

NORTHWESTERN *Banker*

JULY, 1947



State Banking Conventions

—Pages 22, 24, 28

JOHN D. GOODLOE, RFC CHAIRMAN, TESTIFIES—See Page 15

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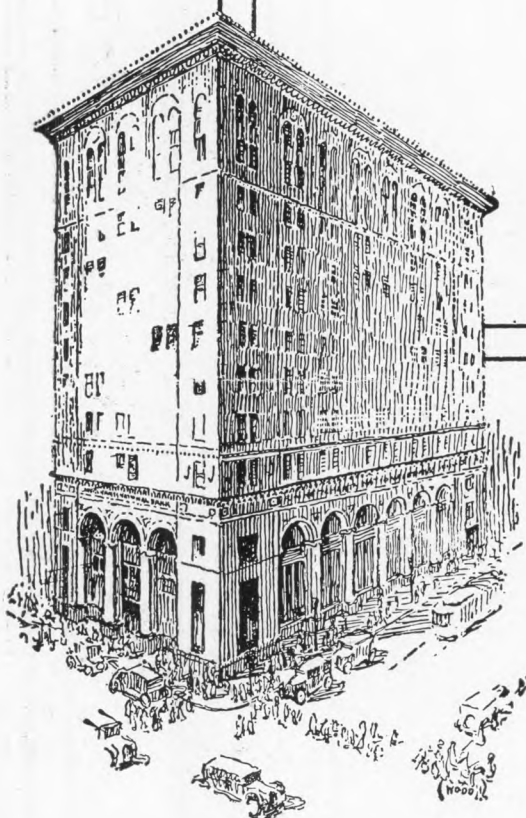
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WALLACE S. HAMILTON, Building Manager

Cedar Rapids Iowa

Member Federal Deposit Insurance Corporation



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A REACTION THAT SPREADS AND SPREADS

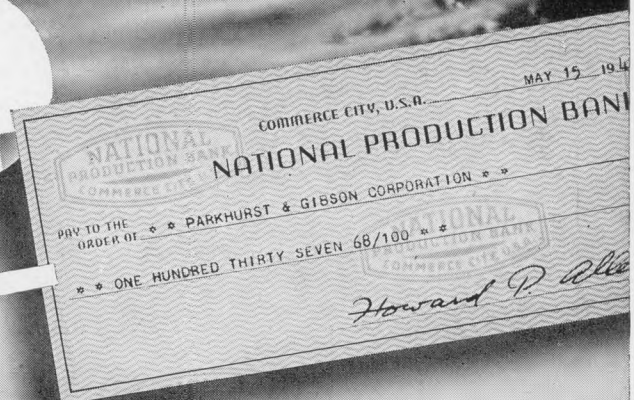
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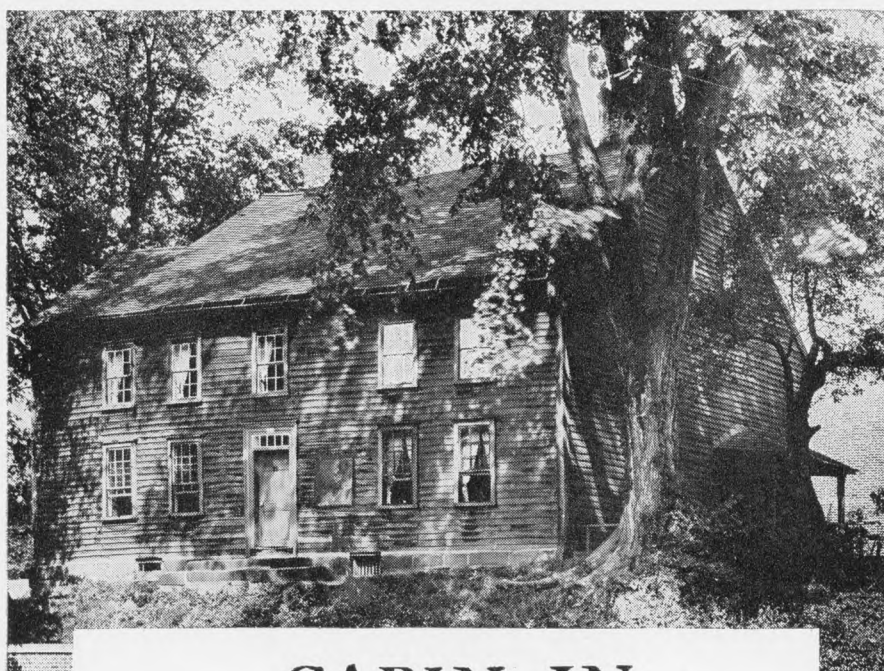
You are cordially invited to visit us at your convenience. We will be glad to show you how deposits are processed to insure maximum speed of presentation.

