wilbur F. McLean, first vice president.

J. C. Buckley, assistant cashier, was toastmaster. Each member of the

bank's staff was presented with a gift. A dance concluded the evening's entertainment.

Christmas Dinner

At tables decorated with poinsettias, tall lighted red tapers and Christmas tree favors in miniature with small candles, 22 employees of the First National Bank of Albert Lea, Minnesota, assembled in the dining room of the Avalon Cafe to enjoy a turkey Christmas dinner party.

Following the dinner, Santa Claus appeared and distributed gifts to all. He was later revealed to be H. W. Arveson.

R. W. Delaney, president, presented gifts to the employees in behalf of the bank and Mr. Delaney and E. A. Campion, cashier, were the recipients of gifts from the employees which were presented by Mrs. Marjorie Shaw.

Guests enjoyed an informal evening of dancing and playing cards.

Commissioner's Report

Deposits and assets in state banks and other financial institutions under supervision of the state banking department increased more than 40 per cent during the past two years to reach the greatest volume in Minnesota history, F. A. Amundson, state

commissioner of banks, disclosed in submitting his biennial report to Governor Edward J. Thye.

The report, covering the two years ending June 30th, showed that total assets of the financial institutions increased \$376,772,721 during the two years and reached the unprecedented total of \$1,274,637,107.

Deposits in the state banks jumped fully 50 per cent during the two years covered by the report, increasing from \$463,014,717 on June 30, 1944, to \$705,271,285 on June 30, 1946. Of this huge increase, the biggest proportion came during the 1946 fiscal year. Total assets of the banks increased from \$496,635,519 to \$745,463,492 in the two years.

Addresses Duluth Group

Rex Hatten, vice president of the First and American National Bank of Duluth, discussed veterans' rights under the GI Bill of Rights at the annual election meeting of the Duluth Board of Realtors last month.

Granite Falls Change

Fred W. Siewert, former president of the State Bank of Wheaton, Minnesota, purchased the interest of M. S. Orwoll in the Yellow Medicine County Bank, Granite Falls, Minnesota, and replaced Mr. Orwoll as president on January 1st. Mr. Orwoll had been president of the bank since November, 1927, and is now retiring. Mr. Siewert's son, Allan F. Siewert, will be vice president. M. G. Moe will continue as cashier.

Open Bank at Waldorf

The Waldorf State Bank was scheduled to open for business in Waldorf, Minnesota, the first part of January, fulfilling a long-awaited desire by people of that community.

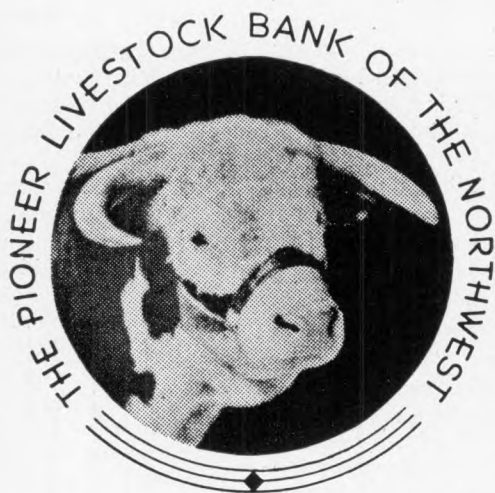
Officers of the bank have been announced as L. L. Druley, president; Oscar Burmeister, vice president, and Frank Toller, cashier. Mr. Druley, Mr. Brumeister and Edward A. Bluhm, Henry M. Gallagher and Robert Sherman will be directors. The bank has capital stock of \$25,000, surplus of \$5,000 and undivided profits of \$5,000. The bank site will be the former Waldorf village hall.

Postmaster Resigns

Pat DuBois has resigned as postmaster to become an active vice president of the First State Bank of Sauk Centre, Minnesota.

Simple Remedy

Any person can be cured of snoring by good advice, co-operation, kindness and by stuffing an old sock in his mouth.



Statement of Condition December 31, 1946

RESOURCES

Loans and Discounts.....	\$ 2,102,273.66
Vaults and Fixtures.....	1.00
Interest Earned not Collected.....	56,336.39
U. S. Gov't. Bonds.....	\$10,372,654.73
Other Bonds and Securities.....	669,211.27
Cash and Due from Banks.....	5,210,521.55 16,252,387.55
TOTAL	\$18,410,998.60

LIABILITIES

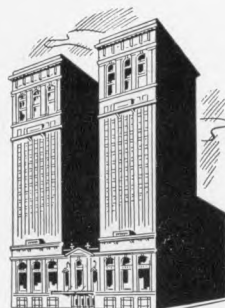
Capital	\$ 250,000.00
Surplus	450,000.00
Undivided Profits and Reserves.....	217,066.35
Reserved for Interest, Expenses and Taxes.....	90,468.42
Interest Collected not Earned.....	4,002.77
Deposits	17,399,461.06
TOTAL	\$18,410,998.60

The Stock Yards National Bank

South Saint Paul, Minn.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Statement of Condition



as at December 31, 1946

First National Bank of Minneapolis

RESOURCES

Cash and Due from Banks	\$ 93,083,931.27
United States Government Securities	179,999,751.25
Other Bonds and Securities	12,349,130.67
Loans and Discounts	75,775,014.72
Accrued Interest and Accounts Receivable	859,243.09
Bank and Office Buildings	751,551.04
Customers' Acceptance Liability	1,287,444.02
	<hr/>
	\$364,106,066.06

LIABILITIES

Capital Stock	\$ 6,000,000.00
Surplus	11,000,000.00
Undivided Profits	3,006,182.34
Unallocated Reserves	1,734,460.42
Reserve for Interest, Expenses, Taxes, etc.	2,057,303.52
Acceptances and Letters of Credit	1,287,444.02
Other Liabilities	185,018.73
Deposits (Includes U. S. War Loan Deposit of \$8,682,243.58)	338,835,657.03
	<hr/>
	\$364,106,066.06

DIRECTORS

Henry E. Atwood, *President*
 Atherton Bean,
Executive Vice President,
International Milling Co.
 Russell H. Bennett, *Mining Engineer*
 Daniel F. Bull, *President*
The Cream of Wheat Corp.
 J. G. Byam, *Vice President*
 John Cowles, *President,*
Minneapolis Star and Tribune
 Franklin M. Crosby, *Director,*
General Mills, Inc.
 Donald D. Davis, *President,*
Minnesota and Ontario Paper Co.
 Paul V. Eames, *President,*
Shevlin, Carpenter & Clarke Co.
 Harry J. Harwick, *Chairman,*
Mayo Association, Rochester, Minn.
 John H. Hauschild, *Chairman of*
the Board, Chas. W. Sexton Co.
 Horace M. Hill, *President,*
Jannet, Semple, Hill & Co.
 W. L. Huff,
Executive Vice President and Treas-
urer, Minneapolis-Honeywell
Regulator Co.
 C. T. Jaffray, *Chairman of the Board,*
First Bank Stock Corporation
 John H. MacMillan, Jr., *President,*
Cargill, Inc.
 Sumner T. McKnight, *President,*
S. T. McKnight Co.
 Howard I. McMillan, *President,*
Osborne-McMillan Elevator Co.
 W. G. Northup, *President,*
North Star Woolen Mill Co.
 S. G. Palmer, *Retired*
 A. F. Pillsbury, *Director,*
Pillsbury Mills, Inc.
 H. R. Weesner, *Chairman of the*
Board, The Wabash Screen Door Co.
 F. B. Wells, *President,*
F. H. Peavey & Co.
 C. J. Winton, Jr., *President,*
Winton Lumber Co.
 Sheldon V. Wood, *President and*
General Manager, Minneapolis
Electric Steel Castings Co.
 Edgar F. Zelle, *President,*
Jefferson Transportation Co.

United States Government obligations and other securities carried at \$73,980,300.00 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION • AFFILIATED WITH FIRST BANK STOCK CORPORATION



Twin City News

THREE vice presidents of the **First National Bank of Minneapolis** whose long service with that institution ended with retirement at the end of the year were honored at a dinner of the bank's official staff last month at the Minneapolis club.

They are **C. B. Brombach**, **John G. Maclean** and **Robert W. Webb**.

Mr. Brombach began his banking career in 1902 at the old Security Bank of Minnesota which later became the Security National bank. In 1905, he organized and became manager of the transit department and became chief clerk when the Security National and the First National consolidated in 1915. Since then he has been assistant cashier, assistant vice president and vice president. He was president of the Minneapolis chapter AIB in 1914-15, president of the Minnesota Bankers association, 1930-31, was a member of the Council of Administration of the ABA, 1931-34, and a member of the executive committee of the national bank division of the ABA, 1938-41.

Mr. Maclean began his banking career with the Continental Illinois in 1897 and came to Minneapolis and the Security State bank in 1905. He organized the bank's first credit department and in 1912-13 was president of the Retail Credit Association of Minneapolis. He was elected an assistant cashier of the Security National in 1914 and held the same title in the consolidated First and Security National. He was elected cashier of

By E. W. KIECKHEFER

Special Correspondent

Northwestern Banker

the First National in 1938 and vice president and cashier in 1943. He relinquished his duties as cashier last January.

Mr. Webb joined the former Minneapolis Trust Co. in 1894 and after holding a succession of offices with that firm became its president in 1920. When Minneapolis Trust merged with the bank in 1933, Mr. Webb became chairman of the trust committee of the then First National Bank and Trust Co. Since 1941 he has been a vice president of the bank and has served on the board of directors. He relinquished the latter position in November.

The general committee of the Twin City bankers and University of Minnesota authorities have set February 10-12 as the dates for the eighth annual conference of Minnesota bankers. Final details are to be arranged by a subcommittee consisting of **William Duncan, Jr.**, secretary of the Minnesota Bankers association; **Deans R. L. Kozelka** and **J. M. Nolte** of the university, and **L. R. Lunden**, comptroller of the university.

Harry J. Harwick, chairman of the

Mayo Properties association and executive officer of the Mayo Clinic of Rochester, has been elected to membership on the board of directors of the First National of Minneapolis.

Walther H. Feldmann, president of the Electric Machinery Manufacturing Co., has been appointed to the advisory committee of the First National's St. Anthony Falls office.

Officers of Group One Wisconsin Bankers association have arranged the program with the St. Paul Clearinghouse committee for the group's annual meeting at St. Paul February 22.

Presidents of banks in the Ninth Federal Reserve district affiliated with Northwest Bancorporation held a meeting at the Northwestern National bank in Minneapolis recently to discuss interest rates, commercial credit, insurance and other subjects of immediate interest.

J. Thomas Powers, who joined the First National of Minneapolis in 1927, has been appointed head of the new instalment loan department of the First Produce State bank. He had been an instalment loan assistant at the West Broadway office since July.

Four new examiners and seven assistants have been added to the staff of the national bank examiner's office in the Ninth Federal district. New examiners are **Russell E. Mooney**, **L. H. Bundlie**, **M. J. Colton, Jr.**, and **John A. Sweeney**. New assistants are **Robert B. Johnson**, **John F. Rowland**, **Walter A. Carpenter**, **Richard J. Johnson**, **Richard J. Chervenka**, **Wilbur J. Heimerman** and **P. Peter Henning**.

W. E. Brockman, Midland National Bank and Trust Co. vice president, has been appointed chairman of the industrial division of the 1947 Civic fund campaign in Minneapolis.

Active officers of the Bremer banks at their annual conferences in St. Paul were informed their 52 banks and

SPECIAL OFFER

Accident Insurance, \$5000 Principal Sum for only \$2.00 Paid Up in Full to the Middle of next March.

MINNESOTA COMMERCIAL MEN'S ASSOCIATION

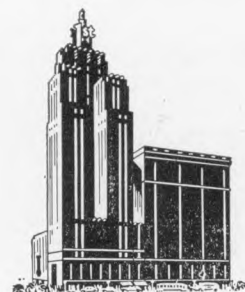
2550 Pillsbury Ave. So.

Minneapolis 4, Minnesota

The FIRST NATIONAL BANK of Saint Paul

Statement of Condition

December 31, 1946



RESOURCES

Cash and Due from Banks	\$ 79,992,758.29
U. S. Government Securities	125,498,211.72
Other Bonds and Securities	8,321,728.35
Loans and Discounts	82,179,831.47
Accrued Interest and Accounts Receivable	668,891.09
Customers' Acceptance Liability	82,872.50
Bank and Office Buildings	2,400,000.00
	<hr/>
	\$299,144,293.42

LIABILITIES

Capital Stock	\$ 6,000,000.00
Surplus	11,000,000.00
Undivided Profits	2,425,997.83
Unallocated Reserves	1,355,763.65
Reserve for Interest, Expenses, Taxes, etc.	1,194,590.23
Acceptances and Letters of Credit	82,872.50
Other Liabilities	1,158,187.18
Deposits (Includes United States War Loan Deposit of \$13,362,374.28)	275,926,882.03
	<hr/>
	\$299,144,293.42

United States Government obligations and other securities carried at \$53,676,509.29 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

RICHARD C. LILLY, *Chairman, Board of Directors*

PHILIP L. RAY, *Chairman, Executive Committee*

JULIAN B. BAIRD, *President*

DEPARTMENT of BANKS and BANKERS

Alden B. Lathrop, <i>Vice President</i>	Elmer M. Volkenant, <i>Assistant Cashier</i>
Wallace L. Boss, <i>Vice President</i>	Lloyd L. Leider, <i>Assistant Cashier</i>
Lee A. Sauer, <i>Assistant Cashier</i>	Donald W. Buckman, <i>Representative</i>

Member Federal Deposit Insurance Corporation

DIRECTORS

SHREVE M. ARCHER, *President*
Archer-Daniels Midland Company

JULIAN B. BAIRD, *President*
The First National Bank

HAROLD P. BEND
Bend-Southall Sleepack Co.

EMMETT BUTLER, *President*
Butler Brothers

NORRIS K. CARNES, *General Manager*
Central Co-Operative Association

CHARLES F. CODERE, *President*
St. Paul Fire & Marine Ins. Co.

HAROLD J. CUMMINGS, *Vice President*
Minnesota Mutual Life Insurance Co

ALBERT H. DAGGETT, *President*
National Battery Co.

E. W. DAVIS, *Vice President*
Wood Conversion Co.

CHARLES E. DENNEY, *President*
Northern Pacific Railway Co.

E. T. FOLEY
Foley Brothers

FRANK J. GAVIN, *President*
Great Northern Railway Co.

MILTON W. GRIGGS, *President*
Griggs, Cooper & Co.

WILLIAM HAMM, JR., *President*
Theo. Hamm Brewing Co.

LOUIS W. HILL, JR., *Vice President*
Arthur Iron Mining Co.

CROIL HUNTER, *President*
Northwest Airlines, Inc.

HORACE H. IRVINE, *President*
Weyerhaeuser Timber Company

RICHARD C. LILLY, *Chairman,*
Board of Directors
The First National Bank

WM. L. MCKNIGHT, *President*
Minnesota Mining & Mfg. Co.

JOHN A. OACE

I. A. O'SHAUGHNESSY, *President*
Globe Oil & Refining Co.

PHILIP L. RAY, *Chairman,*
Executive Committee
The First National Bank

PAUL A. SCHILLING, *President*
Waldorf Paper Products Co.

HAROLD O. WASHBURN, *President*
American Hoist & Derrick Co.

F. K. WEYERHAEUSER, *President*
Weyerhaeuser Sales Co.

stations had a 25 per cent increase in aggregate deposits and a 50 per cent increase in loans during the last year.

Ralph E. Rasmussen has been elected an assistant cashier of the First Minnehaha National of Minneapolis and will be in charge of the bank's installment loan activities. He began his banking career with the First National in 1927 and served 22 months with the army in Europe.

Clarence Hill, chairman of the board of the Northwestern National of Minneapolis, and **Homer P. Clark**, chairman of the board of the West Publishing Co. of St. Paul, begins new three year terms as directors of the Federal Reserve Bank of Minneapolis January 1st.

Northwest Bancorporation has bought the controlling interest in the Union National bank of Rochester, Minnesota. The controlling interest had been sold by **H. R. Hommedal** last June to **R. R. Schroeder** of Marengo, Iowa, and associates. It was repurchased by Hommedal just previous to the sale to Banco.

Julian B. Baird, president of the First National Bank of St. Paul, an-

nounced recently that one million dollars had been added to the surplus of the First National before the year end. The addition was voted by the bank's board of directors, according to Mr. Baird, and was accomplished by a transfer of a like amount from the undivided profits.

The adjustment now establishes the First National's surplus at 11 million dollars. The capital of the bank remains at 6 million dollars.

With La Salle National

Robert Lindquist joins the executive staff of the La Salle National Bank of Chicago as vice president this month, according to an announcement by Laurance Armour, the bank's board chairman. Mr. Lindquist resigned as assistant vice president of the American National Bank and Trust Company of Chicago to accept this new position. He will work closely with John C. Wright, who assumed the La Salle National presidency on January 2, and will be particularly responsible for the bank's public relations and development activities.

An outstanding leader in the field of bank public relations, Mr. Lindquist is presently first vice president of the Financial Advertisers Association.

Royal Bank

The annual balance sheet of The Royal Bank of Canada for the year ended November 30, 1946 shows that total assets, which last year topped the \$2 billion mark for the first time, have again increased to the new record level of \$2,131,974,000. Deposits by the public, excluding Dominion and Provincial government deposits, increased more than \$171,000,000. The greater part of this increase is in interest bearing deposits in Canada, an indication that the scale of private savings is being well maintained.

The bank's investments in Government and other public securities, totaling \$1,098,880,239 include \$109,000,000 of Government securities other than Canadian, of which the greater portion is in United States and British Government securities. Investments in other bonds, debentures and stocks, now standing at \$65,269,639, have increased by some \$32,000,000.

The upward trend in commercial loans and discounts in Canada has continued, the increase under this heading amounted to \$25,000,000.

The liquid position of the bank is very strong. Liquid assets now total \$1,609,742,166, equal to 81.69 per cent of the bank's liabilities to the public.

1879-1947

FIRST AND AMERICAN NATIONAL BANK

OF DULUTH, MINNESOTA

STATEMENT OF CONDITION, December 31, 1946

RESOURCES

Cash on Hand and Due from Banks	\$15,185,486.43
United States Government Securities	39,521,254.00
Municipal Securities	812,569.00
Other Bonds and Securities	2,134,438.60
Loans and Discounts	11,625,086.32
Federal Reserve Bank Stock	120,000.00
Banking House	1.00
American Exchange Property	1.00
Interest Earned But Not Collected	173,304.63
Overdrafts	954.97
	<u>\$69,673,095.95</u>

OFFICERS

Willis D. Wyard, <i>President</i>	
Willis A. Putman, <i>Vice President</i>	Edward L. Palmer, <i>Vice President</i>
	<i>Banking Department</i>
	<i>Trust Department</i>
BANKING DEPARTMENT	
Emmons W. Collins, <i>Vice President</i>	Thomas A. Paulson, <i>Assistant Vice President</i>
J. Daniel Mahoney, <i>Vice President</i>	William K. Alford, <i>Assistant Cashier</i>
Robert W. Hotchkiss, <i>Vice President</i>	Willard F. Ario, <i>Assistant Cashier</i>
Hubert U. Moore, <i>Vice President</i>	Harry W. Gooch, <i>Assistant Cashier</i>
Sylvester T. Strain, <i>Cashier</i>	
MORTGAGE AND INSTALLMENT LOAN DEPARTMENT	
L. Rex Hatten, <i>Vice President</i>	Walter L. Grandy, <i>Assistant Vice President</i>
TRUST DEPARTMENT	
Chester D. Seftenberg, <i>Vice President</i>	Vernon K. Falgren, <i>Trust Officer</i>
	Morris S. Knudsen, <i>Assistant Trust Officer</i>
John L. Evans, <i>Auditor</i>	

LIABILITIES

Capital Stock	\$2,000,000.00
Surplus	2,000,000.00
Undivided Profits	828,986.91
Reserves	700,000.00
Total Capital Accounts	<u>\$ 5,528,986.91</u>
Reserve for Interest, Taxes and Expenses	307,580.80
Discount Not Earned	63,316.06
Deposits:	
Demand	\$39,916,073.21
Time	20,978,472.87
U. S. Government	2,878,666.10
Total Deposits	<u>63,773,212.18</u>
	<u>\$69,673,095.95</u>

DIRECTORS

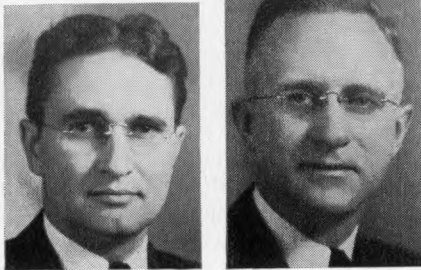
W. B. Castle	Robert S. Mars
Robert Congdon	W. P. & R. S. Mars Co.
<i>Mining</i>	
Stuart B. Copeland	Walter R. McCarthy
<i>President, Northwest Paper Co.</i>	<i>President, Capitol Elevator Co.</i>
A. H. Crassweller	J. F. Parker
<i>Crassweller & Crassweller,</i>	<i>President, Rust-Parker Grocery Co.</i>
<i>Attorneys</i>	George H. Spencer
Henry La Liberte	<i>Director, Marshall-Wells Company</i>
<i>President, Cutler-Magner Company</i>	Adam G. Thomson
Charles F. Liscomb	<i>President, Kelley-Howe-Thomsen Co.</i>
<i>President, Liscomb-Hood Company</i>	Willis D. Wyard
J. Daniel Mahoney	<i>President</i>
<i>Vice President</i>	Harry W. Zinsmaster
	<i>President, Zinsmaster Bread Co.</i>

Member Federal Deposit Insurance Corporation

Six New Officers at Northwestern National

The naming of two women officers among the six officers elected and two promoted at Northwestern National Bank was announced last month by Joseph F. Ringland, president.

The women officers are Miss Marion E. Mattson, formerly manager of the



E. H. NEWHART E. O. ANDERSON
Now Assistant Vice Presidents

stenographic department and in the bank's service since 1922, who becomes assistant cashier at the main office, and Mrs. Mary K. Cunningham, who was elected assistant manager of the Lincoln office.

At the main office, Keith Barnett, Navy veteran and a member of the bank staff since 1928 in its grain draft, bond and banks and bankers departments, becomes assistant cashier, continuing in the department of banks and bankers.

Four trust department members, all with the Minnesota Loan and Trust company prior to its consolidation with Northwestern National Bank in 1934, are among those holding new offices and receiving promotions.

Ellwood H. Newhart, a World War II veteran, advances from the position of trust officer to assistant vice president. Elmer O. Anderson, assistant comptroller since 1941, also was elected assistant vice president.

Elected trust officers are Paul A. Burkland, formerly in the bond department as well as the trust department, and Alexander J. Kraemer. Both served in the Army during World War II.

Frank J. Dulian, Northwestern employee since 1923 and at the Lake Street office since 1929, was elected assistant manager of that office.

Elected to Board

David R. Calhoun, president of the St. Louis Union Trust Company, has been elected to the board of directors of the First National Bank in St. Louis.

California Bank LOS ANGELES

WE INVITE ACCOUNTS FROM BANKS, CORPORATIONS AND
INDIVIDUALS • SEND US YOUR PACIFIC COAST BUSINESS

MEMBER FEDERAL RESERVE SYSTEM & FEDERAL DEPOSIT INSURANCE CORPORATION

Condensed Statement as of Dec. 31, 1946

RESOURCES

Cash and Due from Banks	\$ 96,113,858.15
United States Government Securities	271,114,834.08*
Obligations of Other Federal Agencies	\$4,340,867.60
State, County and Municipal Bonds	2,948,120.87
Other Bonds and Securities	557,938.68
Stock in Federal Reserve Bank	390,000.00
Ownership of California Trust Company	1,475,324.66†
Loans and Discounts	81,485,530.04
Bank Premises, Furniture and Fixtures	990,787.87
Earned Interest Receivable	1,168,058.00
Customers' Liability under Letters of Credit and Acceptances	1,080,187.38
Other Resources	165,090.66
TOTAL	\$461,830,597.99

LIABILITIES

Deposits: Demand	\$265,151,633.76
Time	159,938,965.71
United States War Loan Deposit	8,952,789.55
Other Public Funds	8,318,242.34
Reserve for Interest, Taxes and Expenses	\$442,361,631.36
Unearned Interest Collected	1,249,984.90
Letters of Credit and Acceptances	462,438.89
Capital Stock	1,138,246.49
Surplus	6,500,000.00
Undivided Profits	6,500,000.00
TOTAL	\$461,830,597.99

*\$24,265,103.63 pledged, according to law, to secure Public Funds and Trust Deposits.

†California Trust Company—owned by California Bank and devoted exclusively to trust service—has Capital of \$1,000,000.00, Surplus of \$500,000.00 and Undivided Profits of \$228,894.88.

OFFICERS

FRANK L. KING, *President*

Senior Vice President

ALLAN HANCOCK

Vice President and Counsel

CHAS. E. DONNELLY

Vice Presidents

W. F. BRANDT ARTHUR T. BRETT C. C. DEPLEDGE W. WAYNE GLOVER

F. S. HANSON H. E. HUDSON T. E. IVEY, JR. F. M. MAGEE

J. G. MAULHARDT H. J. MENDON B. B. ODELL

F. HOWARD RUSS, JR. J. A. SHINE A. H. SMITH CLIFFORD TWETER

BUSINESS SURVEY

(Continued from page 17)

reached in this community. Real estate prices, particularly those of urban real estate, have risen very rapidly and are now as high as we believe the traffic will bear. There is considerable unsatisfied demand for consumer goods in this community but our merchants have done an excellent job of catching up during the past year.

"The student body of the State University has enlarged very greatly, perhaps also to a peak figure. Housing difficulties have been experienced in this community as in every other but we have hopes that this will be adjusted within the next year, both by

new building in the community and aggressive effort on the part of the State University to meet the requirements of the many veterans who are here in school with their families.

"We look for a sort of business plateau to be maintained throughout most of 1947; some recessions, likely farm prices which, of course, will affect the buying power in the community. Fortunately, there is no heavy farm debt of any sizeable proportion.

"This bank during the last few years has been entering into an arrangement with the local farm bureau for a soil conservation program, which includes rotation, contour farming,

etc. It has been generally found that we get better results working through and with the farm bureau than on independent efforts. Certainly there is considerable interest in this movement on the part of the farmers in this community. We trust the results will be all that we hope for."

L. LILLIBRIDGE, president, Burke State Bank, Burke, South Dakota: "Living in a small rural community without any industrial activity whatsoever, our general conditions here might or might not be indicative for a very large area. At the present time, everything considered, the mercantile business I would say is average or above for this season. For the past year I would say that the business in my community has been very good. Agriculturally crops have been above average for the year and this fall we have had the greatest abundance of moisture on record for this area. In short, the ground is in excellent shape moisturewise for 1947 and with reasonable growing conditions crop prospects should be good.

"As for prices, that is anyone's guess but our view is that while they should remain satisfactory for the following season we anticipate an adjustment downward through the coming year. Real estate sales have been active and prices have not been above what we consider normal long term values.

"As for the activities of our bank, we plan nothing special for 1947 other than the continuation of our program toward a sound agriculture for this community, with emphasis on thrift for the future."

M. A. LUKKEN, president, Alexandria, Minnesota: "We have very good prospects for 1947 and should be fully as good as 1946. If we get a crop about like our 1946 one it should be better because prices are on the average better than they were last year. This is strictly dairy. They get good prices for milk and cream. The farmers are very prosperous."

BRUCE TOWNSEND, president, The City National Bank, Clinton, Iowa: "Our business people and farmers appear well fortified to stand a recession of considerable depth, but in 1957 we anticipate no wide shift in the tempo of general business and agricultural prosperity. Seldom do blows come that are expected and prepared for.

"It surely can be said that the banking business is being conducted in the public interest, and on a conservative plane; and should prosper for a considerable period." # #

CHEMICAL & TRUST COMPANY

Founded 1824

165 Broadway, New York

CONDENSED STATEMENT OF CONDITION

At the close of business, December 31, 1946

ASSETS

Cash and Due from Banks	\$242,226,400.29
U. S. Government Obligations	628,273,214.21
Bankers' Acceptances and Call Loans	75,095,698.65
State and Municipal Bonds	56,239,843.05
Other Bonds and Investments	52,000,557.41
Loans and Discounts	282,138,718.36
*Banking Houses	239,793.50
*Other Real Estate	2,231,828.53
Mortgages	145,911.37
Credits Granted on Acceptances	5,443,717.48
Accrued Interest and Accounts Receivable	3,045,915.01
Other Assets	492,674.05
	\$1,347,574,271.91

LIABILITIES

Capital Stock	\$25,000,000.00
Surplus	70,000,000.00
Undivided Profits	8,501,663.45
Unallocated Reserves	5,980,149.43
	\$109,481,812.88
Reserves for Taxes, Expenses, etc.	4,139,729.72
Dividend Payable Jan. 2, 1947	1,125,000.00
Acceptances Outstanding	\$6,044,885.78
(Less own acceptances held in portfolio)	416,042.33
	5,628,843.45
Other Liabilities	376,344.91
Deposits (including Official and Certified)	
Checks Outstanding \$54,439,048.50)	1,226,822,540.95
	\$1,347,574,271.91

Securities carried at \$49,990,552.56 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

* { Assessed Valuation \$4,056,690.00

Charter Member New York Clearing House Association
Member Federal Reserve System
Member Federal Deposit Insurance Corporation

NEWS AND VIEWS

(Continued from page 19)

A sign in a well known Chicago cocktail lounge reads "Water is a great aid to bathing and navigation."

Anyway its better to be "all wet" in a bathtub than any other place we know.

The C. I. O. Local 96 in New York publishes on every other Wednesday "Finance Career" which is their propaganda publication sent to financial employes and in this they tell of what they call a "Dream Contract" which they have with the Albany Savings Bank and in one paragraph Finance Career says, "Women are guaranteed maternity leave and pay equal to that of men doing similar work. All employes are protected against increased work loads."

We will let you make your own interpretations of that paragraph.

Milton Tootle, Jr., president of the Tootle-Lacy National Bank of St. Joseph, Missouri, died recently at the age of 74. Mr. Tootle had long been active in civic and state affairs and was recognized as one of the leading citizens of his area.

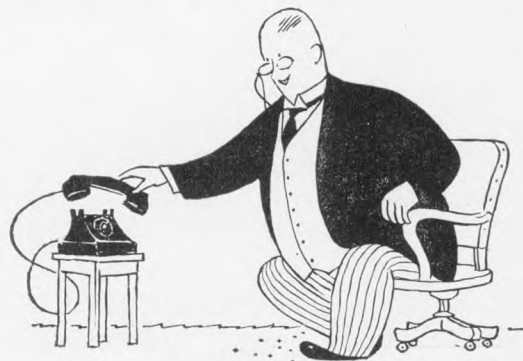
His son, Milton Tootle, III, vice president, survives him and has for many years been in active management of the bank.

Charles H. Griesa, vice president of the Inter-State National Bank of Kansas City, Missouri, reported on the fine progress which his bank had made during the past year and in a letter to the NORTHWESTERN BANKER said, "During the year we have added \$500,000 to our capital and surplus, \$250,000 of additional capital stock by means of 25 per cent stock dividend and \$250,000 from reserves added to our surplus. In addition, we have set up a reserve for contingencies of \$400,000."

The deposits of the bank are now over 70 million dollars.

The officers of the bank are George S. Hovey, chairman; David T. Beals, president; J. M. Hellings, executive vice president; John J. Noone, vice president; Geo. S. Bradbury, vice president and comptroller; H. W. Humphreys, vice president and cashier; Chas. H. Griesa, Olney D. Newman, R. H. Thomas, F. B. Moore, and T. J. Humphreys, vice presidents; Phil M. Adams, assistant cashier; B. P. Michalski, assistant cashier; M. L. Steele, Newt W. Jones and George Andrews, assistant vice presidents.

A Banker reached for the Telephone and a factory escaped a shutdown



A True Story, of how a factory kept going despite parts shortages because a Banker called Lawrence Warehouse Company

(Reading time 49 seconds)

THIS is the story of a farm machinery manufacturer who was faced with a shutdown. Due to a shortage of wheels and other vital components he had to close his final assembly lines.

Soon he was afflicted with a surplus of sub-assemblies and a shortage of working capital. With no shipments going out, no money was coming in. To meet payrolls and avoid a shutdown, money was needed, and quickly.

At this point the manufacturer's banker called Lawrence Warehouse Company

Thanks to Lawrence field warehousing, the manufacturer obtained the needed financial relief. In a message of assurance to his anxious employees, the manufacturer said: "In order to keep our plant operating and to provide maximum continuous employment, we have arranged with the Lawrence Warehouse Company to establish a field warehouse within our plant." With the money thus obtained, men were kept working, incoming shipments of vital parts were received and discounted. A costly shutdown was averted.

In the same manner, bankers everywhere can help manufacturers cope with abnormal operating conditions.

Special Booklet for Bankers

We will be glad to mail you a copy of our Special Booklet on Inventory Financing. It contains a study of methods used successfully by many of the nation's banks in making loans secured by inventories.



LAWRENCE WAREHOUSE COMPANY

NATIONWIDE FIELD WAREHOUSING

DIVISION OFFICES:

SAN FRANCISCO 11, CALIF.
37 Drumm Street

Denver 2, Colo.
First Nat. Bank Bldg.

CHICAGO 2, ILL.
1 N. LaSalle Street

St. Louis 2, Mo.
Boatmen's Bank Bldg.

NEW YORK 5, N. Y.
72 Wall Street

Kansas City 7, Mo.
933 Mulberry Street

Also: Los Angeles • Boston • Philadelphia • Buffalo • Cleveland • Richmond • Charlotte
Atlanta • Chattanooga • Jacksonville • Orlando • Cincinnati • New Orleans • Houston
Dallas • Seattle • Portland, Oregon • Stockton • Fresno • Washington, D. C.

Northwestern Banker, January, 1947

A. G. Sam, president of the First National Bank in Sioux City, Iowa, sent the NORTHWESTERN BANKER a very interesting letter dated June 11th, 1934, which shows what happened to the price of pigs 12 years ago.

In his letter to us, Mr. Sam said, "I thought you might be interested in the enclosed copy of a letter which came to my attention a couple of days ago down at the Yards. It is eloquent and shows what has happened and we hope won't recur." Here is the letter to which Mr. Sam refers:

June 11, 1934

Dear John:

Enclosed find bill for double of pigs

and sows shipped you today. They will arrive in Sioux City Tuesday morning and should reach Homer, Nebraska, the same day. On account of there being no agent at Homer I had to pay freight on them.

My commission and all expenses are in the \$328.03, on which I have drawn a draft today. I think you will find this is a good, cheap bunch of hogs.

Now if you can use another load next week, write me at Huron as early as possible and I might be able to get another load, but I am afraid the price will be a little higher as the demand has started for them. I hope

this shipment will please you and hope we will never have to buy them that cheap again.

Thanking you for the favor, I remain

Yours truly,

78 Pigs	9,660 @ \$1.20	\$115.92
97 Sows	11,410 @ .90	147.69
175	26,070	\$263.61
Freight		63.00
Permit		2.42
		\$329.03

Pigs average 124 pounds.

Sows average 169 pounds.

Average cost \$1.25 per cwt. Homer, Nebraska.

T. Stanley Jackson, the popular and well-known manager of the Field Warehouse Division of the St. Paul Terminal Warehouse Company, has recently been appointed district chairman of the American Warehousemen's Association Committee on Bank Relations.

Mr. Jackson's district will include Minnesota, Montana, North Dakota, South Dakota and Wisconsin.

For many years, Mr. Jackson has been in regular attendance at bankers conventions and because of his previous banking experience, plus his thorough knowledge of field warehousing, he is well and favorably known personally to hundreds of bankers throughout the NORTHWESTERN BANKER territory. # #

Executive Vice President

Election of E. O. Jenkins of Great Falls, Montana, to the newly created office of executive vice president of First Service Corporation, Minneapolis, and the corporation's board of directors was announced by A. H. Kennedy, president. He will move to Minneapolis to assume his new duties about February 1, 1947.

Mr. Jenkins has been a member of the First Bank Stock Corporation organization for 17 years and since 1937 has been president of the First National Bank of Great Falls, Montana, which bank is now the largest First Bank Stock Corporation affiliate outside Minneapolis and St. Paul. He is a director of First Bank Stock Corporation.

Self-Expression

Outraged Judge: "Silence! I fine you \$5 for contempt of court."

Irate Defendant (planking down a \$20 bill): "Sir, \$5 does not begin to express my contempt of this court."



REPORT OF THE CONDITION OF The Live Stock National Bank SIOUX CITY, IOWA

At the close of business December 31, 1946

RESOURCES

Loans and Discounts	\$ 3,657,643.07
United States Bonds and Notes	12,718,136.89
Municipal Bonds	452,492.40
Other Bonds and Securities	331,618.84
Federal Reserve Bank Stock	24,000.00
Interest Earned, Not Collected	68,318.37
Cash on Hand and Due from Banks	10,611,835.42

\$27,864,044.99

LIABILITIES

Capital Stock	\$ 400,000.00
Surplus	400,000.00
Undivided Profits	51,858.66
Reserves for Interest and Taxes, etc.	37,717.38
Reserve for Contingencies	104,802.51
Interest Collected, Not Earned	6,785.31

Deposits:	
Time and Demand	\$26,713,694.94
U. S. War Loan Deposit Account	149,186.19

Total Deposits 26,862,881.13

\$27,864,044.99

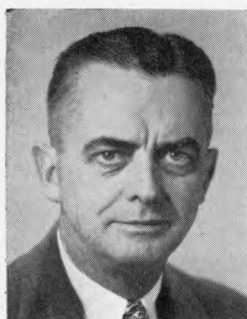
CARL L. FREDRICKSEN President	MARK A. WILSON Vice President	WILLIAM G. NELSON Asst. Vice President
WILLIAM C. SCHENK Cashier	CLIFFORD L. ADAMS Asst. Cashier	JOHN S. HAVER Asst. Cashier
	JAMES L. SMITH Auditor	

THE
**LIVE STOCK
NATIONAL BANK**

OF SIOUX CITY, IOWA

MEMBER F.D.I.C.

The Bank at the Yards



South Dakota NEWS

L. C. FOREMAN
President
Elkton

Named Board Chairman

A. B. Cahalan, president of the First National Bank, Miller, South Dakota, for fifteen years, was to be elected chairman of the board at the annual stockholders meeting January 14th.

Mr. Cahalan's place as president was to be taken by L. T. Jarmuth, vice president there for 16 years. Other promotions scheduled for the same meeting included the advancement of L. E. Weaver to the vice presidency.

An interesting aspect of Mr. Cahalan's four decades of service in the banking profession is the fact that he has been with the First National Bank on the same corner during that entire time. In 1930 he was elected president of the South Dakota Bankers Association and at present is serving on the executive committee of the American Bankers Association. He is also a director of the First State Bank of Highmore.

Fills Presidency

At a meeting of the board of directors of the First National Bank of Volga, South Dakota, Charles E. Lee was named president, Edward Lee was elected cashier and H. C. Hillestad was named to the board of directors. A. H. Norvold and Gust Leite will continue to serve on the board.

40th Anniversary

The Farmers State Bank of Lyons, South Dakota, celebrated its 40th anniversary last month on December 16th with "open house." Present officers of the bank are Dan Eitrheim, president; Morris Visser, vice president; A. C. Lemme, cashier, and M. A. Lemme, assistant cashier.

Honor State Bankers

The Greater South Dakota Association has elected bank executives to the two top positions in that association for 1947. Fred L. Lewis, president, First National Bank in Lemmon, was voted in as president and J. M. Lloyd, vice president, American State Bank, Yankton, was elected vice president. George A. Starring, who has been executive officer of the organization since it started on March 6, 1936, was

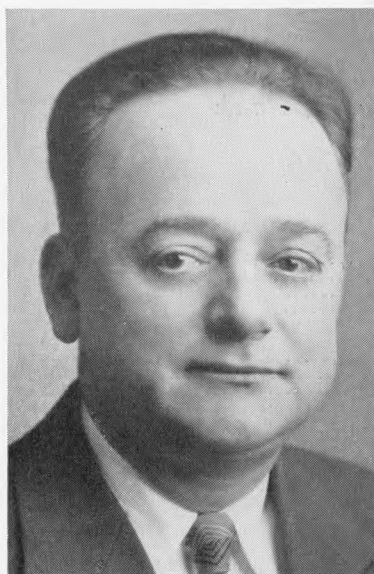


GEORGE M. STARRING
Secretary
Huron

elected chairman of the board of directors and treasurer. Mr. Starring was secretary of the South Dakota Bankers Association for many years and is the father of George M. Starring, who is at present secretary of the South Dakota Bankers Association.

To Travel the Dakotas

J. W. Franks, who for the past year has been representing the NORTHWESTERN BANKER in Minnesota as news reporter and circulation executive, is



J. W. FRANKS
To Enter the Dakotas

planning to expand his activities to include North Dakota and South Dakota. Mr. Franks has been connected with the publishing business for the past 20 years, and because of his long residence in the Northwest, has a wide acquaintance in that area.

When Mr. Franks calls at your bank, any courtesies extended to him will be appreciated by the NORTHWESTERN BANKER.

Increase Surplus

Increase of the surplus of the Northwest Security National Bank, Sioux Falls, by its directors, from \$800,000 to \$900,000 was announced last month by President Ralph M. Watson.

The bank's total capital structure is now: common capital, \$500,000; surplus, \$900,000, and undivided profits and unallocated reserves, \$350,000, Mr. Watson reported.

Opens Branch

The Dakota State Bank of Colman, South Dakota is expanding by opening a class A branch bank at Chester, though the actual time of opening will be deferred three or four months.

Meanwhile, the old Farmers State bank building, recently purchased by the Colman institution, will be repaired and refitted to house the new institution. The structure is of two stories with full basement.

Authority for the establishment of this branch was issued by the state banking department, and to meet the capital structure required for increased activity the Dakota State Bank's capital has been increased from \$25,000 to \$50,000.

Sioux Falls News

FOUR South Dakota bankers were present at a meeting held in Sioux Falls for the purpose of unifying demands for direct air service between Billings, Montana, and Chicago via Sheridan, Wyoming, Rapid City, Mitchell and Sioux Falls, South Dakota, and Mason City, Iowa. They were **Tom Harkison**, president of the National Bank of South Dakota, Sioux Falls; **J. M. Patton**, vice president of the Mitchell National Bank; **H. R. Kibbee, Jr.**, vice president of the Commercial Trust & Savings Bank, Mitchell, and **H. R. Browning**, assistant cashier of the First National Bank of the Black Hills, Rapid City. The meeting resulted in formation of the Iowa-Dakota Airways Association.

H. O. Engen, cashier and vice president of the Union Savings Bank, Sioux Falls, was elected finance officer of the Sioux Falls Sportsmen's club.

Tom S. Harkinson, president of the National Bank of South Dakota, was elected treasurer of the Sioux Falls Kiwanis club.

C. A. Christopherson, chairman of the board of directors of the Union Savings Bank, Sioux Falls, said at an underwriters' luncheon that life insurance is recognized as the greatest vehicle of savings for the masses. The former South Dakota congressman also stressed the need for every citizen keeping in contact with legislators, and warned against overspending and power concentration in the national scene.

Paced by increased Christmas buying, Sioux Falls business zoomed to new records in November and was climaxed by an all-time record total of bank clearings for a single month—\$20,060,503.65. Nearest approach to that record was February's total of \$19,668,278.04. The November total far overshadowed even the high figures of the 1929 era when the figures never exceeded eight or nine million dollars.

It appeared that total bank clearings for the year would establish a new record, too. Up to December 1 they were \$187,278,344.16—higher than any total in recent years.

The November bank clearings sur-

passed the 1945 comparable figure by \$6,146,831.55.

Ralph M. Watson, president of the Northwest Security National Bank, and **C. A. Christopherson**, chairman of the board of directors of the Union Savings Bank, were among past potentates honored at a homecoming ceremony staged by El Riad Shrine in Sioux Falls.

O. A. Bray, assistant cashier of the Northwest Security National Bank, was re-elected treasurer of two Sioux Falls Masonic bodies—Sioux Falls chapter No. 2, R. A. M., and Minnehaha lodge No. 5, A. F. & A. M.

Increasing of the surplus of the Northwest Security National Bank, by the directors, from \$800,000 to \$900,000 was announced by President Ralph M. Watson. The institution's total capital structure is now: Common capital, \$500,000; surplus, \$900,000, and undivided profits and unallocated reserves, \$350,000, Watson said.

John P. McQuillen, the bank's vice president and trust officer, and **O. A. Bray**, assistant cashier, attended an ABA savings and mortgage conference in Minneapolis last month. McQuillen and Vice President **J. V. Lowe** attended a federal reserve meeting in Minneapolis for junior officers.

Annual Christmas party for the bank's employes was held last month at the Carpenter hotel.

Dr. W. R. Laird, a director of the bank, accompanied by Mrs. Laird, has gone to San Diego, California, to spend the remainder of the winter.

John Hinman has resumed his duties as assistant cashier at the bank after a two months' illness.

Tony Westra, agricultural and livestock representative of the bank, addressed the Gregory Rotary club last month. He attended the International Livestock Exposition in Chicago.

Interior of the bank has been extensively redecorated.

STATEMENT OF CONDITION

NORTHWEST SECURITY NATIONAL BANK

of Sioux Falls, South Dakota

South Dakota's Leading Bank

DECEMBER 31, 1946

RESOURCES

Cash on Hand, in Federal Reserve Bank, and Due from Banks and Bankers	\$ 9,932,953.88
U. S. Government Obligations.....	24,629,976.72
State and Municipal Bonds.....	865,974.43
Other Bonds and Securities.....	799,124.56
Stock in Federal Reserve Bank in Minneapolis.....	\$36,228,029.59
Overdrafts	39,000.00
Loans and Discounts.....	2,084.69
Banking Houses	5,987,169.73
Includes Banking Houses at Sioux Falls, Brookings, Chamberlain, Dell Rapids, Gregory, Huron and Madison, all clear of encumbrance.	262,500.00
Interest Earned but Not Collected.....	137,267.93
TOTAL	\$42,656,051.94

LIABILITIES

Capital Stock—Common	500,000.00
Surplus	900,000.00
Undivided Profits and General Reserves.....	376,019.47
Reserve for Interest, Taxes, and Other Expenses.....	\$1,776,019.47
Interest Collected but Not Earned.....	132,155.04
Deposits:	18,485.08
Time	6,624,585.08
Demand	33,041,649.30
U. S. War Loan.....	1,063,157.97
TOTAL	\$40,729,392.35
TOTAL	\$42,656,051.94

BRANCHES AT

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

Affiliated with Northwest Bancorporation
Member Federal Deposit Insurance Corporation

G. I. LOAN QUESTION BOX

(Continued from page 20)

ment may not be used by the insured directly or indirectly as a means of securing in cash proceeds of such bond, or any portion thereof, prior to maturity of the bond or maturity of such policy by death, whichever is earlier. This assignment shall be deemed to constitute an agreement by the insured to this effect.

RFC Mortgage Company Approved Form of Note and Mortgage

Question: Is it necessary that this approved form of note and mortgage be used in connection with all real estate mortgage loans?

Answer: Lenders may continue to use their form of note and mortgage if desired; however, it should be kept in mind that the RFC Mortgage Company will not purchase loans unless made on the approved forms. Every approved lender for the sale of loans to the RFC Mortgage Company should acquaint himself with all the conditions under which purchase of loans will be made. It would appear that every approved lender for the sale of mortgages would desire to use these forms in connection with home loans, thereby placing themselves in position to gain liquidity through this secondary market.