BANKERS TRUST COMPANY

NEW YORK

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION





CABIN IN CAMPUS MARTIUS

HOSTILE INDIANS were still attacking settlers in 1788 when the vanguard of forty-eight members of the Ohio Company arrived at the Muskingum River to establish the first officially sanctioned settlement in the Northwest Territory. Thus the chief concern of these cautious veterans of the Revolution was to build a fortification for the protection of the rest of the group and their families who were to follow at a later date. As their leader, General Rufus Putnam, wrote in his memoirs, "I was fully persuaded that the Indians would not be peaceable very long — hence the propriety of immediately erecting a cover for the Emigrants who were soon expected."

As a fortification, the settlers constructed a stockade in the form of a hollow square, occupying some eight acres, with two-story cabins along the sides and blockhouses at the corners.

General Putnam's own cabin adjoined the southeast blockhouse and consisted of two rooms downstairs and two upstairs. His family joined him there in November, 1790.



The Father of Ohio

The settlers named their new town Marietta in honor of Queen Marie Antoinette; for their fortress they chose the classical name of Campus Martius which was taken from the drill field of ancient Rome.

The superintendent of the colony was General Putnam who had been chief engineer of the army during the Revolution, designer of the fortifications at West Point and moving spirit in the establishment of the Ohio Company. From surviving papers it is evident that he was required to arbitrate all sorts of questions, calling for humor as well as good

judgment. This, for instance, was an order on a store for the relief of a bereaved Indian woman: "Please to Deliver the widow of the murdered Indian Such goods as she shall choose to wipe away her Tears to the amount of Five Dollars."

During the five years of the Indian war the residents of Campus Martius remained safe from attack within their fort. The more daring men ventured out to farm, hunt game and scout for Indians; some lost their lives in such forays but the Marietta people killed very few Indians. In the words of their General Putnam, "Providence



The living room today, furnished in the style of Putnam's period

so ordered that in the course of the War we obtained two Indian Schelds, & believe we killed a third."

After the war Putnam enlarged his cabin in Campus Martius and continued to make his home there until his death in 1824. It stands today in its original form in a wing of the Campus Martius State Memorial Museum in Marietta. Appropriately, the one house to be preserved from the state's early days is that of the man who has been called the Father of Ohio.

The Home, through its agents and brokers, is America's leading insurance protector of American Homes and the Homes of American Industry.

☆ **THE HOME** ☆
Insurance Company
NEW YORK
FIRE • AUTOMOBILE • MARINE

THE CHASE NATIONAL BANK

OF THE CITY OF NEW YORK

STATEMENT OF CONDITION, JUNE 30, 1947

RESOURCES

Cash and Due from Banks	\$1,113,745,115.62
U. S. Government Obligations.	2,168,562,691.23
State and Municipal Securities	90,286,043.16
Other Securities	167,465,578.51
Loans, Discounts and Bankers' Acceptances	1,203,007,457.14
Accrued Interest Receivable	10,326,383.08
Mortgages	11,238,282.40
Customers' Acceptance Liability	7,128,284.71
Stock of Federal Reserve Bank.	7,950,000.00
Banking Houses	31,848,639.55
Other Assets	2,718,654.85
	<u>\$4,814,277,130.25</u>