Determination of Cost Factors in Relation to Reasonable Value

Question: In a new construction loan, does labor performed by veteran-borrower have to be taken into consideration in arriving at cost?

Answer: Total cost of the property must not be in excess of determination of reasonable value. Cost, as defined in the regulations, is the entire consideration paid or payable for, or on account of, the application of materials and labor to tangible property. (Section 36:4301(f)). Minor contributions of labor by the veteran, such as weekend or evening work, might not be construed as cost, but it is obvious from the above that any major contribution of labor by a veteran must be considered as cost.

Automatic Business Loans

Question: What has been your experience to date with business loans?

Answer: During the past year, we have issued guaranties or insured credit on 1,421 business loans, totaling \$4,091,278.12. These loans have caused both us and the lenders more trouble than 10,258 home loans made during the same period, totaling \$47,226,742.72.

If you want the benefit of our experience, we would say — unless you know your applicant thoroughly — don't make automatic business loans; submit them under prior confirmation procedure. This gives us a chance to pass on eligibility of purpose and call your attention to other difficulties before you have paid out the money.

Of the credit factors involved—character, ability, experience, collateral—character ranks first in this type of loan. Without character, we have seen inventory and working capital dissipated and depleted. Heavy-duty machinery, such as trucks, portable grinders, and bull dozers, are good enough collateral at the start, but abused and depreciated by neglect and hard usage to the extent that the collateral was of little value within the year.

The bad loans of this type are not so much the result of poor appraisal of collateral, as the lack of investigation and consideration of the applicant's character, ability and experience.

The year 1947 will bring declining value in inventory and increased competition from well-trained business with adequate capital.

A veteran has 10 years to use his available guarantee for a business loan. In the meantime, two years of on-the-job training is available in many lines of business, thus providing training, experience, and a testing ground for character and ability # #

Promotions

At a meeting of the board of directors of Bankers Trust Company, New York, held several promotions and changes in titles were made.

H. A. Watkins, assistant vice president, was elected vice president, J. V. Sauter, assistant trust officer, was elected trust officer, F. A. Cochrane, trust officer, was elected assistant vice president. H. P. Gundersdorf, manager, of the tax department, was made assistant vice president, G. C. Bennett, insurance manager, was made assistant comptroller, and G. F. Valentine, assistant manager, tax department, assistant secretary. J. S. Biays was elected assistant secretary. C. C.

Lloyd, assistant secretary, was elected assistant trust officer.

New Officer

Frank K. Houston, chairman of the Board of the Chemical Bank & Trust Company, announces the election of William C. Bennett, vice president and director of J. P. Stevens & Co., Inc. to the advisory board of the 320 Broadway office of the Bank.

Mr. Bennett is also a director of the Exposition Cotton Mills Co. of Atlanta, Georgia, and of the Highland Park Manufacturing Company of Charlotte, North Carolina, and has other textile interests.



The First National Bank of Chicago

Statement of Condition December 31, 1946

ASSETS

Cash and Due from Banks,	\$ 471,948,505.18
United States Obligations—Direct and fully Guaranteed,	
Unpledged,	\$711,246,520.57
Pledged—To Secure Public Deposits and	
Deposits Subject to Federal Court Order, 100,176,720.00	
To Secure Trust Deposits,	55,130,543.20
Under Trust Act of Illinois,	533,840.00
Other Bonds and Securities,	112,822,465.41
Loans and Discounts,	631,272,961.23
Real Estate (Bank Building),	3,188,395.67
Federal Reserve Bank Stock,	3,600,000.00
Customers' Liability Account of Acceptances,	2,923,465.09
Interest Earned, not Collected,	4,697,135.87
Other Assets,	215,251.19
	<u>\$2,097,755,803.41</u>

LIABILITIES

Capital Stock,	\$ 60,000,000.00
Surplus,	60,000,000.00
Other Undivided Profits,	3,615,436.83
Discount Collected, but not Earned,	741,595.40
Dividends Declared, but Unpaid,	1,200,000.00
Reserve for Taxes, etc.,	7,072,107.02
Liability Account of Acceptances,	3,380,803.84
Time Deposits,	\$ 345,622,901.12
Demand Deposits,	1,479,612,825.49
Deposits of Public Funds,	136,509,970.60
Liabilities other than those above stated,	163.11
	<u>\$2,097,755,803.41</u>

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



North Dakota NEWS

C. W. BURGES
President
Edgeley



C. C. WATTAM
Secretary
Fargo

Increase Common Stock

There were no changes in bank titles, liquidations, consolidations, or closings during the month of December according to R. S. See, secretary, North Dakota State Banking Board.

The applications for permission to amend their Articles of Incorporation to provide for an increase of common stock of the following banks were approved by the State Banking Board on December 12, 1946:

First State Bank of Cando, Cando, North Dakota, \$50,000 to \$75,000; Merchants and Farmers Bank of Cavalier, North Dakota, \$30,000 to \$50,000; Northwestern Bank of Langdon, North Dakota, \$25,000 to \$50,000; First State Bank of Park River, North Dakota, \$25,000 to \$50,000; Rolette County Bank of Rolla, North Dakota, \$25,000 to \$40,000; Bank of Killdeer, North Dakota, \$25,000 to \$50,000; First International Bank of Watford City, North Dakota, \$25,000 to \$35,000.

1947 State Convention

The North Dakota Bankers Association 1947 annual convention will be held at Bismarck on June 16th and

17th. The Bismarck-Mandan Clearing House Association will be in charge.

Legislature Meets

Stories indicate that bills for the elimination of the exchange and float charges were to be introduced in the coming session of the North Dakota legislature. The North Dakota Bankers Association legislative committee has suggested that every banker in the state contact members of the legislature from his district and explain the bankers' side of this subject to them. The legislature convened January 7th.

Receives Charter

The Bank of Glen Ullin, North Dakota, received its charter December 20, 1946, and opened for business on January 2nd. The officers of the bank are: Herman Leutz, president; Herman F. Leutz, vice president, and E. G. Laub, cashier.

Four Championships

North Dakota farmers won four world championships at the recent International Hay and Grain Show

in Chicago with winning entries in barley, flax, brome grass and large yellow field peas. North Dakotans won more prizes at this exhibition than at any time in the past 35 years. The Greater North Dakota Association paid out more than \$1,000 in prizes to top exhibitors.

Named GNDA Director

A. C. Idsvoog, president, Grafton National Bank, Grafton, North Dakota, is listed as one of the five newly appointed directors of the Greater North Dakota Association. R. J. Hughes, president, National Bank in Wahpeton, and president of GNDA, announced Mr. Idsvoog's appointment. Mr. Idsvoog has been active for many years in state and civic work and has been associated with banking in North Dakota since 1908.

Director at Large

Election of J. B. Briston executive secretary of the First National Savings and Loan Association of Grand Forks, North Dakota, as a director at large of the Federal Home Loan Bank of Des Moines, Iowa, was announced recently by R. J. Richardson, president of the Home Loan Bank.

Horace Young

Horace Young, 57, prominent Fargo attorney, died last month at Wilmette, Illinois, after a brief illness. His father, the late Judge N. C. Young, was a former president of the Stock Growers Bank in Napoleon, North Dakota, and Horace Young was also at one time an officer of that institution.

Mr. Young was born at Bathgate, North Dakota, April 3, 1890. He obtained his law degree from the University of Iowa in 1913. He was nationally prominent in citizens tax organizations and, in North Dakota, took a leading role in advancing tax legislation.

Fargo News

WARD D. DWIGHT, assistant cashier of the Fargo National Bank since January, 1941, resigned his position January 1 and will go to Minneapolis January 15, where he will be associated with First Service corporation, an affiliate of First Bank Stock corporation. He will make his home in Minneapolis.

Mr. Dwight was honored at a dinner in the Graver Hotel in Fargo by bank officials and employees. He has been president of the Fargo Jaycees, chairman of the junior bankers committee of the North Dakota Bankers Association and a past president of

The First National Bank and Trust Company of Fargo

FARGO, NORTH DAKOTA

THE CAPITAL STRUCTURE OF THIS BANK IS NOW IN EXCESS OF
ONE MILLION DOLLARS

Statement of Condition, December 31, 1946

RESOURCES		LIABILITIES	
Loans and Discounts	\$ 2,431,549.03	Capital	\$ 350,000.00
Overdrafts	3,512.31	Surplus	400,000.00
Stock in Federal Reserve Bank	22,500.00	Undivided Profits and Reserves	337,338.38
Bank Building	185,000.00	Interest Collected, Not Earned	16,215.23
Furniture and Safety Deposit		Other Liabilities	61,000.00
Vaults	1.00	Deposits (Including U. S. War	
Interest Earned, Not Collected	77,451.03	Loan Deposits \$477,439.68)	25,293,967.54
Other Resources	29,000.00		
Quick Assets:			
*U. S. Government			
Bonds	\$16,894,223.77		
*Municipal Bonds	304,976.57		
*Other Bonds	425,535.17		
Cash and Due			
from Banks	6,084,772.27		
	23,709,507.78		
	\$26,458,521.15		\$26,458,521.15

* At market or less.

Officers

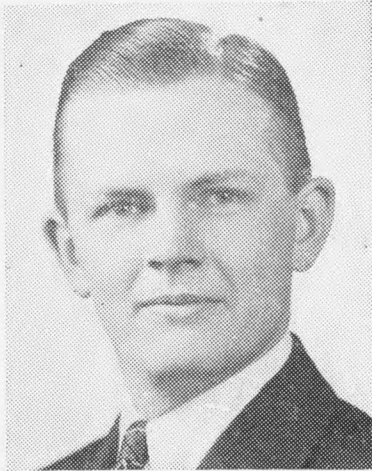
F. A. IRISH.....Chairman of the Board
G. H. NESBIT.....President
H. D. CROSBY.....Vice President
G. W. JENSON.....Vice Pres. and Cashier

G. H. MAY.....Assistant Vice Pres.
M. W. LOFFER.....Assistant Cashier
E. M. SHAFER.....Assistant Cashier

The Oldest Bank in North Dakota
Member of the Federal Deposit Insurance Corporation
Affiliated with NORTHWEST BANCORPORATION

Fargo chapter, American Institute of Banking.

A native of Blue Earth, Minnesota, he began his banking career with the



WARD D. DWIGHT
Moves to Minneapolis

Merchants National Bank and Trust Company of Fargo, while attending the North Dakota Agricultural college. In 1936 he became assistant cashier of the First State Bank of Cando, North Dakota, going to Fargo and the Fargo National Bank June 1, 1940.

With a bid of .9 of 1 per cent

interest, plus a premium of \$10.50 cash, the **First National Bank of Minneapolis** and **First National Bank of St. Paul** became successful bidders for the city of Fargo's \$75,000 bond issue. The issue, for purchase of fire department equipment, was approved by voters August 27.

The Twin city banks' bid will mean a net cost to the city of Fargo of .895 of 1 per cent—lowest interest rate ever made in any municipal financing issue in North Dakota, said T. G. Evensen, bond consultant.

Nearest comparison is Hector airport (Fargo) bond issue of \$300,000 in 1943, which had a net cost of .98 of 1 per cent.

Second lowest bidder was **Halsey, Stuart of Chicago**, with 1 per cent plus \$109.50 premium; third, the **Milwaukee Company**, 1 per cent plus \$68 cash premium; fourth, **Fargo Clearing House Association**, 1 per cent and no premium; fifth, **E. J. Prescott**, Minneapolis, 1.20 per cent and \$75 premium, and sixth, **Piper, Jaffray & Hopwood**, 1.20 per cent and \$5.11 cash premium.

The \$75,000 issue is dated December 1, 1946, and maturity is stretched over a three-year period, 1948 to 1950, inclusive, with \$25,000 principal maturing in each of the three years. Face value of the bonds is \$1,000. No option is given for prior payment.

Permission to establish and operate a paying and receiving station at Leonard, North Dakota, was granted the Casselton State Bank, Casselton, North Dakota, with the station opening for business recently.

Mid-Winter Trust Conference

The 28th Mid-Winter Trust Conference of the American Bankers Association at The Waldorf-Astoria on February 3, 4, and 5, is expected to attract to New York over 1,500 leaders in the field of trust administration according to Evans Woollen, Jr., president of the Trust Division of the A.B.A. and president of the Fletcher Trust Company, Indianapolis, Indiana.

The opening session on Monday morning, February 3, will feature addresses by President Woollen, and by C. W. Bailey, who is president of the American Bankers Association and president of the First National Bank, Clarksville, Tennessee. A new feature of the opening session will be a "Get Acquainted Hour" following the talks.

Dividend

The board of directors of The First National Bank of Chicago, at a recent regular meeting, declared a dividend of \$2.00 per share on the capital stock of the bank, payable January 1, 1947, to stockholders of record December 23.

City National Bank and Trust Company of Chicago

Condensed Statement of Condition—December 31, 1946

RESOURCES

Cash and Due from Banks	- - - -	\$ 84,720,167.49
U. S. Government Securities	- - - -	160,806,240.54
State, Municipal, and Other Securities	- - - -	6,088,037.54
Loans and Discounts	- - - -	79,543,585.63
Federal Reserve Bank Stock	- - - -	240,000.00
Accrued Interest	- - - -	627,015.52
Customers' Liability on Letters of Credit and Acceptances	- - - -	3,176,974.91
Other Resources	- - - -	79,945.00
		<u>\$335,281,966.63</u>

LIABILITIES

Capital	- - - - -	\$ 4,000,000.00
Surplus	- - - - -	4,000,000.00
Undivided Profits	- - - - -	2,409,506.40
Reserve for Interest, Taxes, and Contingencies	- - - - -	2,293,994.73
Reserved for Dividends Declared	- - - - -	160,000.00
Letters of Credit and Acceptances Outstanding	- - - - -	3,176,974.91
Other Liabilities	- - - - -	91,583.33
Deposits	- - - - -	319,149,907.26
		<u>\$335,281,966.63</u>

Member Federal Deposit Insurance Corporation



Complete Banking Service

STATEMENT OF CONDITION

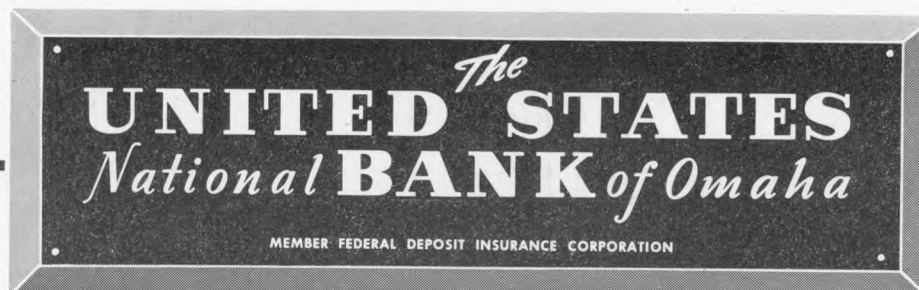
DECEMBER 31, 1946

RESOURCES

Cash and Due from Banks.....	\$22,554,829.44
U. S. Government Obligations.....	\$36,727,431.99
Municipal and Other Bonds.....	3,006,872.82 39,734,304.81
Loans and Discounts.....	11,393,579.92
Bank Premises	675,000.00
Stock in Federal Reserve Bank.....	90,000.00
Other Assets	311,604.37
	<hr/>
	\$74,759,318.54

LIABILITIES

Deposits	\$70,516,309.98
Capital Stock	\$1,500,000.00
Surplus	1,500,000.00
Undivided Profits and Reserves.....	926,505.57 3,926,505.57
Other Liabilities	316,502.99
	<hr/>
	\$74,759,318.54





GLEN T. GIBSON
President
Gibbon

Nebraska NEWS



CARL G. SWANSON
Secretary
Omaha

Henry C. Karpf Heads Live Stock National of Omaha

HENRY C. KARPf, executive vice president of the Live Stock National Bank of Omaha, has been elected president.

Directors of the bank, at a special meeting, named him to succeed Alvin E. Johnson, who died December 31. Mr. Karpf has been executive vice president for ten years.

The new bank president has strong faith in midwestern area agriculture and a particular liking for western

old in knee pants. He was born at Conneaut, Ohio, and came to Nebraska with his parents and two sisters.

Western Nebraska was anything but tame in 1907. The Tristate and Government irrigation ditch was being constructed at Mitchell, and the ditch workers often exchanged more than harsh words.

Young Karpf had a knowledge and liking for livestock, gained in Ohio. His father was in the wholesale and retail meat business. Henry Karpf went to work in a slaughterhouse at the age of 9.

The bank president is a leading cattle and sheep raiser in western Nebraska. He owns 760 acres of irrigated land in four farms near Morrill, and has a 2,600 acre ranch in that area. He also is a partner in a five hundred-acre irrigated farm on the outskirts of Torrington, Wyoming. Recently Mr. Karpf disposed of his interest in a cattle-feeding farm near Avoca, Iowa.

Mr. Karpf is a strong booster for western Nebraska, which "from an agricultural standpoint is the greatest spot in the country," he says. Anybody, he said, can go there and translate hard work into a good income.

Mr. Karpf's son is a government civilian auditor in Germany. He took the job after his discharge from the army. The son returned to Germany December 11th, and will be gone a year.



HENRY C. KARPf
Nebraska Banker for 39 Years

Nebraska, where he began his career in the banking business. He came to Omaha from the joint cashiership of the Morrill and Mitchell, Nebraska, banks. Mr. Karpf was a commuting banker. He lived in Morrill and spent three days a week at each of the banks.

The new head of the Live Stock National is 53, the same age as Mr. Johnson. The two started in the banking business the same day, December 8, 1907. Mr. Johnson started in Omaha, Mr. Karpf in Mitchell when a 14-year-

Bonus for Employees

Employees of the First National bank of Fairbury were given a 10 per cent bonus at their Christmas party December 19, which was in addition to a 5 per cent bonus paid July 1st.

Bank officers stated they had a very successful year and that the paid in capital stock in 1883, when the bank was first organized, was \$50,000, and at the present time the assets are over \$9,000,000.

Alvin E. Johnson

Alvin Emanuel Johnson, 53, president of the Live Stock National Bank of Omaha, died at his home last month. He had been in ill health for the past year. Death came peacefully while he was asleep.

Mr. Johnson began his successful career at the Live Stock National the day it opened, December 9, 1907, and just recently he had celebrated two thirty-ninth anniversaries — that of founding the bank and his employment there.

A native of Omaha, Mr. Johnson was born February 18, 1893. He attended grade school and two years of high school at Omaha's South High. He entered business college September 7, 1907, and began work at the bank just three months later. Much of Mr. Johnson's fine executive ability was acquired by long hours of hard toil, for he was only 14 years of age when he began his banking career as a messenger boy.

President Johnson always gave credit for his bank's success to the many friends throughout the territory surrounding Omaha for the cooperation they gave the bank. He was quick to



ALVIN E. JOHNSON
Northwestern Banker, January, 1947

Increase Capital, Surplus

At a special stockholders meeting held December 27, 1946, the capital structure of the South Omaha Savings Bank was increased \$50,000, making capital \$75,000, surplus \$75,000 and undivided profits and reserves \$57,312. C. F. Witt, president, said this increase was made because the volume of business has increased three and one-half times in the past four years. An unusual loan ratio shows total loans of \$1,220,000 and deposits of \$2,075,000.

pass on praise to his associates for the progress made through his guidance.

He is survived by his wife, Nina; two sons, Warren and Howard; a daughter, Myrtle Louise; his mother, Mrs. John F. Johnson; two sisters and one brother.

Mr. Johnson was a Mason, Shriner and an Elk. He was on the board of trustees of the First Baptist Church and the Children's Memorial Hospital.

Nebraska Bankers Clinic

Dates for the first Bankers Clinic of the Nebraska Bankers Association have been set for July 8th, 9th and

10th. Location is to be at Doane College, Crete, Nebraska.

The Bankers Clinic has been a topic of discussion for some months. A short time ago Edward Huwaldt, Commercial National Bank, Grand Island, and J. R. Kenner, Thayer County Bank, Hebron, attended the Kansas Bankers Clinic for purposes of studying the operations of their Clinic.

Their findings were reported to the Bankers Clinic committee at a meeting held last month in Lincoln. After a lengthy discussion, it was decided that the Nebraska Bankers Association should sponsor the Bankers Clinic in

Nebraska. The biggest problem confronting the committee at that time was in finding a school which could accommodate the bankers. Several schools were investigated. The committee finally decided on Doane College at Crete, Nebraska. The basis of the decision was facilities offered, and availability of the college.

There are several points which should be made clear. The Bankers Clinic is not to be a school with college professors as teachers. Bankers with experience in the various fields will lead the discussion groups. This is to be a clinic, to use a very trite expression, "of the bankers, for the bankers, and by the bankers."

The next point for clarification is that the clinic is not to be another convention. It is definitely a working group. The days spent at Doane will be filled with work.

Another misunderstanding that has cropped up here and there is that the Bankers Clinic will take the place of the group meetings. This is not the case, nor will the Bankers Clinic travel about the state. The Clinic will be held for three days only at Doane College . . . it is not a substitute for any other activity of the Nebraska Bankers Association.

Increase Capital \$50,000

W. J. Stafford, president, Scottsbluff National Bank, Scottsbluff, Nebraska, announces that the board of directors has voted an increase in capital stock from \$100,000 to \$150,000. At the same time it was voted to increase the surplus fund from \$100,000 to \$150,000. The increases were effected by transferring the necessary amounts from the undivided profits account and the issuance of a stock dividend to present stockholders. This gives the bank total capital and surplus of \$300,000 with undivided profits and reserves of over \$100,000.

Deposits of the Scottsbluff National have increased from about two and one-half million dollars in 1940 to over eleven million dollars in 1946. This increase makes possible the greater capital structure of the bank according to Mr. Stafford. Other officers of the Scottsbluff National are J. L. Witters, vice president; A. A. Hulse, cashier; R. K. Patrick, Bernard Kelly and Frank Ralston, assistant cashiers.

OVER SEVENTY-FIVE YEARS OF BANKING EXPERIENCE

Statement of Condition

The First National Bank of Lincoln

LINCOLN, NEBRASKA

(ORGANIZED 1871)

AT THE CLOSE OF BUSINESS DECEMBER 31, 1946

ASSETS

Cash and Due from Banks.....	\$13,215,406.37
U. S. Government Bonds.....	32,914,735.58
Other Bonds and Securities.....	1,411,897.05
Federal Reserve Bank Stock.....	78,000.00
Loans	4,425,697.79
Interest Earned Not Due.....	139,879.15
Banking House	342,630.89
Total Assets	\$52,528,246.83

LIABILITIES

Capital Stock	\$1,500,000.00
Surplus	1,100,000.00
Undivided Profits	546,018.90
Reserves	220,821.06
Discount Unearned	34,555.81
Deposits	49,126,851.06
Total Liabilities	\$52,528,246.83

OFFICERS

P. R. EASTERDAY Chairman	A. C. GLANDT Vice-Pres. and Cashier
GEORGE W. HOLMES President	R. J. BECKER Vice-President
HOWARD FREEMAN Exec. Vice-President	CLIFFORD G. WESTON Asst. V.-President
BURNHAM YATES Vice-President	LYLE F. STONEMAN Asst. V.-President
B. O. CAMPBELL Vice-President	G. H. CRANE Asst. Cashier
E. U. GUENZEL Vice-President	R. A. GESSNER Asst. Cashier

Member Federal Deposit Insurance Corporation

BANKS Bought and Sold

Confidentially and with becoming dignity

BANK EMPLOYEES PLACED.

40 Years Satisfactory Service

THE CHARLES E. WALTERS CO.
OMAHA, NEBRASKA

Retires at Howells

Frank Tillman has been elected president and a member of the board of directors of the Howells Bank in Howells, Nebraska. He succeeds J. A. Novak who sold his interest in the bank and retired last month.

Other bank officers are Elmer Bradley, Sr., vice president, and Elmer Bradley, Jr., cashier.

Sponsors Corn Show

Oscar Mueller, Columbus, Nebraska, won the grand championship trophy in the seventh annual Corn Show sponsored by the Central National Bank in Columbus. H. L. Burdick, cashier, says this was probably the



Judging of Corn Show entries in Central National Bank, Columbus.

most successful of the shows yet, both from the standpoint of quality of grain displayed and the enthusiasm of the crowds which gathered at the bank during the two week show.

Judging of the entries was conducted the final night of the show in the bank lobby and winning entries in all classes were left on display for a few days so that all those not at the judging could see the champions.

At least \$75 in prizes were awarded to winners.

Fish Story

"What's the trouble with people who drink like fish?"

"They don't drink what the fish do."



At the Close of Business December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$26,935,506.78	
U. S. Government Securities.....	30,050,539.70	
Other Securities	4,251,327.72	\$61,237,374.20
Loans and Discounts.....		13,853,286.14
Stock in Federal Reserve Bank.....		75,000.00
		<hr/> \$75,165,660.34

LIABILITIES

Capital	\$1,250,000.00	
Surplus	1,250,000.00	
Undivided Profits	1,252,993.13	
Reserved for Contingencies.....	400,000.00	\$ 4,152,993.13
Reserved for Taxes, etc.....		405,405.29
Deposits		70,607,261.92
		<hr/> \$75,165,660.34

Member Federal Deposit Insurance Corporation

THE INTER-STATE NATIONAL BANK

Kansas City 15, Missouri

First National Bank of Omaha

Oldest National Bank From Omaha West

Member Federal Deposit Insurance Corporation

Northwestern Banker, January, 1947



THE Omaha Bridge Commission recently retired 40 thousand dollars in bonds on the South Omaha Bridge.

Louis Hines, manager, said the commission has retired a total of 160 thousand dollars in bonds this year. Still outstanding are 565 thousand dollars worth of the 1½ per cent refunding bonds issued last year.

The commission can call the bonds at option in denominations of 10 thousand dollars every three months.

The commission took bids January 3 on insurance for the next three years, Mr. Hines said.

Bids are being asked on \$1,760,000 all-risk insurance for the full value of the bridge and its approaches. Bids also will be taken on 10 thousand dol-

lars a month use and occupancy insurance. That type is for a guarantee of revenue.

In Omaha recently were **Richard McEntire**, a member of the five-man SEC; **Edward A. Cashion**, chief counsel for SEC's corporation finance division, and **John L. Geraghty**, administrator for the SEC regional office at Denver, Colorado, which serves Nebraska, Colorado, New Mexico, North and South Dakota, Wyoming and Utah. It was the first time SEC top executives had come to Omaha.

Mr. McEntire hailed the Supreme Court ruling upholding the constitutionality of the so-called "death sentence" clause of the Public Utility

Holding Company Act. The ruling, said Mr. McEntire, will allow the commission "to complete the job outlined for us (by Congress)."

Dale Clark, president of the Omaha National Bank, was host at a luncheon for 75 persons at the Fontenelle Hotel to honor **E. Roland Harriman**, recently-named chairman of the Board of the Union Pacific Railroad, and **F. W. Charske**, chairman of the Union Pacific Executive Committee, who were Omaha visitors recently.

H. M. Bushnell, president of the United States National Bank of Omaha, has been re-elected vice president of the Ak-Sar-Ben Bridge Association.

J. B. Frazier, Jr., has been elected president of the Omaha Council of the Navy League to succeed Robert A. Fitch. Mr. Frazier is an Omaha investment banker. **John F. Davis** of the First National Bank of Omaha was elected secretary-treasurer. **Richard H. Mallory**, United States National Bank of Omaha, is a director.

Clyde O. Darner of the Omaha National Bank was one of the leaders for the 112th reunion of the four bodies of Scottish Rite in Omaha recently. He is Venerable Master of Kadosh of the Nebraska Consistory.

Stephen J. Wirtz of the Omaha National Bank and treasurer of the Covered Wagon Council of Boy Scouts, was presented the Silver Beaver Award for outstanding work in Scouting at the annual meeting of the Council in Omaha. Mr. Wirtz has been associated in Scouting activities for 12 years.

J. Clifford Rahel, investment banker, is a new council vice president. **Dale Clark**, Omaha National Bank president, is on the Advisory Committee.

Re-elected president of the Council was **C. A. Abrahamson**, insurance man.

Members-at-large include **Robert H. Hall**, **Alvin E. Johnson**, **Dean Vogel**, and **Charles Saunders**.

Christmas savings funds are now in their thirty-sixth year nationally. The original purpose was a weekly bank deposit for Christmas needs. Six of eight Omaha banks having the weekly savings plans paid out \$485,336 to approximately 6,171 depositors. A total of 655 savers in three Council Bluffs banks collected checks totaling \$31,604.

W. B. Millard, Jr., vice president of the Omaha National Bank, has been

1st Banks

Condensed Statement of Condition

First National Bank

of Saint Joseph, Missouri
and affiliated

First Trust Company and

First St. Joseph Stock Yards Bank

of South Saint Joseph, Missouri

at the close of business December 31, 1946

RESOURCES

	First National Bank	First Trust Company	First St. Joseph Stock Yards Bank
Cash and Due from Federal Reserve and Other Banks	\$ 9,551,951.17	\$137,522.28	\$ 4,207,110.97
U. S. Government Obligations	16,363,409.66		5,926,472.47
Other Bonds and Securities	1,636,053.64	195,261.33	537,412.27
Federal Reserve Bank Stock	30,000.00		10,500.00
Loans and Discounts	3,989,097.28		1,120,992.46
Bank Building, Fixtures and Other Real Estate	1.00	1.00	1.00
Interest Earned Uncollected and Other Assets	76,572.15	285.60	32,134.07
Total	\$31,647,084.90	\$333,070.21	\$11,834,623.24

LIABILITIES

Capital	\$ 500,000.00	\$100,000.00	\$ 250,000.00
Surplus	500,000.00	120,000.00	150,000.00
Undivided Profits	253,670.59	112,346.66	115,767.10
Reserves for Taxes, Dividends, Etc.	109,900.24	723.55	39,168.02
Deposits	30,283,514.07	Trust Business Only	11,279,688.12
Total	\$31,647,084.90	\$333,070.21	\$11,834,623.24

COMBINED DEPOSITS \$41,563,202.19

MEMBERS OF FEDERAL DEPOSIT INSURANCE CORPORATION

United States Government Bonds in the amount of \$1,426,218.75 are pledged to secure Public Deposits as required by law.

elected vice president of the Ak-Sar-Ben Board of Governors.

Frank B. Heintze, deputy state treasurer, and **Mrs. Beatrice Anderson** were married recently. The bride will continue her work in the bond department of the First National Bank of Omaha. **Mr. and Mrs. Carl Swanson** were their attendants at the ceremony.

Commercial banking processes were explained at the Omaha Cosmopolitan Club luncheon by **Ernest Tanner** of the First National Bank of Omaha. **L. D. Snell** presided at the meeting at the Castle Hotel.

"Unusual" Letter

Officers of the Saline State Bank, Wilber, Nebraska, were placed on the receiving end of an "unusual" Christmas letter when the mailman delivered a letter of apology from the man who attempted to rob the bank in 1941.

Orval Lloyd Skinner, who is serving time in Alcatraz for this attempted bank robbery and two other successful bank hold-ups, wrote the letter to J. J. Novak, Anton W. Fridrick and Henry Jelinek, all of whom were in the bank at the time. Mr. Jelinek was shot in the foot accidentally when the robber became frightened after Mr. Novak touched off the burglar alarm.

In his letter to the three, the prisoner said he would no doubt be in confinement for many years, but wanted to offer his apologies for the fear and inconvenience he caused them and asked them to bear him no ill will.

Corn Kings

Herman Klug and Glenn Black captured first and second prizes respectively in the corn contest sponsored by the Battle Creek State Bank, Battle Creek, Nebraska.

Farmers were asked to exhibit five ears of corn from their field. A number of other prizes were also given.

Surprise Bonus

Employees of the Overland National Bank in Grand Island, Nebraska, received a Christmas surprise.

Each employe was given a Christmas bonus consisting of 20 per cent of his annual salary.

Sails for Manila

Dwight Davis, son of Mr. and Mrs. E. W. Davis of Carroll, Nebraska, sailed from San Francisco December 27th for Manila where the Bank of America is opening a new international branch. Seven employes left together and about 50 Filipino natives will also be in the bank. Mr. Davis has been with this institution in California for seven years. He expects to be in Manila at least a year. He formerly was employed in the First National Bank and the Kingston ice plant in Wayne, Nebraska.

W. Frank Copeland

W. Frank Copeland, vice president of The First National Bank of Chicago, died last month in Sault Ste. Marie, Michigan. He was 53 years old.

Mr. Copeland, formerly a vice president of the Foreman-State National Bank, joined The First National Bank in 1931. Before coming to Chicago, he had been connected with the Union National Bank and the Union Trust Company of Cleveland, Ohio. He was a member of the Union League, Knollwood Country and Westmoreland Country Clubs, and of the Beta Theta Pi fraternity.

AMERICAN NATIONAL BANK

ST. JOSEPH, MO.

STATEMENT OF CONDITION, DECEMBER 31, 1946

RESOURCES

Loans	\$ 3,957,790.90	
Banking House	95,000.00	
Federal Reserve Bank Stock	21,000.00	
United States Obligations	\$14,577,762.25	
Cash and Sight Exchange	7,283,948.11	21,861,710.36
		<u>\$25,935,501.26</u>

LIABILITIES

Capital Stock	\$ 350,000.00	
Surplus Profits	423,492.56	
Reserves	34,600.00	808,092.56
Deposits: Banks	10,191,994.17	
Individual	14,585,533.60	
U. S. Government	349,880.93	25,127,408.70
		<u>\$25,935,501.26</u>

OFFICERS

R. R. CALKINS President	JOHN T. RUTHERFORD Assistant Cashier
GEO. U. RICHMOND Vice President	K. L. MORRISON Assistant Cashier
BEVERLY PITTS Vice President and Cashier	W. W. LIMBACK Assistant Cashier

Member Federal Deposit Insurance Corporation

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

Heads La Salle National

John C. Wright has been elected president of the LaSalle National Bank in Chicago. He assumed his duties on January 2nd, upon retirement of C. Ray Phillips, who has served as president and director since 1940. Mr. Phillips will continue as a director of the bank, but is giving up its executive direction in order to have more time for his hobbies and other interests.

Mr. Wright became associated with LaSalle National Bank, as executive vice president, earlier this year.

Mr. Wright is widely known in banking circles and is an active mem-

ber of American Bankers Association, Illinois Bankers Association, and Reserve City Bankers, having served as a member of various committees in all of these organizations. He also is active in community and civic affairs, both in Chicago and in Evanston, where he resides with Mrs. Wright.

Travel in Europe

European countries will be ready to receive pleasure tourists next year, Ralph T. Reed, president of the American Express Company, predicted after returning from a two-month survey trip of Europe and talks with govern-

ment, transportation and hotel authorities in the British Isles, France, Holland, Belgium, Switzerland, Italy and Germany.

"The countries themselves are expecting tourists in large numbers in 1947, particularly at resorts," Mr. Reed said. "I am so certain that facilities will be available in some of the countries that I am going to urge the State Department to issue passports for pleasure travel in Europe."

"It is too easy to be 'bearish' on conditions in Europe," he said. "Actually, I found conditions generally better than I had anticipated from general impressions prevailing in this country prior to my trip. Transportation and hotels will not soon equal prewar standards, but the rehabilitation of present facilities is progressing remarkably well. Food is not abundant and hotels and restaurants do not offer an extensive variety, but generally speaking, the American tourist will not suffer from lack of adequate food. In short, there will be some inconveniences for next year's tourists, but the education and satisfaction to be derived will, in my opinion, outweigh any inconveniences which the tourists may experience."

*In Lincoln—The Continental—*

YOU are certain to notice the cordial atmosphere which greets you at the "Continental." Located in Nebraska's capitol city, the "Continental," through experienced officers and many departments, is well-qualified to assist you. It will be a pleasure to serve you.

The
**CONTINENTAL NATIONAL
BANK
of
LINCOLN**

Member Federal Deposit Insurance Corporation

**Lincoln
LOCALS**

By **FRED L. FASSETT**

APPPOINTMENT of **J. F. McLain** as director of the state banking department, effective with the induction of the new administration, has been announced by **Val Peterson**, governor-elect. He succeeds **J. Paul Peters**, incumbent.

A native of Chase county, Nebraska, and a veteran of World War I, McLain now heads the same department in which he became a state employee 20 years ago. The last 12 years he has been deputy director. Before entering state employ he had been associated with banks at Imperial and McCook, Nebraska, Beloit, Kansas, and Mena, Arkansas.

1892 — 1947

FIELD WAREHOUSE RECEIPTS

By

WILLIAM H. BANKS WAREHOUSES, INC.

**INCREASE THE SAFETY OF BANK LOANS;
GIVE PROPER THIRD PARTY CONTROL TO PLEDGED MERCHANDISE;
DEFINITELY DESCRIBE THE COMMODITY STORED.
ALL ADEQUATELY BONDED.**

If you have loans which should be secured by Warehouse Receipts, or, if you desire further information about our Service, please write, or telephone, our offices. We will be glad to furnish complete details.

**OFFICES: 209 S. La Salle Street, Chicago, Illinois
Telephones: STAtE 0204-0205**

Dinners and a buffet luncheon featured the annual Christmas parties of Lincoln's three downtown national banks, in December, along with skits and entertainment by the employees.

The Continental National party was held in the bank's large recreation room, with upwards of 100 officials, employees, and invited guests in attendance. An illuminated fir tree which centered the room dominated the decorations which were in the Christmas motif. Fred S. Aldrich, vice president, was master of ceremonies and announced the program which had been arranged by a committee headed by Verne DeVore, general chairman. There was an exchange of gifts during the evening.

Yule carols were sung during the turkey dinner, with Vice President **Edward A. Becker** as leader. A vocal trio which gave "Come All Ye Faithful," included the Misses Helen Ward, Bonnie Smith, and Wilma Fischer.

President T. B. Strain spoke briefly expressing appreciation of the officials for the "untiring efforts" of the employees both during the war years and the past year.

The party was made the occasion of the annual distribution of bonuses to the employees.

More than 160 officers, workers, members of their families, and invited guests attended the First National bank party at the Cornhusker hotel, arrangements for which had been made by **C. A. McConaughy** and **Fred Whipple**, co-chairmen.

With **Paul Watt** as leader, Christmas carols featured the dinner. However, the highlight of the evening was a skit harking back to the days when those present were in school. It was a "Country School Christmas Party," arranged and directed by **Miss Maxine Miller**. Those taking part were dressed in former school day costumes. The recitations, songs and other entertainment were also typical of the period portrayed.

Ellis Dann was Old Saint Nick for the exchange of gifts, and the evening closed with dancing.

The National Bank of Commerce party was held at the Cornhusker hotel, and was attended by 160 officers, employees, and invited guests. There was a buffet dinner and dancing. Games were played under the direction of **Arnott Folsom**, a director of the bank. **Albert Held**, vice president, was general chairman, and officiated as Santa.

Featuring the evening was the annual distribution of bonuses, each of which, wrapped as a package of coins, had been hung on the costume of a "dummy," and removed by the employees as they moved by it.

The National Bank of Commerce has installed an entertainment system for the benefit of its employees and customers. It is a wire service over which high type musical programs are played at intervals during banking hours. Although this is the first system installed in a Lincoln bank, it is said by the operator, it is not new elsewhere since a large number of banks are using it.

By simply touching a push button, the programs can be switched from the central station musical arrangements to radio.

Agricultural loans, farm machinery and livestock and grain production financing, as well as problems in connection with loans to veterans will be discussed at the Nebraska 1947 mid-year banking clinic. The clinic is held under the auspices of the Nebraska Bankers association.

The subjects to be discussed at the coming meeting were outlined at a conference of the clinic committee in

Lincoln. **Ed Huwaldt** of Grand Island, chairman, presided.

Nebraska banks and trust companies are prohibited from doing personal loan business through agents located in communities other than the city in which the bank or trust company is chartered to do business. That is the opinion of **Robert A. Nelson**, assistant attorney general, in reply to a query by J. Fred Peters, director of the state banking department.

Clarifying his opinion, the assistant attorney general said that Nebraska law, "expressly prohibits branch banking," which would be the case if loans were made elsewhere than at the place authorized by the charter.

If a recommendation made by the state legislative council to the legislature is enacted into law, the responsibility for collecting taxes against Nebraska's small loan companies will be placed under the jurisdiction of the state banking department.



STATEMENT OF CONDITION

December 31, 1946

RESOURCES		LIABILITIES	
Loans and Discounts.....	\$ 5,422,136.44	Capital	\$500,000.00
Overdrafts	248.75	Surplus	600,000.00
Banking House	110,000.00	Reserves	500,000.00
U. S. Bonds	25,043,000.00	Undivided	
Other Bonds	25,000.00	Profits	178,272.12
War Savings Stamps.....	1,500.00	Reserve for Dividends.....	30,000.00
Customers Liability for Letter of Credit	5,000.00	Letters of Credit.....	5 000.00
Stock Federal Reserve Bank	30,000.00	Deposits	\$38,913,772.41
Cash and Sight Exchange..	14 206,358.01	War Loan	
		Deposits	1,216,198.87
		Due Federal Reserve Bank..	2 900,000.00
	\$44,843,243.40		\$44,843,243.40

NATIONAL BANK of COMMERCE

LINCOLN

Member Federal Deposit Insurance Corporation

SINCE 1907 ... The Bank of Friendly Service

STATEMENT OF CONDITION

December 31, 1946

<i>Resources</i>		<i>Liabilities</i>	
Loans and Discounts-----	\$13,386,780.02	Capital Stock (Common)-----	\$ 500,000.00
Bonds and Other Securities-----	853,133.76	Surplus (Earned) -----	1,000,000.00
Stock in Federal Reserve Bank-----	45,000.00	Undivided Profits -----	715,091.72
Banking House and Fixtures-----	1.00	Reserved for Taxes, Interest, Etc.--	237,421.29
Other Real Estate-----	None	Unearned Discount -----	16,497.36
Interest Accrued on Government Securities, Etc. -----	183,834.38	Dividend Payable January 2, 1947	7,500.00
U. S. Government Securities -----	\$31,763,847.26	Deposits -----	67,098,327.11
Cash and Sight Exchange -----	23,342,241.06		
	55,106,088.32		
	<u>\$69,574,837.48</u>		<u>\$69,574,837.48</u>

*Best Wishes for a Happy, Prosperous 1947 to all our
Friends from the*

OFFICERS and DIRECTORS

ALVIN E. JOHNSON
President
(Deceased, Dec. 31, 1946)

HENRY C. KARPf Vice President	R. H. KROEGER Vice President	PAUL HANSEN Vice President	W. DEAN VOGEL Vice President
WADE R. MARTIN Vice President	H. H. ECHTERMAYER Vice President	C. G. PEARSON Cashier	L. V. PULLIAM Asst. Cashier
ALBERT R. STELLING Asst. Cashier	ELMER E. OLSON Asst. Cashier	W. P. ADKINS Omaha	H. B. BERGQUIST Coal and Grain
L. S. BURK Chicago	JAS. J. FITZGERALD Pres. Commercial Sav. & Loan Assn.	LEO T. MURPHY Mgr. Allied Mills, Inc.	JAMES L. PAXTON, JR. Pres. Paxton-Mitchell Co.
HERMAN K. SCHAFER Pres. Maney Milling Co.	J. L. WELSH Butler-Welsh Grain Co.	CARL A. SWANSON Pres. C. A. Swanson & Sons	JOHN R. JIRDON Livestock and Grain

LIVE STOCK NATIONAL BANK

24th at N Street—Omaha

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



W. H. BRENTON
President
Des Moines

Iowa NEWS



FRANK WARNER
Secretary
Des Moines

Hold Annual Meeting

The Exchange State Bank of Wesley, Iowa, in the "Kingdom of Kosuth," held its annual stockholders meeting in December, 1946, and re-elected all officers and directors. President Guy M. Butts stated the year had been satisfactory, enabling the board to declare an annual dividend and add to the undivided profits. Other officers are Andrew Gollner, vice president, and John Hutchison, cashier. Directors besides these three men are Olaf Funnemark, Leroy H. Kleinbeter and J. D. Lowe.

Winter in Hawaii

Mr. and Mrs. H. A. Lubke, their daughter, Lucille, and Irene Erickson left recently for Hawaii to spend the winter. Mr. Lubke is a director of the Farmers Savings Bank, Clermont, Iowa, and Miss Erickson is a daughter of J. A. Erickson, cashier of that bank.

Ferdinand Henze

Ferdinand Henze, 86, prominent Grundy county farmer, died at his home near Grundy Center, Iowa, last month. Mr. Henze had been a resident of the county for 64 years, was one of its most extensive land owners, was past president of the Grundy National Bank and a member of that institution's board of directors at the time of his death.

Mr. Henze was born in Germany but came to Iowa at an early age where he took up farming. He gradually acquired acres of farm land and at the time of his death owned his own farm and had deeded farms to each of his nine children.

Bank Office in Rowan

A certificate of authority has been issued to the Farmers State Bank, Dows, Iowa, to operate an office at Rowan, Iowa, according to an an-

nouncement from J. H. Redman, assistant to the superintendent of the Iowa Department of Banking.

The articles of incorporation of the bank have been amended to provide for the issuance of an additional \$10,000 in preferred stock, thus providing a total basic capital of \$60,000, \$25,000 of which is common stock and \$35,000 local preferred stock.

Joins Carroll Bank

Robert M. Moehn has been added to the staff of the Commercial Savings Bank, Carroll, Iowa, as vice president.

Charles L. Gunderson

Charles L. Gunderson, 88, vice president, Rolfe State Bank, Rolfe, Iowa, died of a heart attack at his home there last month. Mr. Gunderson was a native of Wisconsin and had lived in Rolfe since 1881.

He served two terms as Pocahontas county representative in the Iowa legislature in 1919 and 1921 and was a trustee on the Buena Vista College board.

He was also president of the Pocahontas Insurance Company and had been president of the State Mutual Insurance Association since 1923.

Joins A.B.A.

The Union State Bank, Richland, Iowa, has joined the American Bankers Association, according to an announcement from Max Stieg, chairman of the organization committee.

Honor Corn Champ

Glenn Babbitt, who won the National Corn Growers Championship by raising 183 bushels per acre, was guest of honor when the Council Bluffs Savings Bank was host at the bank's Farmers' Dinner. Mr. Babbitt has been a customer of this bank several years and is a neighbor to B. A. Gron-

stal, president of the bank. Mr. Babbitt was presented with a \$50 bond in recognition of his achievements.

In December the Council Bluffs Savings Bank declared a 100 per cent stock dividend, paid a cash dividend of 4 per cent on the new capital and ended the year with capital of \$300,000, surplus of \$300,000, and undivided profits and reserves of \$351,957, for a total capital amount of \$951,957 and deposits of \$15,217,818.

Mr. Gronstal announced payment of a 10 per cent bonus to employees based on their year's earnings.

Fred Durbin

Fred Durbin, 70, president of the Malvern Trust & Savings Bank until last spring, and a director of the bank until last month, died at his home in Malvern, Iowa, last month. He had been affiliated with Malvern banking interests for 47 years.

Just a few days before his death, Mr. Durbin sold the last of his holdings in the bank and J. F. Wearin, Jr., was elected to fill his place on the board of directors.

With Chariton Bank

Carl Henderson is the new assistant cashier at the First State Bank in Chariton, Iowa. Mr. Henderson began work last month.

Prior to service in the navy, Mr. Henderson was at the Atlantic State Bank. He served in the Pacific Theater of Operations two and one-half years and since his discharge has been manager of an oil company at Anita.

Crash Victims

Raymond Lagerquist, 32, assistant cashier, City National Bank, Shenandoah, Iowa, was killed in a fatal plane crash last month. Mr. Lagerquist, who had over 100 hours of flying time to his credit, was piloting a light plane rented from the municipal airport when it dived into Ennis Doty, River-ton farmer, and his son, Dallas, 11. The father lost his leg and the youth died of cranial injuries.