LIABILITIES

Capital Funds:	
Capital Stock.	\$111,000,000.00
Surplus	154,000,000.00
Undivided Profits	52,316,584.36
	\$ 317,316,584.36
Dividend Payable August 1, 1947	2,960,000.00
Reserve for Contingencies	16,448,721.84
Reserve for Taxes, Interest, etc.	12,291,312.47
Deposits	4,445,081,221.35
Acceptances Outstanding . . . \$ 10,936,699.47	
Less Amount in Portfolio. . . 3,192,082.49	7,744,616.98
Liability as Endorser on Acceptances and Foreign Bills	1,361,007.39
Other Liabilities	11,073,665.86
	<u>\$4,814,277,130.25</u>

United States Government and other securities carried at \$312,669,070.00 are pledged to secure public and trust deposits and for other purposes as required or permitted by law.

Member Federal Deposit Insurance Corporation

CROCKER FIRST NATIONAL BANK

OF SAN FRANCISCO

SAN FRANCISCO

OAKLAND



Condensed Statement at close of business June 30, 1947

Resources

Cash and Sight Exchange	\$71,998,879.27	
Securities—Unpledged		
United States Bonds	\$142,104,975.70	
State and Municipal Bonds	9,647,656.94	
Other Bonds	2,127,063.59	153,879,696.23
*Securities—Pledged		
United States Bonds to Secure War Loan		
Deposit Account	8,000,000.00	
United States Bonds—To secure Trust De-		
posits and deposits of Public Funds	22,333,000.00	
Other Bonds to Secure Deposits	479,000.00	
United States Bonds—To qualify for		
Fiduciary Powers	600,000.00	31,412,000.00
Loans on Real Estate	20,352,124.28	
Loans and Discounts	43,397,585.56	63,749,709.84
Capital Stock in Federal Reserve Bank		480,000.00
Customers' Liability under Letters of		
Credit and Acceptances		650,817.75
Bank Premises Owned		3,075,202.77
Other Resources		189,118.80
		\$325,435,424.66

Liabilities

Capital	\$ 6,000,000.00	
Surplus	10,000,000.00	
Undivided Profits	3,618,466.67	
Reserve for Dividend Payable July 1, 1947	210,000.00	
Reserve for Taxes and Interest	783,344.39	
Letters of Credit and Acceptances	650,817.75	
Deposits:		
War Loan Deposit Acct.	\$ 1,072,938.29	
Trust Deposits	5,765,600.09	
Other Secured Deposits	11,727,511.43	
Total Secured Deposits	\$ 18,566,049.81	
Time Deposits	1,259,211.10	
Savings Deposits	81,426,506.18	
Demand Deposits	202,399,029.57	
		303,650,796.66
Other Liabilities		521,999.19
		\$325,435,424.66

DIRECTORS

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*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.

Member Federal Deposit Insurance Corporation



CENTRAL HANOVER

BANK AND TRUST COMPANY

NEW YORK

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*Attorney
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President, J. P. Stevens & Co., Inc.

HENRY P. TURNBULL
Montclair, New Jersey

WILLIAM WOODWARD
New York, N. Y.

Statement of Condition, June 30, 1947

ASSETS

Cash and Due from Banks	\$ 386,393,239.86
U. S. Government Securities	688,952,210.80
State and Municipal Securities	48,030,972.67
Other Securities	14,648,762.58
Loans and Bills Purchased	407,570,502.53
Real Estate Mortgages	5,253,912.61
Banking Houses	12,224,009.00
Interest Accrued	3,066,808.56
Customers' Liability on Acceptances Outstanding	1,946,426.07
Total	\$1,568,086,844.68