Named Councilman

W. L. Haesemeyer, president, Central State Bank, State Center, Iowa, was appointed councilman at its regular meeting last month to fill the vacancy caused by the resignation of W. S. Ripley a month ago.

Did you know that this company has specialized in Bank Insurance since 1919—that it has the *inside view* on Bank Insurance problems? Consult us freely at any time.

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 4325

Scarborough & Company

Insurance Counselors  to Banks

Northwestern Banker, January, 1947

Mayor L. C. Hilleman also announced that the new councilman will fill all committee assignments held by Mr. Ripley. These include chairmanship of the dump committee, member of the water, park, band, finance, accounting and ordinance committees, as well as head of the street and alley committee. He will complete the two-year term expiring April 1, 1948.

Heads Loan Division

Willard D. King, who for several years has been associated with the Personal Finance Company of Chicago, joined the staff of the Davenport

Bank & Trust Company January 2nd, and is in charge of its personal and installment loan department.

In addition to his experience in a managerial capacity with the Chicago firm, Mr. King was at one time employed in Davenport with the Retail Credit Company and the Universal Credit Company, where he handled all phases of consumer credit.

A graduate of St. Ambrose College, Mr. King also attended the University of Illinois. He saw service in both the Atlantic and Pacific Oceans while serving with the Navy in World War II.

Christmas Party

Forty-nine employees and guests of the State Bank of Fort Dodge, Iowa, were entertained at a Christmas party at the Country Club.

Program committee members in charge of arrangements were Steven Manchester, Jr., Mrs. John McHenry, Miss Wanda Cibert and Miss Lois Lansman.

Members of the decoration committee included Harris Renquist, Miss Helen Collins, Miss Norma Day and Mrs. Warden Hankins.

Joins Fonda Bank

Walter Stege has accepted a position as assistant cashier of the First National Bank at Fonda, Iowa.

Mr. Stege has served as deputy county treasurer and for a year he was employed with the Melvin Savings Bank. For three years he served with the Army Air Force of the U.S.A.

County Meeting

Over 100 persons attended the meeting of the Washington and Louisa County Bankers Association, held at the "Y" in Washington, Iowa, with a dinner followed by a business session and program.

Orrin Johnson, cashier, Peoples Savings Bank of Crawfordville, president for the past year, presided at the meeting. Fred Lindenmeyer, cashier of the West Chester Savings Bank, was elected president; Ferd Skola, president of the Farmers Bank at Kalona, vice president; Thomas Parsons of the Wapello State Bank, secretary and treasurer.

Meetings are held quarterly, and the next session will be held some time in April in Louisa county.

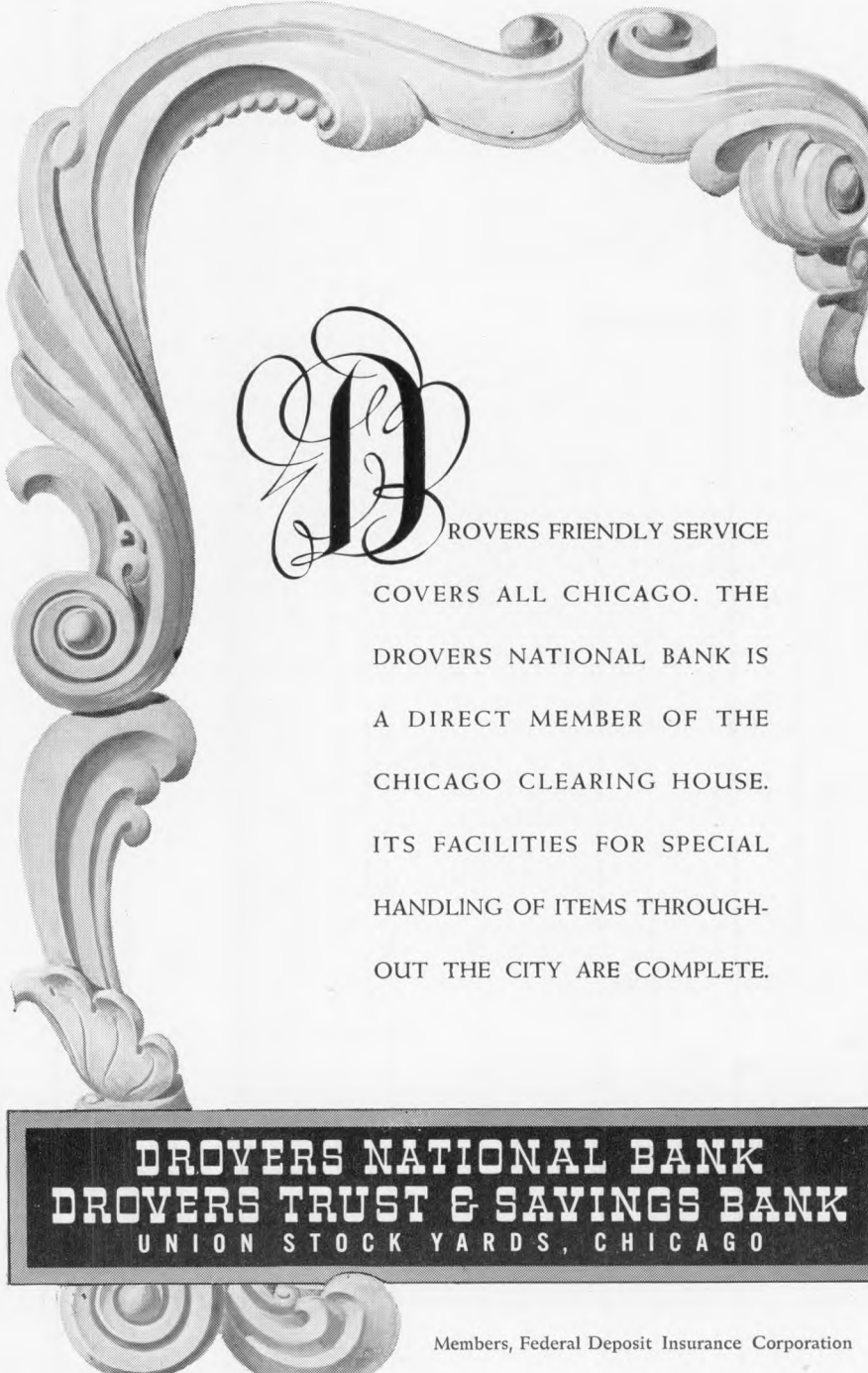
Name New Officers

F. S. Hamilton, cashier, and Howard Remein, of the Harlan National Bank, were elected president and secretary, respectively, of the Shelby County Bankers Association at a dinner meeting at the Saylor Hotel in Harlan, Iowa, recently. About twenty-five attended the meeting.

Leaves Allerton

Wayne F. Kesterson, cashier of the Security State Bank at Allerton, Iowa, has announced his resignation which has been accepted by the bank, and was to become effective January 15th.

Mr. Kesterson has accepted a position with the Seattle First National Bank at Yakima, Washington, and will join that bank on February 1st. A cashier has not as yet been elected to fill the vacancy caused by Mr. Kesterson's resignation.



DROVERS FRIENDLY SERVICE

COVERS ALL CHICAGO. THE

DROVERS NATIONAL BANK IS

A DIRECT MEMBER OF THE

CHICAGO CLEARING HOUSE.

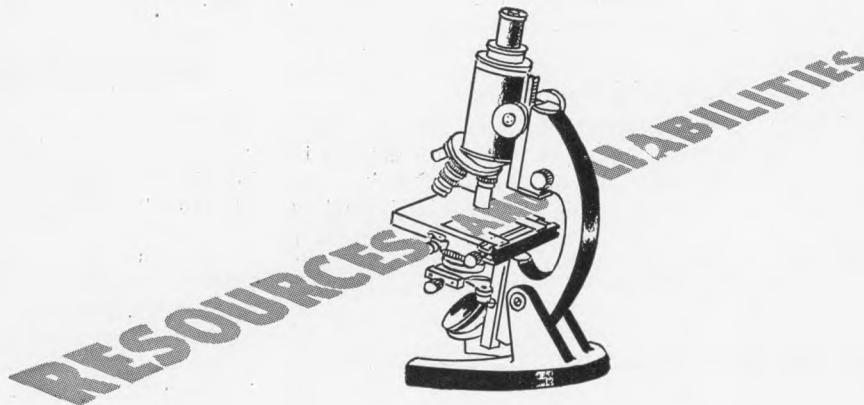
ITS FACILITIES FOR SPECIAL

HANDLING OF ITEMS THROUGH-

OUT THE CITY ARE COMPLETE.

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

Members, Federal Deposit Insurance Corporation



Here's how it looks at the
MARQUETTE *National* **BANK**
 OF MINNEAPOLIS

RESOURCES

(December 31, 1946)

Loans and Discounts -	\$ 6,147,102.45
Overdrafts -	311.20
Cash and Due from Banks - . .	11,338,372.06
U.S. Government Securities - .	15,451,003.67
Federal Reserve Bank Stock - .	18,000.00
Banking House and Site - . . .	161,991.15
Furniture and Fixtures -	75,782.79
Accrued Interest Receivable - .	86,286.46
Other Assets -	29,558.61

Total Resources - \$33,308,408.39

LIABILITIES

(December 31, 1946)

Deposits -	\$32,244,402.20
Capital, Common Stock - . . .	300,000.00
Surplus -	300,000.00
Undivided Profits -	368,807.35
Cash Letters of Credit -	25,000.00
Unearned Discount -	48,766.41
Reserve for Interest, Expenses, Taxes, etc. -	21,432.43

Total Liabilities - \$33,308,408.39

Recognizing the desirability for mutual cooperation between banks, the Marquette National Bank of Minneapolis is happy to have served its friends and looks forward to continued pleasant and mutually profitable relationships.



Elected Director

Jackson McCoy, editor and general manager of the *Waterloo Daily Courier*, Waterloo, Iowa, was named a director of the National Bank of Waterloo, according to an announcement by Charles McKinstry, president of the bank's board of directors. Mr. McCoy will fill the vacancy on the board caused by the death of Henry C. Wurster, Mr. McKinstry said.

Sandy Named President

S. P. "Red" Sandy succeeded to the presidency of the Wellman Savings Bank, Wellman, Iowa, last month,

following the resignation of E. E. Yoder, who had held that position for the last ten years.

Mr. Yoder had served as an officer of the bank for 25 years.

C. T. Johnson, Jr., succeeds Mr. Sandy in the office of vice president.

Pay Old Dividends

Dividend checks for several hundred persons who had money on deposit in the Washington National Bank when it closed in 1933 were distributed at the National Bank of Washington, Iowa, last month by Lucy Dempsey, one of the three trustees of the old

bank. The others are J. E. Bovee and Ode Ferguson.

The distribution amounted to about \$10,000 and the dividend which was 3 per cent, was the seventh dividend paid.

Sioux City News

OFFICERS and employees of the **Woodbury County Savings Bank** met at the Jackson Hotel last month for their annual Christmas dinner. The room was gayly decorated with Christmas greens and bells by **Nellie Miller** and **Eunice Okin**. Following the dinner, **President Marble Eidsmoe** made a few remarks of greeting, after which **William Buck** told of some of his war experiences. **Ed Sattler** gave a short talk on certain phases of banking. After an exchange of gifts in which all 31 persons participated with a lot of fun, a spelling match was held, followed by a "Twenty Questions" contest and Bingo. **Rose Larson** presided during the evening's entertainment.

It was noticed that 12 more men were present this year, at the **Security National** annual Christmas dinner party, held in the Warrior Hotel Council Oaks room last month, than attended last year. The reason: all twelve were still in service a year ago—all are now back at the Security after their separation from service. Following a very excellent steak dinner, a program of skits presented by members of the bank staff was greatly enjoyed by all. **Miss Kay Hodsdon**, until recently a member of the R.A.F. and now telephone operator at the bank, performed a Highland Fling which won her enthusiastic applause. Each of the 51 persons present received a gift from Santa Claus **Wallace Arney**.

Ninety-seven officers and employees of the **First National Bank** attended their first Christmas party since 1940 in the Warrior Hotel last month. A delicious turkey dinner was served at beautifully decorated individual tables, each with a small Christmas tree in the center. The entertainment of the evening was varied and well received because of the total absence of speeches. Everybody had a lot of fun exchanging and showing their gifts. The fine colored moving pictures of Jasper Park in the Canadian Rockies shown by Bank Director **Charles Van Eaton** were especially enjoyed. **President A. G. Sam** deferred to Assistant Cashier **Bob Gleeson** who MC'd the events of the evening. Decorations were arranged by **Lucille Soderberg** and **Harold Strifert**.

One Year's COMMERCE Transit Items (LAID END TO END)

Would Circle the Globe 3 Times

That's a whale of a lot of transit items—but not too many for the Commerce Transit Department to handle each and every one with time-saving swiftness.

From north, east, south and west, these thousands upon thousands of items flow in and out of this transit crossroads of the Nation. And Commerce 24-hour transit service saves from one to three days time on a great many of them.

This exceptional service awaits you.

Commerce Trust Company

Capital Funds Exceed 20 Million Dollars

KANSAS CITY'S LARGEST BANK
Established 1865

MEMBER FEDERAL DEPOSIT
INSURANCE CORPORATION

Statement of Condition

AS OF DECEMBER 31, 1946

RESOURCES

Loans and Discounts — — — — —	\$ 9,007,705.68
Other Bonds and Stocks — — — — —	67,500.00
Customers Liability on Letters of Credit — —	28,120.00
Overdrafts — — — — —	11.91
Government Obligations — —	\$5,179,003.10
Municipal Bonds — — — —	436,500.00
Cash and Due from Banks —	2,967,342.12
	<u>8,582,845.22</u>
	\$17,686,182.81

LIABILITIES

Capital Stock—Common — — — — —	\$ 200,000.00
Surplus — — — — —	200,000.00
Undivided Profits — — — — —	139,563.52
Reserves — — — — —	185,114.05
Unearned Discount — — — — —	33,891.22
Bank Liability on Letters of Credit — — — —	28,120.00
Deposits — — — — —	16,899,494.02
	<u>\$17,686,182.81</u>



VALLEY BANK AND TRUST COMPANY

WALNUT AT FOURTH, DES MOINES

Frederick M. Morrison, President
 Winfield W. Scott, Senior Vice President
 J. R. Astley, Vice President
 Roy E. Huber, Vice President
 F. M. Thompson, Cashier
 Carl W. Altman, Asst. Cashier
 Edward P. Kautzky, Vice President
 Ray L. Thompson, Asst. Vice President
 George W. Gill, Asst. Cashier

Member Federal Deposit Insurance Corporation

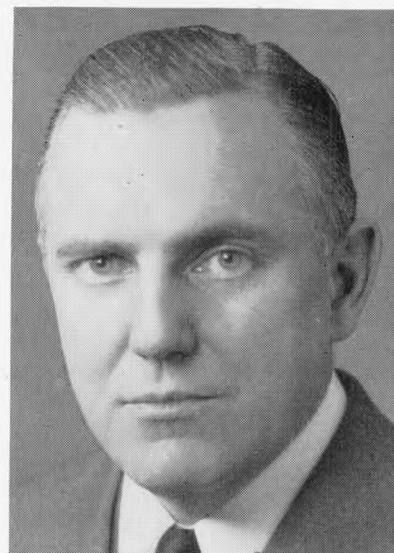
A novel feature of the evening was the reading of the annual "Newspaper" when officers and employees of the **Livestock National Bank** held their annual Christmas dinner party at the Jackson Hotel in December. The "Newspaper" contains highlights of the year at the Livestock bank and affords a good deal of amusement as its diary-like details are read every year. **President Carl Fredricksen** presented each person with a Christmas gift from the bank. Following the exchange of gifts, according to a long established custom, **Earl Anderson** of the Livestock Exchange provided entertainment with his accordion and led the group in community singing.

Later, those who found pleasure in dancing, enjoyed the accordion accompaniment of Mr. Anderson, whose repertoire of dance tunes is unlimited.

Re-elected recently to the board of directors of the Sioux City Industrial Development Council, **Carl Fredricksen** now holds two Council offices. He had previously been named treasurer for another term. The Industrial Council was organized in Sioux City two years ago to develop new industries in Sioux City and in the territory adjacent to Sioux City. Executive director of the Council is **C. J. Manning**, Sioux City public relations counselor.

Heads St. Louis Bank

The Mercantile-Commerce Bank and Trust Company, St. Louis, announced that **Gale F. Johnston**, vice president of the Metropolitan Life Insurance Company of New York, will be elected president of the Bank at its annual meeting January 15, 1947, and will assume his duties early next month.



GALE F. JOHNSTON
New President

W. L. Hemingway, who has been president of the bank since January, 1933, will be elected chairman of the board.

Mr. Johnston, a former resident of St. Louis, has been residing in New York since 1942, where he has served as vice president of the Metropolitan

THE NORTHERN TRUST COMPANY

CHICAGO

Statement of Condition, December 31, 1946

RESOURCES

Loans and Discounts.....	\$ 78,211,005.77
U. S. Government Securities.....	313,865,999.26
Other Bonds and Securities.....	95,676,175.99
Federal Reserve Bank Stock.....	450,000.00
Bank Premises.....	1,400,000.00
Customers' Liability, Account Letters of Credit and Acceptances.....	1,184,278.72
Other Resources.....	152,960.00
Cash and Due from Banks.....	149,332,378.88
TOTAL.....	\$640,272,798.62

LIABILITIES

Capital Stock.....	\$ 3,000,000.00
Surplus.....	12,000,000.00
Undivided Profits.....	5,163,206.74
Reserve for Taxes, Interest, etc.....	11,570,474.28
Dividend Payable January 2, 1947.....	135,000.00
Letters of Credit and Acceptances Outstanding..	1,211,690.72
Other Liabilities.....	173,335.64
Deposits:	
Demand.....	\$451,774,704.76
Time.....	133,398,888.81
U. S. Government.....	21,845,497.67
TOTAL.....	\$640,272,798.62

United States Government securities carried in the above statement at \$27,000,000.00 are pledged to secure public and other monies, as required by law; and United States Government and other securities carried at \$517,309.17 are deposited with the State Authorities under the Trust Act.

Member Federal Deposit Insurance Corporation

Bankers:

We specialize in writing automobile and fire insurance.

Special bank service and attractive proposition for banker agents.

★

CENTRAL STATES MUTUAL INSURANCE ASSOCIATION

Mt. Pleasant, Iowa

E. A. HAYES, President

O. T. WILSON, Secretary

Established 1929

Life Insurance Company in charge of group insurance sales in the United States and Canada, with responsibility for directing group insurance production among the Metropolitan's 26,000 agents and field representatives.

Record Highs

A 52 per cent increase in new ordinary sales accompanied by substantial increases in insurance in force, assets, and surplus funds all to record highs were revealed in Northwestern National Life's 62d annual financial statement, released as usual in complete and final form on New Year's Day.

"Although these gains, which will be reflected also by the statements of other life companies as they are announced, are naturally gratifying, I believe they are no more important than the encouraging and healthy progress of the business as a whole during the year in building closer relationships with policyholders to the end that service to them and the public generally may continue to improve," President O. J. Arnold said in announcing the statement. "While it is probably too much to expect 1947 growth, dollar-wise, to duplicate that of 1946, the gains made during the past year in the intangible area of improved public understanding and good will may be expected to accelerate in 1947 as company managements further improve their techniques of finding out what the public expects of life insurance, and address themselves to meeting those desires."

The statement showed sales in new ordinary business increased from \$50,658,491 in 1945 to \$77,240,350 in 1946; total insurance in force increased by 11 per cent from \$616,063,402 to \$685,226,548 and total assets rose from \$126,962,632 as of a year ago to \$140,658,170 as of December 31, 1946.

The company's premium income of \$18,148,981 for 1946 compared with \$16,086,223 in 1945. Total death claims paid amounted to \$3,761,436, up from \$3,525,274 the year before. Payments to living policyholders, aside from loans, again increased, rising from \$3,210,705 in 1945 to \$3,641,795 in 1946. Heart disease and cancer, the two leading causes of death, were responsible for 51 per cent and 14 per cent, respectively, of death claims in 1946.

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

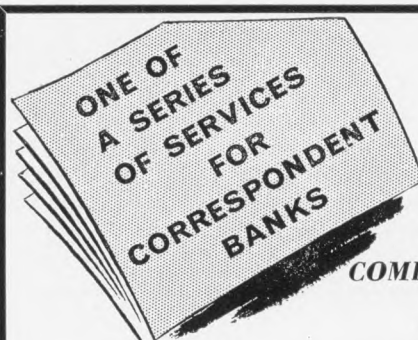
Travels in Oklahoma

Mississippi Valley Trust Company, St. Louis, announces the election of Lowell B. Chehock as assistant secretary on January 6th. Mr. Chehock will represent the bank in Oklahoma.

A resident of Tulsa, Mr. Chehock is a graduate of Coe College, Cedar

Rapids, Iowa. He is also a graduate accountant of the Oklahoma School of Business, Law and Finance in Tulsa.

Prior to his joining Mississippi Valley, Mr. Chehock served for three and one-half years as assistant state director in Oklahoma of the U. S. Savings



**ASSISTANCE IN PLANNING
COMPLETE BUSINESS DEVELOPMENT
AND CONSERVATION PROGRAMS**

In your program for business development or continued conservation, Central National Bank in Chicago can provide comprehensive plans. You can expect every assistance possible from executives who are fully experienced in this increasingly important phase of public relations.

CENTRAL NATIONAL BANK IN CHICAGO

Member Federal Deposit Insurance Corporation.

Member Federal Reserve System.

MEMBER OF FEDERAL
RESERVE SYSTEM



MEMBER OF NEW YORK
CLEARING HOUSE ASSOCIATION

The CONTINENTAL BANK & TRUST COMPANY of NEW YORK

Statement of Condition December 31, 1946

RESOURCES

Cash and Due from Banks	\$ 52,618,848.98
U. S. Government Obligations	72,448,078.78
Municipal Bonds	14,566,802.85
Corporate Bonds	2,603,939.30
Federal Reserve Bank Stock	300,000.00
Loans and Discounts	52,307,498.82
Accrued Interest Receivable	481,521.70
Customers' Liability Under Acceptance Outstanding	741,473.04
Other Assets	92,558.30

\$196,140,721.77

LIABILITIES

Capital Stock	\$5,000,000.00
Surplus Fund	5,000,000.00
Undivided Profits	1,878,391.20
General Reserves	625,676.19
Reserve for Taxes, Interest and Expenses	362,945.15
Dividend Payable, January 1, 1947	100,000.00
Other Liabilities	298,199.40
Acceptances:	
Outstanding	\$4,661,285.55
Less Amount in Portfolio	3,760,835.06
	900,450.49
Deposits	181,975,059.34

\$196,140,721.77

Securities carried at \$4,963,034.49 in the above statement are pledged to qualify for fiduciary powers, to secure public monies as required by law, including \$2,978,326.67 of United States Government War Loan Deposits, and for other purposes.

MAIN OFFICE: 30 BROAD STREET, NEW YORK

Branch Offices: 345 Madison Avenue - 512 Seventh Avenue

Member Federal Deposit Insurance Corporation

Bonds Division of the Treasury Department, with headquarters in Tulsa. Through this work he has become well known to Oklahoma bankers, having traveled throughout the state setting up bond organizations. Mr. Chehock is also well known in Oklahoma through eight years of traveling as a tax accountant with the Oklahoma Tax Commission. Earlier in his career he represented Miller-Bryant-Pierce Carbon Paper Company in the eastern states, and later established a branch office for this company in Tulsa.

What Do You Think?

Question: What difference, if any, do you think the change in party control in Congress will mean to banking?

J. F. Kennedy, president, First National Bank, New Hampton, Iowa: "I think the campaign proposal to cut taxes 20 per cent with a 250 billion dollar debt appears insincere and certainly is unsound. The welching on that proposal has already begun. If this indicates the new controlling group's approach to economics, thinking bankers may well look at them with suspicion. There is only one way to pay the debt and that is the

hard way, through economy in government and the collection of taxes. In view of this, I cannot look for much improvement in the Government approach to economics in general or banking in particular."

R. H. Johnson, cashier, Drayton State Bank, Drayton, North Dakota: "I think that something will be done toward eliminating direct government competition with banks, such as lending agencies competing for bankable loans. They may also see the unfairness in paying a higher savings interest rate through postal savings than a tax paying savings institution can afford.

"Perhaps this is only wishful thinking."

N. O. Folland, president, Karlstad State Bank, Karlstad, Minnesota: "I think we can look for no material change affecting banking due directly to change of party control, but the forces that brought about change in party control (which really amounts to a belly full of one trend in political thinking) to me is a warning that the day of reckoning is approaching. Days of reckoning always reduce business activity and with it go some of the profits.

"A Republican Congress may hasten some of the inevitable, but we can not foresee any legislation that could have much effect on a small country bank such as ours. The war is soon over and we look for that to have some effect."

H. M. Weydahl, president, Union Bank, Dunn Center, North Dakota: "I think Congress will eliminate at least a portion of government competition in banking and I also think that Congress will finally recognize the unjust tax status now enjoyed by Farmers Unions, Co-ops and Mutuals. If they don't the small country banker and business man may just as well begin to look for another hunting ground."

O. D. Hansen, executive vice president, The Bank of Union County, Elk Point, South Dakota: "Banking will benefit together with business and industry as a whole, when labor overlords, holding what amounts to a monopoly on vital commodities, like coal, etc., will have their powers regulated by legislation designed to protect the public, including the union members themselves. If the new congress fails to take action in this respect, it will have failed clearly to carry out a mandate of the citizens of this country." # #

AMERICAN NATIONAL BANK AND TRUST COMPANY OF CHICAGO

LA SALLE STREET AT WASHINGTON
Member Federal Deposit Insurance Corporation



STATEMENT OF CONDITION AT THE CLOSE OF BUSINESS DECEMBER 31, 1946

RESOURCES

Cash and due from banks	\$ 64,436,404.27
United States Government obligations — direct and fully guaranteed	69,220,394.15
Municipal and other marketable securities	27,293,129.12
Loans and discounts	69,653,719.13
Federal Reserve Bank stock	210,000.00
Customers' liability on letters of credit and acceptances	1,327,238.95
Accrued interest receivable	374,164.85
Other assets	108,890.11
	<u>\$232,623,940.58</u>

LIABILITIES

Capital stock	\$ 3,000,000.00
Surplus	4,000,000.00
Undivided profits	400,156.46
Reserves for taxes, interest, contingencies, etc.	1,594,743.95
Unearned discount	700,539.63
Other liabilities	122,035.15
Liabilities on letters of credit and acceptances	1,383,844.46
Deposits:	
Demand	\$199,637,591.33
United States Government	3,890,890.43
Other public funds	2,423,772.95
Savings	15,470,366.22
	<u>221,422,620.93</u>
	<u>\$232,623,940.58</u>

United States Government obligations and other securities carried at \$24,332,159.89 are pledged to secure public and trust deposits and for other purposes as required or permitted by law.



Statement of Condition

DECEMBER 31, 1946

DIRECTORS

V. O. FIGGE
President

JOSEPH L. HECHT
Davenport

J. M. HUTCHINSON
Vice Pres. and Trust Officer

CHARLES J. JOHNSON
Independent Biscuits, Inc.

JOS. S. KIMMEL
Republic Electric Company

FREDERICK H. LAMB
Physician

H. E. LITTIG
Iowa-Illinois Gas & Elec. Co.

HERMAN STAAK
Vice Pres. and Cashier

KUNO H. STRUCK
Vice President

CABLE G. VON MAUR
Petersen-Harned-Von Maur, Inc.

T. J. WALSH
Walsh Construction Company

C. D. WATERMAN
Lane and Waterman

ASSETS

Cash	\$15,103,207.01
United States Government Securities	46,945,349.74
Loans	14,070,945.27
Municipal Bonds	509,133.05
Bank Premises	700,000.00
Furniture and Fixtures	43,469.60
Federal Reserve Bank Stock	108,000.00
Overdrafts	11,491.86
	<hr/>
	\$77,491,596.53

LIABILITIES

Capital	\$ 600,000.00
Surplus	3,000,000.00
Reserves and Profits	1,328,721.02
Deposits	72,562,875.51
	<hr/>
	\$77,491,596.53

DAVENPORT BANK AND TRUST COMPANY

Member Federal



Reserve System

DAVENPORT, IOWA

Member Federal Deposit Insurance Corporation

Bankers Trust Promotions

THE Bankers Trust Company of Des Moines has added a new director to its board and promoted two of its officers.

S. F. McGinn, vice president of the Tangney-McGinn Hotels Company, was elected to the board of directors to fill the vacancy caused by the death of J. G. Gamble.

Mr. McGinn's home was originally in Waterloo, and in 1930 he and E. F. Tangney leased the Hotel Kirkwood. Then in 1934 Mr. McGinn moved to Des Moines and took over the management of Hotel Fort Des Moines.

At the present time his company operates eight different hotels throughout the middle west. Mr. McGinn is a member of the Greater Des Moines Committee, and was general chairman of the Community Chest Campaign in 1940.

William Ellison and George A. Moeckly, formerly assistant cashiers, have been promoted to assistant vice presidents.

Mr. Ellison became associated with the bank twenty-three years ago as a bookkeeper, previous to which he had banking experience at Runnells

and Carlisle, Iowa. He is an active member of the Des Moines Consistory.

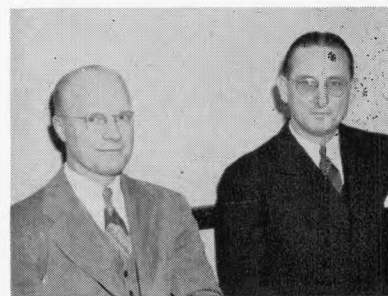
George A. Moeckly has been with the Bankers Trust Company nineteen



S. F. MCGINN
Elected Director

years and began as a messenger boy. He has always taken an interest in civic affairs and is now president of the "Six Foot Club."

The Bankers Trust Company has just finished a very successful year and declared an extra dividend of \$1 per share to stockholders of record as of December 7, 1946.



WM. ELLISON G. A. MOECKLY
Named Assistant Vice Presidents

The officers of the bank now include: B. F. Kauffman, president; J. W. Hubbell, S. C. Pidgeon, F. C. Atkins, vice president and cashier; L. Nevin Lee and C. W. Mesmer, vice presidents; F. S. Lockwood, secretary and trust officer; William Ellison and George A. Moeckly, assistant vice presidents; A. F. Erickson and John B. Monahan, assistant cashiers, and S. G. Barnard, assistant secretary.

Directors of the Bankers Trust Com-

MEMBER FEDERAL HOME LOAN BANK

STATEMENT OF CONDITION

December 31, 1946

HOME FEDERAL SAVINGS AND LOAN ASSOCIATION OF DES MOINES

Sixth and Grand

DIRECTORS

C. B. Fletcher
Chairman of the Board

Arthur S. Kirk
President

Dr. Lawrence E. Kelley
Vice President

Jonathan M. Fletcher
Secretary-Treasurer

Harold J. Howe
Counsel

Joseph N. Chamberlain
Real Estate & Insurance

Dr. John L. Hillman
President Emeritus,
Simpson College

Dr. Marvin J. Houghton
Dentist

J. T. Schilling
Iowa Power & Light Co.

ASSETS

Cash on Hand and in Banks.....	\$ 467,480.88
United States Government Securities.....	690,266.16
Federal Home Loan Bank Stock.....	114,000.00
First Mortgage Loans.....	7,420,196.06
Loans on Passbooks and Certificates.....	12,309.80
Office Building and Equipment.....	209,251.75
Other Assets	6,245.29
	\$8,919,749.94

LIABILITIES

Savings and Investment Share	
Accounts	\$7,869,464.61
Dividends Declared and Unpaid.....	87,675.72
Advances from Federal Home Loan	
Bank	300,000.00
Mortgage Loans in Process.....	240,924.44
Other Liabilities	10,779.25
Specific Reserves	1,671.63
Reserves and Undivided Profits.....	409,234.29
Reserve for Contin-	
gencies	\$250,000.00
Federal Insurance Reserve 109,234.29	
Undivided Profits	50,000.00
	\$8,919,749.94

GROWTH OF THE HOME FEDERAL

Organized under State Charter—May 6, 1936

Issued Certificate for Federal Insurance of Accounts—September 21, 1936

Converted to Federal Charter—April 28, 1939

ASSETS

December 31, 1936.....	\$ 22,781.88	December 31, 1942.....	2,382,920.45
December 31, 1937.....	219,879.90	December 31, 1943.....	3,385,610.88
December 31, 1938.....	473,286.99	December 31, 1944.....	5,610,071.53
December 31, 1939.....	908,953.20	December 31, 1945.....	6,722,411.21
December 31, 1940.....	1,519,623.15	June 30, 1946.....	7,376,805.55
December 31, 1941.....	\$2,007,458.08	December 31, 1946.....	8,919,749.94

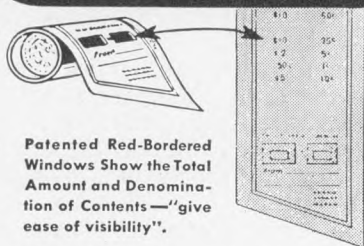
pany are: Paul Beer, president, The Flynn Dairy Company; Thos. A. Burcham, M.D., radiologist; S. F. McGinn, vice president, Tangney-McGinn Hotels Company; Joseph F. Rosenfield, attorney; F. W. Hubbell, president, Equitable Life Insurance Company of Iowa; E. J. Lindhardt, president, National By-Products, Inc.; E. T. Meredith, Jr., vice president, Meredith Publishing Company; Shirley Percival, president, Green Colonial Furnace Company; Russell Reel, president, Yellow Cab Company; John D. Shuler, president, Shuler Coal Company; B. F. Kauffman, president; J. W. Hubbell, vice president; R. R. Rollins, real estate investments, and S. C. Pidgeon, vice president.

On Chase Staff

Edwin A. Locke, Jr., special assistant to President Harry S. Truman since last March, returned to the staff of the Chase National Bank on January 1, after a six-year absence for wartime and postwar service with the executive branch of the Federal government. He will be appointed a vice president of Chase and will again be identified with the handling of the bank's loans and other business.

No Mistakes Possible
when coins are wrapped in

"STEEL-STRONG"
Automatic
COIN WRAPPERS



Patented Red-Bordered Windows Show the Total Amount and Denomination of Contents — "give ease of visibility".

THIS famous, patented "Steel-Strong" Coin Wrapper has imitators, but it cannot be duplicated. Only the precision machinery specially created by "Steel-Strong", to print and punch with perfect accuracy, gives you complete protection. No wonder "Steel-Strong" is the largest-selling window wrapper in America! Wraps all coins from 1c to \$1.

Free Samples
Write today, to Dept. G

The C. L. DOWNEY Company
HANNIBAL, MISSOURI
World's Largest Mfrs. of Coin Wrappers

Information Service

A comprehensive information service for the benefit of California small business men, present and prospective, is now being organized by the Bank of America, according to E. A. Mattison, executive vice president in charge of development of Loan Services.

Called the Small Business Advisory Service, the new activity is being designed to provide a clearing house of information on local conditions as well as current trends and activities in retail and service fields. Resultant information will be made available in all the 300 California communities

served by Bank of America branches.

Commenting on the new service, Mattison said that problems facing the small businessmen are numerous; yet many businessmen are generally unfamiliar with the larger amount of work that has been done by Federal and state governments and trade associations to help them solve the problems connected with the successful merchandising of goods and services. By providing wider distribution of the many surveys that have been made in this field, it is hoped to help the small operator whose facilities for study and research are limited.

CONDENSED STATEMENT OF CONDITION

December 31, 1946

ASSETS

Cash and Due from Banks.....	\$ 5,335,749.25
U. S. Government Bonds.....	9,692,902.36
State, County and Municipal Bonds.....	211,297.34
Other Bonds and Securities.....	92,485.62
Stock in Federal Reserve Bank.....	24,000.00
Loans and Discounts.....	5,424,316.10
Bank Building, Furniture and Fixtures.....	155,000.00
Other Assets	1,553.60
	\$20,937,304.27

LIABILITIES

Capital	\$400,000.00
Surplus	400,000.00
Undivided Profits	79,512.79
Reserve for Contingencies.....	102,000.00
Total Capital Account.....	\$ 981,512.79
Reserve for Taxes and Interest.....	90,390.60
Other Liabilities	80.00
Deposits	19,865,320.88
	\$20,937,304.27

A. G. Sam, President

Fritz Fritzson, Vice Pres. and Cashier

J. T. Grant, Vice President

J. R. Graning, Assistant Cashier

E. A. Johnson, Assistant Cashier

H. H. Strifert, Assistant Cashier

R. E. Gleeson, Assistant Cashier

Ford Wheeler, Auditor

MEMBER FEDERAL RESERVE SYSTEM

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

FIRST



**NATIONAL
BANK**

★ ★ ★ ★ *In Sioux City* ★ ★ ★

F.A.A. Annual Meeting

The 32nd annual convention of the Financial Advertisers Association will be held in New York City on October 6, 7, 8, and 9, 1947, it was announced recently by Swayne P. Goodenough, president of the Association and vice president of the Lincoln Rochester Trust Company, Rochester, New York. The announcement was made following a meeting in Chicago of the executive committee of the Association.

Dates were also set at that time for the mid-year meeting of the board of directors and the extension committee of the Association. The former will meet on February 1 and 2 at the

Warwick Hotel in Philadelphia. The Extension Committee, under the chairmanship of Walter H. Bischoff, assistant cashier of the Old National Bank, Evansville, Indiana, will meet at the same place two days earlier, January 30 and 31.

To Travel Midwest

C. F. MacLellan has been named by the Manufacturers Trust Company, New York, to represent that institution in Iowa, Nebraska, Colorado, Wyoming, and Utah,

Mr. MacLellan was born in Chicago, and immediately following his graduation from the University of Chicago

in 1940, became associated with the Manufacturers Trust Company. He entered the Army in 1942, attained the



C. F. MacLELLAN
Will Call on Bankers

rank of first lieutenant, and upon his discharge in 1946 returned to the employ of the bank.

Chemical Bank

In its statement of December 31st, the Chemical Bank & Trust Company of New York reported deposits of \$1,226,822,541 compared with \$1,524,160,575 on December 31, 1945, and total assets of \$1,347,574,272 compared with \$1,637,503,776 a year ago. Cash on hand and due from banks amounted to \$242,226,400 compared with \$258,593,487; U. S. Government obligations to \$628,273,214 against \$790,555,298; bankers' acceptances and call loans to \$75,095,699 against \$171,435,856 and loans and discounts to \$282,138,718 against \$275,847,577.

Capital stock was unchanged at \$25,000,000 but during the year \$5,000,000 was transferred from undivided profits to surplus. The bank now has capital of \$25,000,000, surplus of \$70,000,000, undivided profits of \$8,501,663 and unallocated reserves of \$5,980,149 or total capital funds of \$109,481,813.

Chase National Bank

The statement of the Chase National Bank of New York for December 31, 1946 shows deposits of \$4,495,304,000 compared with \$5,742,180,000 a year ago. During the twelve months there was a reduction of \$1,141,126,000 in the bank's United States War Loan Deposit, which amounted to \$113,076,000 on December 31, 1946 compared with \$1,254,202,000 the preceding year end.

Statement of Condition

December 31, 1946

ASSETS

Cash on Hand and on Deposit with Banks.....	\$ 7,419,820.25
United States Government Securities.....	13,091,065.88
Other Bonds and Securities.....	65,000.00
Loans and Discounts.....	5,601,379.16
Security National Bank Building, Vault and Fix- tures	339,042.65
Federal Reserve Bank Stock.....	25,500.00
Other Assets	1,542.10
	<hr/>
	\$26,543,350.04

LIABILITIES

Capital	\$ 500,000.00
Surplus	400,000.00
Undivided Profits	59,871.28
Deposits	25,583,478.76
	<hr/>
	\$26,543,350.04

DIRECTORS

Paul Bekins
Charles R. Gossett
Harold A. Jacobsen
Edward C. Palmer
George L. Booth
Otis P. Garrison
Wm. W. MacFarlane
George C. Pechstein
Harry P. Pratt

OFFICERS

Charles R. Gossett, *President*
B. M. Wheelock, *Vice President*
Albert C. Eckert, *Vice President*
R. Earl Brown, *Cashier*
Daniel B. Severson, *Assistant Cashier*
Frank H. Abel, *Assistant Cashier*
Robert W. Lewis, *Assistant Cashier*

SECURITY
NATIONAL BANK
of Sioux City

Member Federal Deposit Insurance Corporation

Total resources of the bank were \$4,865,535,000 compared with \$6,092,601,000 on December 31, 1945. Cash in the bank's vault and on deposit with the Federal Reserve Bank and other banks amounted to \$1,143,401,000 compared with \$1,366,233,000 a year ago; investments in United States Government securities \$2,221,343,00 compared with \$3,078,103,000; loans and discounts on December 31, 1946, were \$1,126,462,000 compared with \$1,271,694,000 a year ago.

On December 31, 1946 the capital of the bank was \$111,000,000, unchanged from a year ago. The surplus on December 31, 1946 was \$154,000,000 compared with \$139,000,000 a year ago, reflecting the transfer of \$15,000,000 from undivided profits to surplus on December 26, 1946. Undivided profits, after that transfer of \$15,000,000, amounted to \$48,501,000 on December 31, 1946 compared with \$50,240,000 on December 31, 1945.

Total capital funds were \$313,501,000 on December 31, 1946 compared with \$300,240,000 a year ago.

California Bank

California Bank's loans and discounts totaled \$81,485,530 at year end, a gain of 42 per cent over the 1945 total of \$57,260,575, according to the bank's December 31st statement of condition.

Gross earnings increased approximately \$1,255,000 during the year. Final net profits were \$1,163,124 as compared with final net profits in 1945 of \$1,069,760.

The capital structure of California Bank now consists of \$6,500,000 capital, \$6,500,000 surplus and \$3,618,296 undivided profits.

Earnings on 260,000 shares presently outstanding amounted to an approximate \$4.47 per share. Dividends were paid at the annual rate of \$1.50 per share.

President Frank King in his report to shareholders, said the 60,000 shares offered shareholders in January 1946 were subscribed without making a public offering at \$40 a share. Of the proceeds, \$1,500,000 was added to the bank's capital and \$900,000 to surplus.

Total resources of California Bank are now \$461,830,597.

Union Bank and Trust

Recording a new high, Union Bank & Trust Company of Los Angeles loan totals increased 55 per cent, moving

up from \$35,106,180 to \$54,314,308 during the year 1946. The percentage of loans to deposits stands at 37.54 per cent, according to President Ben R.

CONDENSED STATEMENT

of

City National Bank and Trust Company

18th and Grand Avenue

KANSAS CITY, MISSOURI

At Close of Business—December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$ 35,334,167.25
Bonds (carried at less than market value)	
U. S. Government and U. S. Government Guaranteed Bonds.....	\$36,041,144.06
Federal Land Bank, State and Municipal Bonds.....	8,272,621.22
High Grade Corporation Securities.....	300,951.04
Federal Reserve Bank Stock.....	120,000.00
Loans and Discounts.....	42,713,989.71
City Bank Building—Unencumbered—(Cost over \$1,000,000).....	1.00
New City Bank Building.....	711,647.69
Other Real Estate (One Property).....	1.00
Furniture, Fixtures and Safe Deposit Vaults (Cost \$100,000).....	1.00
Customers' Liability Account Letters of Credit.....	620,181.94
Accrued Interest Receivable.....	300,687.74
Overdrafts	3,993.71
Total Resources	\$124,419,487.36

LIABILITIES

Capital Stock (Paid In).....	\$400,000.00
Capital Stock (Earned).....	600,000.00
Surplus (Earned)	3,000,000.00
Undivided Profits (Earned).....	1,572,649.01
Invested Capital	5,572,649.01
Unearned Interest	355,530.06
Accrued Interest and Taxes.....	318,188.56
Our Liability Account of Letters of Credit Issued.....	620,181.94
Deposits—	
U. S. Government Deposits.....	\$ 721,675.04
Other Deposits	116,831,162.75
Total Liabilities	\$124,419,387.36

The above statement is correct.

R. C. KEMPER, President.

OFFICERS

Rufus Crosby Kemper, President

George C. Kopp, Vice President
James S. Neely, Vice President
F. D. Farrell, Vice President
Kearney Wornall, Vice President
J. Milton Freeland, Vice President
Dale R. Ainsworth, Vice President
L. E. Stephenson, Vice President
Cyril J. Jedlicka, Vice President
Robert L. Greene, Vice President
Earl W. Deputy, Trust Officer
Richard T. Pendleton, Trust Officer
James F. McPherson, Cashier

Edward F. Lyle, Comptroller
Louis G. Loschke, Assistant Vice President
James R. Gayler, Assistant Vice President
John C. House, Assistant Cashier
Jack Black, Assistant Cashier
John Yonts, Assistant Cashier
Ewart H. Burch, Assistant Cashier
James F. Mack, Assistant Cashier
K. H. Armstrong, Assistant Trust Officer
Dewey Shillerton, Assistant Trust Officer
Tom Collins, Publicity Director
Bror W. Unge, Manager Foreign Department

Member of Federal Deposit Insurance Corporation

THE TOY NATIONAL BANK

*Rely on Us for Prompt Action
and Helpful Individual Attention*

In the heart of down town Sioux City

Member F.D.I.C.

Meyer. Commercial loans are up 87 per cent, with installment loans showing a gain of 95 per cent.

The Treasury Department's withdrawal of funds from U. S. War Loan deposits has resulted in most of the nation's banks showing a nominal decrease in deposits for the year. At \$144,685,815, Union Bank's deposits are off 4 per cent from the 1945 year end figure; but, exclusive of the Treasury's War Loan deposits, the total shows a 6 per cent gain for the period.

Other changes during the year: capital accounts are up 18 per cent from \$7,040,876 to \$8,340,876, capital and surplus each having been increased

from \$3,000,000 to \$3,500,000 and undivided profits increased by \$300,000 from \$1,040,876 to \$1,340,876. Reserves for contingencies are up from \$242,047 to \$607,443.

Manufacturers Trust

The year end statement of condition on December 31, 1946 of \$2,286,946,694, of New York shows total deposits of the Manufacturers Trust Company compared with the total a year ago of \$2,555,885,573. This includes a \$433,500,000 decrease due to withdrawal of War Loan deposits.

The capital and surplus accounts remain unchanged from a year ago,

but the undivided profits total has been increased from \$30,637,361 on December 31, 1945 to \$36,529,898 as of December 31, 1946. Another \$600,000 has been added to the reserve for contingencies fund. Total resources are \$2,434,252,883 against last year's total of \$2,693,184,469. U. S. Government securities went from \$1,507,987,636 as of December 31, 1945 to \$1,233,148,318 at the end of 1946. Loans and bills purchased were off slightly more than \$5,000,000.

New Corporate Bonds Department

Shaw-McDermott & Co., 914 Liberty building, Des Moines, an investment firm engaged exclusively in underwriting and distributing municipal bonds for 13 years, has announced the opening of a corporate securities department. It will handle various classes of stocks and bonds, particularly those of banks and insurance companies.

Affiliated with the company in entering the new field are Norman and Douglas Conway, brothers, and Philip Carroll. All are war veterans and have been previously in the securities business.

Mr. Carroll, a former resident of Waterloo and graduate of Notre Dame university, was with an investment banking firm in New York, N. Y. The Conways, both of Des Moines, have been in the securities business in Des Moines and in St. Louis, Mo.