LIABILITIES

Capital	\$21,000,000.00
Surplus	80,000,000.00
Undivided Profits.	24,155,236.79
Reserves:	
Taxes, Interest, etc.	8,182,761.76
Dividend:	
Payable July 1, 1947	1,050,000.00
Acceptances	\$ 5,389,225.40
In Portfolio	3,441,355.04
Deposits	1,431,750,975.77
Total	\$1,568,086,844.68

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

U. S. Government Securities \$19,426,814.54

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST COMPANY OF CHICAGO

Statement of Condition, June 30, 1947

RESOURCES

Cash and Due from Banks.....	\$ 571,561,779.50
United States Government Obligations.....	1,316,616,021.75
Other Bonds and Securities.....	47,591,813.68
Loans and Discounts.....	417,745,166.60
Stock in Federal Reserve Bank.....	3,600,000.00
Customers' Liability on Acceptances.....	651,663.59
Income Accrued but Not Collected.....	6,154,480.58
Banking House.....	10,350,000.00
	<u>\$2,374,270,925.70</u>

LIABILITIES

Deposits.....	\$2,185,408,381.53
Acceptances.....	651,663.59
Reserve for Taxes, Interest, and Expenses.....	10,747,382.79
Reserve for Contingencies.....	18,110,503.23
Income Collected but Not Earned.....	298,930.42
Capital Stock.....	60,000,000.00
Surplus.....	60,000,000.00
Undivided Profits.....	39,054,064.14
	<u>\$2,374,270,925.70</u>

United States Government obligations and other securities carried at \$339,701,900.08 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, July, 1947



The advertisement reproduced below appeared recently
in New York City Metropolitan Newspapers.

MONEY...at work for you...

A BANK STATEMENT is a special kind of mirror. In it you can see reflected the business and private life of your community.

You can see people turning to the bank for backing in business opportunities...for help in building homes...for aid when sickness comes. You can see men and women bringing hard-earned dollars to the bank for safe keeping.



Then there are other things you



can see, too. How the bank buys bonds and thereby helps finance the operations of the Federal Government, the State, the City! How the bank pays taxes! How the

bank helps make it possible for industry to produce the goods you want and need! How the bank joins hands with other banks all over the world so that people in different towns, different states, and different nations can trade with one another!

In the statement below, you see reflected the story of our bank and our more than 1,000,000 customers. It is a picture of money at work for depositors, borrowers, and the community as a whole. It is the picture of a robust, thriving service institution ready to serve you at all times whether your needs be great or small.



Harvey D. Gibson
PRESIDENT

CONDENSED STATEMENT OF CONDITION

as at close of business June 30, 1947

RESOURCES

Cash and Due from Banks	\$ 536,619,548.88
U. S. Government Securities	1,175,263,724.35
U. S. Government Insured F. H. A. Mortgages	3,370,433.23
State and Municipal Bonds	32,537,853.19
Stock of Federal Reserve Bank	2,475,000.00
Other Securities	22,776,782.02
Loans, Bills Purchased and Bankers' Acceptances	450,415,149.03
Mortgages	13,662,496.80
Banking Houses	10,159,053.04
Other Real Estate Equities	262,100.73
Customers' Liability for Acceptances	5,048,547.08
Accrued Interest and Other Resources	7,320,901.86
	<u>\$2,259,911,590.21</u>

LIABILITIES

Capital	\$41,250,000.00
Surplus	41,250,000.00
Undivided Profits	38,798,074.65
Reserve for Contingencies	\$ 121,298,074.65
Reserves for Taxes, Unearned Discount, Interest, etc.	9,837,867.75
Dividend Payable July 1, 1947	8,124,818.56
Outstanding Acceptances	1,237,500.00
Liability as Endorser on Acceptances and Foreign Bills	6,243,971.68
Deposits	166,664.00
	<u>2,113,002,693.57</u>
	<u>\$2,259,911,590.21</u>

United States Government and other securities carried at \$38,690,694.95 are pledged to secure U. S. Government War Loan Deposits of \$