Continental of New York

The Continental Bank & Trust Company of New York reported as of December 31, 1946, total deposits of \$181,975,059 and total assets of \$196,140,721, compared respectively with \$187,279,109 and \$201,551,853 on September 30, 1946. Cash on hand and due from banks amounted to \$52,618,848, against \$50,429,691; holdings of U. S. Government obligations to \$72,448,078, against \$74,979,641; loans and discounts to \$52,307,498, against \$54,915,105. Capital and surplus were unchanged at

UNION BANK AND TRUST CO.

OTTUMWA, IOWA

Member of Federal Reserve System

Statement of Condition as of December 31, 1946

RESOURCES

Loans and Discounts.....	\$ 3,518,327.64
Bank Building	94,000.00
Furniture and Fixtures.....	26,999.59
Stock in Federal Reserve Bank.....	30,000.00
Overdrafts	2,454.38
U. S. Bonds.....	\$6,094,678.36
Municipal Bonds	2,198,495.61
Other Marketable Bonds.....	122,558.00
Cash and Exchange.....	3,506,053.81
	<u>11,921,785.78</u>
	\$15,593,567.39

LIABILITIES

Capital	\$ 300,000.00
Surplus	700,000.00
Undivided Profits	98,115.44
Dividend Payable January 2, 1947.....	15,000.00
Deposits	14,480,451.95
	<u>\$15,593,567.39</u>

OFFICERS

FRANK VON SCHRADER, Chairman of the Board
MAX VON SCHRADER, President

H. L. POLLARD, Vice President	FRED DIMMITT, Assistant Cashier
R. W. FUNK, Vice President	FRANK M. POLLARD, Assistant Cashier
CLARENCE P. GLENN, Cashier	C. G. MERRILL, Trust Officer
W. C. MILLER, Assistant Cashier	J. C. BLACKFORD, Mgr., Budget Loan Dept.

Southern Iowa's Largest Bank

Member Federal Deposit Insurance Corporation

DES MOINES BUILDING-LOAN & SAVINGS ASSOCIATION

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

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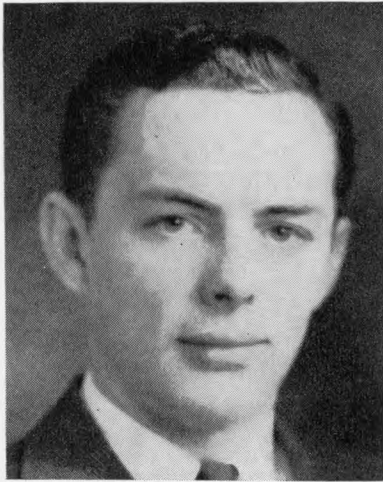
"WORLD OF MUSIC"

KRNT, 1350 KC 1 to 1:30 p.m. Sundays

\$5,000,000 each. Undivided profits were \$1,878,391, compared with \$1,781,920 at the end of the third quarter of 1946.

Joins Northwestern Banker

Malcolm Freeland has been appointed associate editor of the DePuy publications including the NORTHWESTERN BANKER, Iowa-Nebraska Bank Directory



MALCOLM FREELAND
With De Puy Publications

and the *Underwriters Review*, all of Des Moines.

Mr. Freeland graduated from Iowa

State College, Ames, in June, 1943, with the degree of Bachelor of Science in Industrial Economics.

After graduation, he entered service with the Army Air Forces and saw overseas service as a cryptographer in the Marshall Islands, Pacific area.

Discharged on January 21, 1946, Mr. Freeland accepted a position as news editor on his home town newspaper in Clarinda, Iowa, where he has been employed until the present time.

Mr. Freeland is married and has a two year old baby boy.

John Hermelbracht

John Hermelbracht, 77, president, First National Bank, Bancroft, Nebras-

ka, and extensive land owner and feeder of Cuming county, died at his home last month. Mr. Hermelbracht had been a resident of Cuming county for 55 years, establishing a reputation as one of the foremost builders of northeast Nebraska. He was born in Germany and came to the United States when a boy.

He is survived by two sons and two daughters, all of Bancroft.

Bank of America

Bank of America's year end statement of condition reveals an increase in surplus of \$13,500,000 to a new total of \$110,000,000; also earnings, deposits, total resources, loans and capital funds

MISSISSIPPI VALLEY TRUST COMPANY

ST. LOUIS 2, MISSOURI

Statement of Condition, December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$ 56,306,799.60
U. S. Government Securities.....	73,820,072.53
(Including those pledged \$18,423,823.76)	
Other Bonds and Securities.....	5,684,851.42
Federal Reserve Bank Stock.....	300,000.00
Loans and Discounts.....	77,580,264.70
Customers' Liability on Acceptances and Letters of Credit	346,784.07
Real Estate	243,606.86
Accrued Earnings Receivable (Net).....	444,934.81
Overdrafts	19,510.28
Other Resources	66,038.87
	<hr/>
	\$214,812,863.14

LIABILITIES

Capital	\$ 6,000,000.00
Surplus and Undivided Profits.....	6,855,796.89
Dividends Declared, Payable January 2, 1947.....	120,000.00
Accrued Interest, Expenses and Taxes Payable (Net) and	
Other Reserves	1,057,916.77
Acceptances and Letters of Credit.....	346,784.07
Other Liabilities	202,390.62
Deposits:	
U. S. Government, and Other Public	
Funds	\$ 11,576,024.73
Other Deposits	188,653,950.06
	<hr/>
	200,229,974.79
	<hr/>
	\$214,812,863.14

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Corporation



92 Years of
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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

Christmas Party



THE PICTURE above was taken at the Christmas Party of the Live Stock National Bank of Sioux City, Iowa. Seated in the center of the picture are Mark Wilson, left, vice president, and Carl Fredricksen, president of the bank. The party was held at the Jackson Hotel.

Opened for Business October 15, 1934

Statement of the

IOWA STATE BANK & TRUST COMPANY

Iowa City, Iowa

December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$3,786,499.06
U. S. Bonds	7,725,040.00
Other Bonds and Securities.....	74,946.00
CASH OR ITS EQUIVALENT.....	\$11,586,485.06
Loans and Discounts.....	2,512,065.87
Overdrafts	217.00
Banking House	50,000.00
Furniture and Fixtures	15,000.00
	\$14,163,767.93

LIABILITIES

Capital Stock	\$ 150,000.00
Surplus and Undivided Profits.....	150,904.63
Deposits	10,377,960.72
State Treasurer Fuel Tax Fund.....	3,484,902.58
	\$14,163,767.93

OFFICERS

BEN S. SUMMERWILL, President
DR. E. M. MAC EWEN, Vice President
W. W. SUMMERWILL, Vice President
M. B. GUTHRIE, Cashier
W. F. SCHMIDT, Ass't Cashier
JAS. H. SCHMIDT, Ass't Cashier
M. E. TAYLOR, Auditor

DIRECTORS

DR. E. M. MAC EWEN
R. J. BASCHNAGEL
GEORGE A. THOMPSON
BEN S. SUMMERWILL
W. W. SUMMERWILL
M. B. GUTHRIE
GUY A. STEVENS

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

at new high levels and a greatly increased reserve accumulated as insurance against any possible future losses.

At December 31, 1946, deposits totaled \$5,415,849,000, an increase of \$76,542,000 during the year. U. S. War Loan deposits, included in this total, amounted to \$62,800,000 as compared with \$439,000,000 a year ago. Net increase in deposits, exclusive of war loan, was \$452,742,000 for the year.

Total resources were \$5,765,525,000, a gain of \$139,462,000 during the year.

Loans and discounts outstanding at the year end aggregated \$1,722,743,000, an increase of \$704,002,000 over a year ago.

Dividends paid increased \$3,454,487, or more than 25 per cent in 1946, and amounted to \$17,063,043. After use of \$197,550, to retire preferred stock, capital funds gained \$11,702,000 and totaled \$241,296,000, not including the "Reserve for Bad Debts" which was increased \$13,696,000 at the end of the year from earnings and amounted to \$31,115,000.

Earnings for the year were \$58,290,000. From this total \$13,696,000 was deducted for the above reserve, \$12,635,000 was reserved for depreciation of bank premises and other real estate and amortization of bond premiums, and \$1,032,000 was set up in reserves and applied to the revaluation of assets and absorption of losses other than loans. A profit-sharing bonus of \$1,964,000 was provided for employees, an increase of \$443,000 over last year.

Guaranty Trust Company

The statement of condition of Guaranty Trust Company of New York as of December 31, 1946, shows total resources of \$2,893,376,869, as compared with \$3,813,507,041 on December 31, 1945. Deposits are \$2,501,513,458 as compared with \$3,309,452,507 a year ago; reduction in U. S. War Loan Deposit was \$754,238,364. U. S. Government obligations total \$1,451,254,460, as compared with \$2,059,320,457; and loans and bills purchased total \$747,370,321, as compared with \$967,041,680.

Capital and surplus remain unchanged at \$90,000,000 and \$170,000,000, respectively, and undivided profits of \$61,627,360 compare with \$52,676,254 on December 31, 1945.

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Northwestern Banker, January, 1947

Scarborough & Company

Insurance Counselors



to Banks

Crocker First National

Showing substantial gains in surplus, undivided profits, commercial and real estate loans, and deposits (exclusive of the Government's War Loan Deposit Account) Crocker First National Bank of San Francisco has just completed one of its most successful years of operation.

According to the bank's year-end statement of condition, the surplus account has been increased by \$1,000,000 to \$10,000,000. Capital remains unchanged at \$6,000,000. After payment of dividends totaling \$840,000 during 1946 and the transfer of \$1,000,000 to surplus, undivided profits were \$3,324,482, a gain of \$320,998 over the \$3,003,484 reported a year ago. As of December 31, 1946, deposits totaled \$300,882,775, compared with \$350,603,228 on the same date a year ago. In the same period, the War Loan Deposit Account dropped \$71,129,199 to \$8,098,675 from the \$79,227,874 reported on December 31, 1945. Exclusive of the War Loan Deposit Account, corporate and individual deposits of the bank gained more than \$21,000,000 over similar deposits a year ago.

In the current statement, loans and discounts, including first mortgage loans on real estate, gained \$8,208,209 to \$47,684,523 compared with \$39,476,314 reported on December 31, 1945. The cash account of \$80,893,597 compares with \$71,927,006 reported a year ago.

New Director

Victor E. Cooley, president-elect of the Southwestern Bell Telephone Company, was elected a director of the First National Bank in St. Louis. The directors also approved a liberalization in the bank's Retirement Income Plan, and additional compensation was voted to employees in service prior to January 1, 1946, equivalent to one-half month's salary, with adjusted amounts for others. The directors declared a dividend of \$1.00 per share, 60 cents of which is an extra dividend payable December 20 to stockholders of record December 13, and 40 cents payable February 28, 1947, to stockholders of record February 21.

Country Bank Conference

Omaha will be the scene of the second of three Regional Country Bank Conferences which the American Bankers Association will hold this winter, according to an announcement received from C. W. (Bill) Bailey, American Bankers Association president.

Banks of eleven mid-continent states will be invited. They are Indiana,

FIRST TRUST AND SAVINGS BANK

Northwest Corner Third and Brady Streets

DAVENPORT, IOWA

Financial Statement—Condition on December 31, 1946

RESOURCES		
Loans and Discounts		\$3,692,274.54
Banking House		49,770.00
Furniture and Fixtures		17,357.32
U. S. Government Bonds	\$2,028,555.74	
Municipal Bonds	870,499.10	
Other Bonds	96,843.27	
Cash and Due from Banks	2,263,951.28	5,259,849.39
Other Assets		468.93
Overdrafts		88.14
Total Resources		\$9,019,808.32
LIABILITIES		
Capital	\$ 200,000.00	
Surplus	200,000.00	
Undivided Profits and Reserves	93,870.88	493,870.88
Deposits		8,502,563.39
Unearned Interest		23,374.05
Total Liabilities		\$9,019,808.32

Geo. M. Bechtel, President
 R. O. Byerrum, Executive Vice President
 H. R. Bechtel, Vice President
 F. A. Johnson, Vice Pres., Cashier and Tr. Officer
 Louis Martin, Assistant Cashier
 W. C. Siddle, Assistant Trust Officer
 G. W. Thompson, Assistant Cashier

Member of the Federal Deposit Insurance Corporation

CONDENSED STATEMENT

FIRST NATIONAL BANK IN ST. LOUIS

At the Close of Business, December 31, 1946

RESOURCES

Cash and Due from Banks	\$117,741,620.58
U. S. Government Securities	176,896,214.90
Loans and Discounts	149,152,811.07
Other Bonds and Stocks	8,063,122.43
Stock in Federal Reserve Bank	585,000.00
Banking House, Improvements, Furniture and Fixtures	335,603.30
Other Real Estate Owned	929,002.00
Customers' Liability a/c Letters of Credit, Acceptances, etc.	3,095,731.34
Accrued Interest Receivable	975,886.37
Overdrafts	11,124.24
Other Resources	4,202.43
	\$457,790,318.66

LIABILITIES

Capital Stock	\$ 10,200,000.00
Surplus	9,300,000.00
Undivided Profits	6,859,282.04
Reserve for Contingencies	500,000.00
Dividend Declared, Payable Feb. 28, 1947	240,000.00
Reserve for Taxes, Interest, etc.	1,901,710.92
Unearned Discount	205,730.92
Liability a/c Letters of Credit, Acceptances, etc.	3,105,280.09
Other Liabilities	41,285.17
Demand Deposits	\$355,922,361.68
Time Deposits	57,577,506.94
U. S. Government Deposits	11,937,160.90
Total Deposits	425,437,029.52
	\$457,790,318.66



Broadway • Locust • Olive

Member Federal Deposit Insurance Corporation

Northwestern Banker, January, 1947

Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Oklahoma, South Dakota, and Wisconsin. Attendance will be open, however, to banks outside this area.

Carrying forward his desire to emphasize the importance of the country banks' role in both the commercial and the agricultural phases of the nation's business life and to relate the Association's work more closely to country banks in serving business men and farmers, President Bailey states that plans are being rapidly completed for the conference which will be held in Omaha on February 20 and 21.

Officers of the Association and leaders of its activities in country banking and small business will attend and participate in the discussions. Leaders in these activities in the areas where the conferences are held will also be drawn upon. Plans are being worked out for assuring the greatest possible amount of audience participation. Addresses, group discussions, and motion pictures will be employed.

A comprehensive program is being developed covering the whole range of small business credit and country banking services and will be announced as soon as ready. According to Mr. Bailey, no matter what a bank-

er's special line of interest, there will be something on the program for him.

Credit Conference

Bankers will hear from industrial leaders about the requirements of industry for the installment financing of their merchandise, and industry will hear from bankers about their plans for the installment financing of consumer durable goods at a National Consumer and Installment Credit Conference which will be held in St. Louis on January 23, 24, and 25, under the auspices of the Consumer Credit Committee of the American Bankers Association.

The program on which the Committee has been working for some time has now reached an advanced stage. A complete roster of speakers has now been obtained, it is announced by Carl M. Flora, chairman of the Committee and vice president of the First Wisconsin National Bank, Milwaukee, Wisconsin, who states that the conference will be held at the Hotel Jefferson on the dates named.

Under this unique program, the industrial leaders will present their case at the morning sessions and the bankers will present their case at the afternoon sessions.

The object of the program is to get a thoroughly rounded discussion of consumer credit financing from the producer and distributor angle on the one hand, and the financing on the other, and thus give the bankers attending a fuller picture of the process of distributing consumer goods through installment credit than they otherwise could obtain.

No Losses

Chairman Maple T. Harl of Federal Deposit Insurance Corporation announced that the country is well into its third year without a loss to any depositor of an insured bank. As with 1945, there was no failure of an insured bank in 1946, and only one merger requiring financial aid from FDIC. In each merger case all depositors were fully protected.

NATIONAL BANK OF BURLINGTON

BURLINGTON, IOWA

Statement of Condition, December 31, 1946

ASSETS		LIABILITIES	
Cash and Due from Banks.....	\$ 2,577,512.44	Capital	\$ 200,000.00
U. S. Government Securities....	3,159,954.44	Surplus	300,000.00
State, County and Municipal Bonds	1,603,058.06	Undivided Profits	73,180.64
Other Bonds	656,997.16	Reserves	30,000.00
Loans and Discounts	2,205,859.20	Interest Collected but not Earned	3,727.77
Overdrafts	253.35	Deposits	9,657,228.41
Stock in Federal Reserve Bank..	15,000.00		
Bank Building	38,700.00		
Furniture and Fixtures	5,618.38		
Other Assets	1,183.79		
	\$10,264,136.82		\$10,264,136.82

John H. Witte, Jr., President
Vincent P. Cullen, Executive Vice President

Thomas L. Dyer, Cashier
F. J. Norton, R. K. Pearson, E. L. Hausknecht,
Asst. Cashiers.

Member Federal Deposit Insurance Corporation

STATEMENT OF CONDITION

December 31, 1946

RESOURCES		LIABILITIES	
Cash and Due from Banks.....	\$ 3,785,275.71	Capital	\$ 400,000.00
Loans and Discounts.....	2,659,283.74	Surplus	200,000.00
Bonds:		Undivided Profits	84,639.66
U. S. Government Securities.....	\$6,482,856.72	Reserve for Taxes, Interest, Contingencies, Etc.....	79,730.41
Municipal Securities	720,073.32	Discount Collected but Not Earned.....	13,919.19
Other Marketable Securities.....	1,174,969.64		
	8,377,899.68		
Stock in Federal Reserve Bank.....	18,000.00		
Banking House	36,553.22		
Furniture and Fixtures.....	2,921.47		
Accrued Interest	44,780.12		
Overdrafts	1,543.69		
Other Resources	4,683.04		
	\$14,930,940.67		
		Deposits:	
		Demand	\$9,747,787.90
		Time	4,177,573.73
		U. S. Government War Loan Account.....	227,289.78
			14,152,651.41
			\$14,930,940.67



Member of The Federal Deposit Insurance Corporation, Washington, D. C.
\$5,000 - Maximum Insurance for Each Depositor - \$5,000

MAY WE PRESENT

Advertising that Sells

LESSING ADVERTISING CO.
DES MOINES

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

During the thirteen years of its existence, Mr. Harl pointed out, 399 insured banks were liquidated or merged with the aid of advances from the Corporation. The 1,310,000 depositors of these banks held deposits of \$505 million. Of these deposits, 98 per cent were made available promptly to depositors, of whom fewer than one-quarter of one per cent held accounts in excess of \$5,000 that were not fully protected.

Total assets of the Corporation on December 31, 1946 were about \$1,060,000,000, Mr. Harl estimated in his year-end statement.

Loree Retires

J. Luther Cleveland, president of Guaranty Trust Company of New York, announced the retirement of Robert F. Loree as a vice president of the company, and the appointment of William R. Strelow, vice president, to succeed Mr. Loree as officer in charge of the bank's foreign department.

Mr. Loree retires after nearly 33 years with the Guaranty.

Purchases Bank Equipment Division of O. B. McClintock Co.

As its seventh major move in the last ten years to expand its civilian market and offer customers additional service, it is announced by George H. Bockius, president of Diebold, Inc., that Diebold has purchased the Bank Equipment Division of the O. B. McClintock Co., of Minneapolis, Minnesota, the transfer effective January 2, 1947.

The transfer includes the rights, patents and machinery for the manufacture of McClintock's Bandit Barrier System, Burglar Alarm, Bank Vault Ventilator, After-Hour Depository and other devices of similar character. These products will be added to the Diebold Lines as the McClintock Division of Diebold, Inc. Manufacturing will be transferred to the Canton, Ohio, plants of Diebold, Inc., as soon after January 1st as possible.

The coast to coast sales and service personnel of McClintock's Bank Division will be merged with the nation wide Diebold organization. Sales personnel will become part of the Bank Division of Diebold, and service personnel will become part of the Inspection Service Department. Certain key manufacturing personnel from McClintock's Minneapolis organization will later join the Diebold organization.

FOR SALE—Used Diebold modern 10-inch vault door, like new. 500 deposit boxes. Write B. W., c/o Northwestern Banker, 527 7th St., Des Moines, Iowa.

Conference School

The number of applications already received and the rate at which they are coming in indicates that the enrollment for the 1947 freshman class of the School of Banking at the University of Wisconsin, sponsored by the Central States Conference, will be much larger even than originally planned for, according to Harry C. Hausman, chairman of the board of trustees of the School, and secretary of the Illinois Bankers Association, Chicago.

The 1947 session of the School will be held at Madison, Wisconsin, June 2-14. Mr. Hausman urges banks which

plan to send men to the school this coming summer to forward their applications at once to Wall G. Coapman, registrar, School of Banking, and secretary, Wisconsin Bankers Association, 312 East Wisconsin Avenue, Milwaukee 2, Wisconsin, in order that plans may be made for their accommodation.

The first year students take Basic Economic Problems, Investments I, Commercial Bank Credit and Law. The second year students take Commercial Bank Administration, Investments II, Urban Real Estate Financing, and Agricultural Economics and Agricultural Credit.

Chartered

1799

BANK of the MANHATTAN COMPANY

NEW YORK, N. Y.

Condensed Statement of Condition as of December 31, 1946

ASSETS

Cash and Due from Banks and Bankers	\$ 316,145,094.33
U. S. Government Obligations	378,042,008.54
Other Public Securities	6,103,694.46
Other Securities	20,749,016.22
Loans and Discounts	385,765,415.37
Real Estate Mortgages	4,105,786.81
Banking Houses Owned	12,005,982.42
Customers' Liability for Acceptances	4,005,065.47
Other Assets	3,036,448.27
	<u>\$1,129,958,511.89</u>

LIABILITIES

Capital (2,000,000 shares).	\$20,000,000.00	
Surplus	30,000,000.00	
Undivided Profits	13,110,036.19	\$ 63,110,036.19
Dividend Payable January 2, 1947		600,000.00
Deposits		1,006,934,771.39
Certified and Official Checks.		48,516,244.25
Acceptances Outstanding		4,667,041.75
Other Liabilities, Reserve for Taxes, etc.		6,130,418.31
		<u>\$1,129,958,511.89</u>

Of the above assets \$38,804,366.87 are pledged to secure public deposits and for other purposes; and certain of the above deposits are preferred as provided by law

Member Federal Reserve System

Member Federal Deposit Insurance Corporation

Employees Choral Group



THE EMPLOYEES CHORAL GROUP of the Central National Bank and Trust Company in Des Moines entertained visitors in the bank on Friday and Saturday noon preceding Christmas last month. The two days before Christmas at noon, the Des Moines Za Ga Zig Shrine Chanters entertained bank customers and employees. **Raymond W. Jones**, trust officer (center, front row), is director of the Central National Employees Choral Group.

Herbert V. Prochnow, director of the school, and vice president of the First National Bank of Chicago, announces the following courses for the third year men, the first graduating class of the School: Trust Department Operation and Management, Investments III, Country Banking, Departmental Administration (covering savings, personnel, foreign, travel and safe deposit departments), Public Relations and Advertising and World Banking Systems and Problems.

With Fred S. James

Ward Macfadden, well known to bankers of Iowa and Illinois, has joined Fred S. James & Company, Chicago.

Before serving fifty months of Navy duty, leaving the service with the rank of commander, Mr. Macfadden represented Scarborough & Company, Chicago insurance firm, in the middle-west.

First Trust & Savings Bank

CEDAR RAPIDS, IOWA

Statement of Condition December 31, 1946

RESOURCES		LIABILITIES	
Loans and Discounts.....	\$1,054,817.62	Capital Stock (Common).....	\$ 100,000.00
State, County, Municipal and other Bonds	620,843.89	Surplus	50,000.00
Overdrafts	1,098.29	Reserve for Contingencies.....	85,000.00
Banking House and Fixtures.....	45,300.00	Other Reserves and Undivided Profits	21,364.06
Ely Office Banking House and Fixtures	1.00	Unearned Discount	6,877.32
U. S. Government Securities.....	1,867,110.40	Deposits	4,674,864.42
Cash on hand and due from Banks	1,348,934.60		
	\$4,938,105.80		\$4,938,105.80

Bank opened for business November 5th, 1934

F. S. MITVALSKY, President
 DR. JOHN O. PETROVITSKY, Vice President
 FRANK J. DVORAK, Cashier
 L. W. STRITESKY, Asst. Cash. and Trust Officer
 FRANK J. STASTNY, Asst. Cash. and Asst. Trust Officer
 MEMBER FEDERAL DEPOSIT INSURANCE CORP.

WHAT STATEMENTS SHOW

(Continued from page 22)

OTHER BANKS

Milwaukee—First Wisconsin National Bank—Deposits, \$510,738,022. Year ago—\$622,370,579.

San Francisco—Bank of America—Deposits, \$5,415,849,000. Year ago—\$5,339,307,098.

Sioux Falls—Northwest Security National Bank—Deposits, \$40,729,392. Year ago—\$38,335,597.

San Francisco—Crocker First National Bank—Deposits, \$300,882,775. Year ago—\$350,603,228.

Los Angeles—California Bank—Deposits, \$442,361,631. Year ago—\$486,625,000.

Los Angeles—Union Bank & Trust Company—Deposits—\$144,685,815. Year ago—\$150,262,000.

Fargo, North Dakota—First National Bank and Trust Company—Deposits, \$25,293,957. Year ago—\$23,602,000.

Add Million to Surplus

Directors of First National Bank of Minneapolis have added \$1,000,000 to the bank's surplus by a transfer of that amount from the undivided profits account. The bank now has capital of \$6,000,000 and surplus of \$11,000,000.

Two new officers were elected and titles of two others were altered. George J. Hirsch, formerly manager of the real estate division of the bank's trust department, was named real estate officer and assigned to the bank's home loan department, recently relocated at 508 Second Avenue South. P. R. Harrison, real estate officer, continues to head the home loan department.

STATEMENT OF CONDITION IOWA STATE BANK DES MOINES, IOWA

At the Close of Business December 31, 1946

ASSETS		LIABILITIES	
Loans and Discounts.....	\$3,645,325.05	Capital Stock (Common).....	\$ 100,000.00
United States Government Bonds	1,828,500.00	Surplus	25,000.00
Other Bonds and Securities.....	206.57	Reserves and Undivided Profits	110,751.16
Furniture and Fixtures (Less Reserve)	10,606.94	Deposits	6,014,353.72
Interest Earned But Not Collected	11,598.71		
Cash and Due from Banks.....	753,867.61		
	\$6,250,104.88		\$6,250,104.88

OFFICERS

WM. A. BROQUIST, President
 GEO. H. BORG, Executive Vice President L. A. RODENBAUGH, Jr., Cashier
 J. HAMILTON, DAWSON, Vice President CARL W. MOODY, Assistant Cashier
 Member Federal Deposit Insurance Corporation

ment. Douglas B. Allert, manager of the trust department's real estate division, was named trust real estate officer.

Ernest C. Maddaus, formerly assistant cashier, was assigned the title of installment loan officer and will continue to supervise operation of the bank's installment loan department with which he has been associated since its organization in 1928 and of which he has been manager since 1930.

To assist him, directors elected Donald W. Judkins installment loan officer. Mr. Judkins entered the employ of the bank in 1929 and served in several departments before joining the installment loan department in March, 1941. After four years in the Army, he was discharged in April 1946 as a Captain in the anti-aircraft division of field artillery.

Des Moines News

F. BUCKLEY, president, Central National Bank and Trust Company, will serve as president of the Des Moines Clearinghouse Association during 1947. He was elected recently to succeed **Herbert L. Horton**, president, Iowa-Des Moines National Bank and Trust Company.

Other Clearinghouse officers will be, first vice president, **Frederick M. Morrison**, president, Valley Bank and Trust Company; second vice president, **Rolfe O. Wagner**, president, Capital City State Bank, and secretary, **Fred C. Atkins**, vice president and cashier, Bankers Trust Company.

William A. Broquist, prominent East Des Moines businessman, is the newly elected president of the Iowa State Bank. He succeeds **George A. Framp-ton**, who resigned effective January 1st. Mr. Broquist is vice president and treasurer of the O'Dea Hardware and Paint Company and was one of the organizers of the bank five years ago. Since that time he has served on the board as a director. He will divide his time between duties at the O'Dea company and the bank.

George O'Dea, chairman of the board, also announced the addition of **George Borg**, executive vice president, to the directorate.

M. J. Dwigans, assistant cashier at the Iowa State Bank since 1942, also resigned his position effective Janu-

KLIPTO

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LEAF
CO.

MASON CITY, IOWA
Bank Supplies

STATEMENT OF CONDITION

at

Close of Business December 31, 1946

ASSETS

Cash and Due from Banks.....	\$ 3,464,218.81
U. S. and Other Bonds.....	7,748,601.67
	<hr/>
Loans	\$11,212,820.48
Overdrafts	4,880,768.24
Bank Building	1,187.53
	<hr/>
	75,000.00
	<hr/>
	\$16,169,776.25

LIABILITIES

Capital Stock	\$ 300,000.00
Surplus	300,000.00
Undivided Profits and Reserves.....	351,957.54
Deposits	15,217,818.71
	<hr/>
	\$16,169,776.25

COUNCIL BLUFFS SAVINGS BANK

Council Bluffs, Iowa

B. A. GRONSTAL, President

Member Federal Deposit Insurance Corporation

Farmers State Savings Bank

INDEPENDENCE, IOWA

Statement of Condition, December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$1,164,203.94
Loans and Discounts	620,098.92
First Real Estate Mortgages.....	432,205.37
U. S. Government Bonds.....	3,671,957.01
Municipal Securities	272,430.20
Furniture and Fixtures	4,414.20
Overdrafts	265.08
	<hr/>
	\$6,165,574.72

LIABILITIES

Capital Stock (Common)	\$ 100,000.00
Surplus	100,000.00
Undivided Profits	78,669.42
Deposits	5,886,905.30
	<hr/>
	\$6,165,574.72

26 Years of Continuous Service

OFFICERS

E. E. Everett, Vice President	E. F. Sorg, President	P. E. Sorg, Assistant Cashier
C. L. Fiester, Cashier		Jean Hohl, Assistant Cashier

Member Federal Deposit Insurance Corporation

1st Security Bank & Trust Co.

Charles City, Iowa

Statement of Condition, December 31, 1946

RESOURCES

Cash and Due from Banks	\$ 969,588.70
U. S. Securities.....	3,768,870.24
	<hr/>
Total Cash and U. S. Securities.....	\$4,738,458.94
Municipal and Other Tax Exempt Bonds	33,069.01
Other Bonds	32,512.50
Loans and Discounts.....	1,597,064.26
Overdrafts	1,485.45
Furniture and Fixtures	6,708.94
	<hr/>
	\$6,409,299.10

LIABILITIES

Capital	\$ 100,000.00
Surplus	100,000.00
Reserve	40,000.00
Undivided Profits.....	133,252.44
	<hr/>
Total Capital, Surplus and Profits.....	\$ 373,252.44
Demand Deposits.....	\$4,102,067.19
Time Deposits	1,638,714.70
U. S. Deposits	295,264.77
	<hr/>
Total Deposits	6,036,046.66
	<hr/>
	\$6,409,299.10

Harlan M. Ellis, Chairman of Board
Ernst L. Walliser, President
Merten J. Klaus, Vice President

Raymond W. Ellis, Vice President
Wm. A. Herbrechtsmeyer, Cashier
Robert L. Harding, Assistant Cashier
Clara A. Smith, Assistant Cashier

Member Federal Deposit Insurance Corporation

ary 1st, and has moved to Manly, Iowa, to operate a Gamble store dealership.

Mr. Frampton submitted his resignation and sold most of his stock last

month. He is now looking after personal affairs but is planning to reengage in the banking business in the near future.

In the five and one half years of operation since the bank's opening, deposits have grown from \$899,987 to more than \$6,024,000.

Federal Home Loan Bank of Des Moines

DES MOINES, IOWA

STATEMENT OF CONDITION, DECEMBER 31, 1946

RESOURCES		LIABILITIES AND CAPITAL	
Cash	\$ 922,001.92	Deposits—Members	\$ 3,471,084.15
U. S. Government Obligations and Securities fully guaranteed by U. S.	8,942,411.52	Accrued Interest Payable	40,446.90
Advances to Members	26,824,481.25	Accounts Payable	439.60
Accrued Interest Receivable	46,642.47	Dividends Payable—January 8, 1947 ..	102,159.08
*Consolidated Obligations—Discount and Expense	32,291.70	*Consolidated Obligations Outstanding ..	17,500,000.00
Other Resources	523.47	Capital Stock Subscriptions Paid In ..	13,987,600.00
Furniture and Equipment (Cost \$10,317.96)	1.00	Surplus:	
		Reserves	\$1,524,471.87
		Undivided Profits	142,151.73
			1,666,623.60
	\$36,768,353.33		\$36,768,353.33

*Participation in \$169,000,000 Consolidated Federal Home Loan Bank Obligations issued by the Federal Home Loan Bank Administration and now outstanding, which are the joint and several obligations of the eleven Federal Home Loan Banks.

FIRST NATIONAL BANK

CEDAR FALLS, IOWA

Statement of Condition, December 31, 1946

RESOURCES		LIABILITIES	
Cash and Due from Banks	\$ 1,159,774.71	Capital Stock	\$ 100,000.00
United States Government Bonds	2,605,262.34	Surplus and Undivided Profits ..	85,113.32
State and Municipal Bonds	231,141.80	Reserves	6,359.00
Stock in Federal Reserve Bank	4,350.00	Deposits:	
Loans and Discounts	339,598.76	U. S. Govern-	
Overdrafts	631.57	ment	\$ 155,089.57
Banking House	22,100.00	Demand and	
Furniture and Fixtures	3,378.64	Time	4,019,675.93
	\$ 4,366,237.82		4,174,765.50
			\$ 4,366,237.82

V. W. Johnson, President
J. B. Newman, Vice President

W. E. Brown, Cashier
H. C. Messerer, Assistant Cashier

Member Federal Reserve System
Member Federal Deposit Insurance Corporation

UNITED HOME BANK & TRUST CO.

MASON CITY, IOWA

Statement of Condition at Close of Business December 31, 1946

RESOURCES		LIABILITIES	
Loans and Discounts	\$2,393,696.45	Capital	\$ 100,000.00
U. S. Government and other Bonds	4,396,447.24	Surplus	50,000.00
Stock in Federal Reserve Bank	4,500.00	Undivided Profits	160,650.90
Safety Deposit Vault	11,158.08	Reserve for Contingencies	30,000.00
Furniture & Fixtures	2,587.90	Reserve for Income Tax	38,000.00
Overdrafts	528.06	Deposits	9,080,193.82
Cash on Hand and Due from Banks	2,649,926.99		
	\$9,458,844.72		\$9,458,844.72

OFFICERS

E. W. Clark, President
W. E. Gildner, Vice President
R. A. Potter, Cashier
W. Howard Stewart, Asst. Cashier

F. F. Potter, Vice President
J. A. Van Ness, Vice President
C. F. Weaver, Asst. Cashier
Claude E. Sinnott, Asst. Cashier

MEMBER FEDERAL RESERVE BANK

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Rolfe O. Wagner, president, Capital City State Bank, announced an increase of \$50,000 in capital following the annual stockholders meeting last week, making total capital \$250,000.

All officers were reelected and they are, in addition to Mr. Wagner, **Raymond G. Miller**, executive vice president; **J. N. Coffey**, vice president and trust officer; **George Radcliffe**, cashier; **C. Allen Evans**, assistant vice president, and **Fred C. Sutton** and **Frank J. Tamse**, assistant cashiers.

Directors are **John W. Bloem**, **W. F. Donovan**, **Monroe S. Dutcher**, **Iver Erickson**, **Ralph L. Jester**, **Lynn C. Oxley**, **George W. Richter**, **Ernest L. Sargent**, **Mr. Wagner** and **Mr. Miller**.

M. S. Olson, vice president and treasurer, General Mortgage Corporation of Iowa, was elected to the presidency of the Des Moines Mortgage Bankers Association recently. Mr. Olson had served as vice president last year. **Ray Miller**, executive vice president, Capital City State Bank, was elected vice president, and **Orville Gore**, secretary-treasurer. Board members include **John McGill** and **Laird M. Fryer**, both of the Iowa-Des Moines National Bank and Trust Company, **A. E. Cass**, **William E. Hey**, and **W. H. Williams**.

50th Anniversary

Completion of the program for the 28th Mid-Winter Trust Conference, to be held in New York on February 3, 4, and 5, is announced by **Evans Woollen, Jr.**, president of the Trust Division of the American Bankers Association, who is also president of the Fletcher Trust Company, Indianapolis, Indiana.

This Mid-Winter Trust Conference will bring 1,500 leading trust men to New York, and officially observe the 50th year of the A.B.A. Trust Division. One complete session of the conference, as well as the opening addresses by Division President **Woollen** and by **C. W. Bailey**, president of the American Bankers Association, will be devoted to reviewing developments of the past half century in the trust field. During the three days, leading trust men will discuss trends in the national economy which may affect the trust business. Important also will be discussions about the development of trust services designed for small estates and trusts to meet the needs of an ever larger segment of the public.

Two new features will be a part of

the conference program. During the opening session on Monday, February 3, from 11 o'clock until noon will be held a "get-acquainted" period which will be attended by leading trust men from every state in the Union, the officers and staff members of the Trust Division of the A.B.A., and members of the various working committees of the Trust Division. Bankers attending the conference will have an opportunity to meet and discuss individual problems and experiences with them.

On Tuesday afternoon, February 4, from 3:30 p.m. until 5:00 p.m. there will be four "shop-talk" sessions to discuss the following subjects: (1) Trust Investment; (2) Common Trust Funds; (3) Tax Problems of Smaller Trust Departments. An informal program is planned for these discussions in which those in attendance will participate.

Business
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FOURTH and GRAND
DES MOINES

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LIABILITIES	
Capital Stock.....	\$ 250,000.00
Surplus.....	350,000.00
Undivided Profits.....	116,267.86
Reserves.....	125,000.00
Deposits:	
Demand.....	\$9,693,052.24
Time.....	7,806,241.99
War Loan.....	611,875.11
	\$18,111,169.34
	\$18,952,437.20

DIRECTORS
C. J. SCHRUP, Chairman
D. B. CASSAT
D. W. ERNST
ROY F. GLAB
W. N. GLAB
OTTO F. HENKER

Organized 1905

Incorporated 1912

STATEMENT OF CONDITION, DECEMBER 31, 1946

RESOURCES	
Cash and Due from Banks.....	\$ 4,681,075.98
U. S. Government Bonds.....	10,852,632.82
Federal Reserve Bank Stock.....	18,000.00
State, County and Municipal Bonds.....	882,801.60
Corporate Bonds.....	217,762.09
Loans and Discounts.....	2,249,457.70
Overdrafts.....	24.41
Bank Building.....	50,000.00
Other Assets.....	682.60
	\$18,952,437.20

OFFICERS

C. J. SCHRUP, Chairman of the Board
D. W. ERNST, President
ROY F. GLAB, First Vice President
C. J. KLEINSCHMIDT, Vice President
A. L. VOGL, Cashier and Trust Officer
N. J. GRETEMAN, Assistant Cashier
M. J. BAUMHOVER, Assistant Cashier
MERLYN B. KURT, Assistant Cashier

Member Federal Reserve System

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Northwestern Banker, January, 1947



In the DIRECTOR'S ROOM



Charge It

"Do you charge batteries here?"

"Sure do, lady."

"Then put a new one in this car and charge it to my husband."

No Cause for Complaint

Jim—"My baby is the living image of me."

Bill—"What do you care, so long as he's healthy?"

First Round

New Steno—"Where do you keep the round envelopes, sir?"

Boss—"What in the world do you want with round envelopes?"

New Steno—"You said I was to mail circulars, sir."

Not That Easy

Teacher—"And what are you going to do when you grow up, Johnny?"

Johnny—"I'm going to grow mint, teacher."

Teacher—"Mint?"

Johnny—"Yes, mother says that's where all the money comes from."

The Good Old Days

When the Indians were running this country, there were no taxes, no debts, and the women did all the work. White men thought they could improve on a system like that.

No Bull

"Hey clerk, there are two mice fighting up here in my room."

"Well, whaddya want for \$1.50—a bull fight?"

For Men Only

Father: Junior, would you like to hear a little story?

Five-year-old Junior: Sure, Pop, but keep it clean—the old lady might hear ya.

Fatherly Advice

Father to son: "It's none of your business how I first met your mother, but I can tell you one thing—it certainly cured me of whistling."

CONVENTIONS

January 23-24, A.B.A. Consumer Credit Conference, St. Louis.

January 29-31, A.B.A. Executive Council, mid-winter meeting, New York City, Hotel Astor.

January 30-31, Wisconsin Mid-Winter State Association Meeting, Milwaukee, Hotel Schroeder.

February 3-4-5, 28th Mid-Winter Trust Conference of A.B.A., New York City, Waldorf-Astoria.

February 12, Annual Meeting, Group One, Iowa Bankers Association, Sioux City, Hotel Martin.

February 20-21, A.B.A. Country Bank Conference, Omaha, Hotel Fontenelle.

February 21, Mid-winter Meeting, Illinois Bankers Association, Chicago, Palmer House.

February 22, Annual Meeting, Group Eleven, Iowa Bankers Association, Burlington, Hotel Burlington.

April 13-15, A.B.A. Spring Council Meeting, French Lick, Indiana, French Lick Springs Hotel.

April 14-19, Annual Group Meetings, South Dakota Bankers Association.

May 19-21, 56th Annual Convention, Illinois State Association, Chicago, Palmer House.

June 2-6, A.I.B. Annual Convention, Detroit, Hotels Statler and Book-Cadillac.

June 2-14, Central States School of Banking, University of Wisconsin, Madison.

June 16-17, Annual Convention, North Dakota State Association, Bismarck.

June 16-28, Agricultural Credit School, Ames, Iowa State College.

June 20-21, Annual Convention, South Dakota State Association, Sioux Falls.

June 23-25, Annual Convention, Wisconsin State Association, Milwaukee, Hotel Schroeder.

July 7-19, Agricultural Credit School, Ames, Iowa State College.

September 29-October 1, A.B.A., 73rd Annual Convention, Atlantic City, New Jersey.

October 6-8, 61st Annual Convention, Iowa State Association, Des Moines, Hotel Fort Des Moines.

No Future

The tragedy of the flea is that he knows that no matter what care he uses in bringing up his children, eventually they will all go to the dogs.

A Sure Thing

Patient: "What are the chances of my recovery, doctor?"

Doctor: "One hundred per cent. Medical records show that nine out of every ten die of the disease you have contracted. Yours is the tenth case I've treated. The others all died. You're bound to get well. Statistics are statistics."

The Winnah!

Bill: "How'd you get along with your wife in that fight the other night?"

Tom: "Oh, she came crawling to me on her knees."

Bill: "Is that so? What did she say?"

Tom: "Come out from under that bed, you coward!"

Heart-rending

The man had lost a five-dollar bill. Sadly he entered the advertisement office of the local newspaper and handed in the notice he wanted inserted in the "Lost and Found" column.

The adtaker almost guffawed when he read, "Lost, a \$5 bill. Sentimental value."

And We Like 'Em Timely!

Dialogue heard on Crazy-Sam-The-Used-Car-Man's sales lot: What! (said the car seller to Crazy Sam). You offer me only \$2000 when I paid \$1400 for it new!

Maybe He's Right

Teacher: "Who can tell me what the former ruler of Russia was called?"

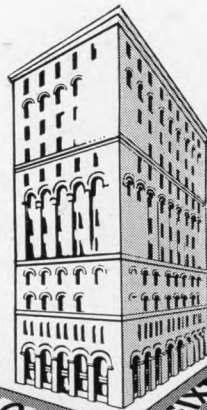
Class: "Czar."

Teacher: "Correct, and what was his wife called?"

Class: "Czarina."

Teacher: "Correct, and what were the Czar's children called?"

A pause, and then a small, timid voice piped up: "Czardines."



ON LOCUST AT SIXTH

BANKERS TRUST COMPANY

Des Moines • Iowa



STATEMENT OF CONDITION

December 31, 1946

RESOURCES

Loans and Discounts	\$13,104,536.93
Other Securities	534,002.00
Stock in Federal Reserve Bank	60,000.00
Real Estate	6.00
Furniture and Fixtures	38,859.25
U. S. Government Bonds	\$29,139,948.98
Cash and Exchange	13,601,056.70
Customers' Liability on Letters of Credit and Trade Acceptances	8,215.00
	<u>\$56,486,624.86</u>

LIABILITIES

Capital (Common Stock)	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits	1,000,000.00
Other Reserves	966,368.83
Reserve for Taxes and Interest	220,503.15
Deposits	52,291,537.88
Bank's Liability on Letters of Credit and Trade Acceptances	8,215.00
	<u>\$56,486,624.86</u>



DIRECTORS

PAUL BEER <i>President, The Flynn Dairy Co.</i>
THOS. A. BURCHAM, M.D. <i>Radiologist</i>
F. W. HUBBELL <i>Pres., Equitable Life Ins. Co. of Iowa</i>
E. J. LINDHARDT <i>President, National By-Products, Inc.</i>
S. F. MCGINN <i>Secy., Tangney McGinn Hotels</i>
E. T. MEREDITH, JR. <i>V. P., Meredith Publishing Co.</i>
SHIRLEY PERCIVAL <i>Pres., Green Colonial Furnace Co.</i>
RUSSELL REEL <i>President, Yellow Cab Co.</i>
R. R. ROLLINS <i>Real Estate and Investments</i>
J. F. ROSENFELD <i>Attorney</i>
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B. F. KAUFFMAN <i>President</i>
J. W. HUBBELL <i>Vice President</i>
S. C. PIDGEON <i>Vice President</i>

OTHER OFFICERS

C. W. MESMER <i>Vice President</i>	A. F. ERICKSON <i>Assistant Cashier</i>
F. C. ATKINS <i>Vice Pres. and Cashier</i>	G. A. MOECKLY <i>Assistant Cashier</i>
L. NEVIN LEE <i>Vice President</i>	<i>Mgr. Personal Loan Dept.</i>
F. S. LOCKWOOD <i>Secy. and Trust Officer</i>	S. G. BARNARD <i>Assistant Secretary</i>
WM. ELLISON <i>Assistant Cashier</i>	J. B. MONAHAN <i>Assistant Cashier</i>

Member Federal Deposit Insurance Corporation • Member Federal Reserve System



Statement of Condition

As of December 31, 1946

RESOURCES

Cash and Due from Banks.....	\$ 31,328,042.53
*U. S. Government Securities.....	55,032,873.84
State, County and Municipal Securities.....	2,175,833.33
Federal Reserve Bank Stock.....	150,000.00
Other Bonds and Securities.....	669,743.39
Loans and Discounts.....	19,225,602.39
Interest Earned but Not Collected.....	206,244.09
Bank Premises.....	935,000.00
Furniture, Fixtures and Vaults.....	1.00
Overdrafts.....	646.84
Customers Liability on Letters of Credit and Acceptances..	23,818.00
	<hr/>
	\$109,747,805.41

* \$9,557,424.41 U. S. Government Securities Pledged to Secure Public Funds, Trust Department Funds and War Loan Deposit Account.

LIABILITIES

Capital Stock — Common.....	\$ 2,500,000.00
Surplus.....	2,500,000.00
Undivided Profits.....	313,683.02
General Reserve.....	635,000.00
	<hr/>
	\$ 5,948,683.02
Reserve for Interest, Taxes and Other Expenses.....	227,627.45
Interest Collected but Not Earned.....	64,368.17
Bank Liability on Letters of Credit and Acceptances.....	23,818.00
Deposits.....	103,483,308.77
	<hr/>
	\$109,747,805.41

*A Strong, Dependable
Correspondent Connection*

**IOWA-DES MOINES NATIONAL BANK
& TRUST COMPANY**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION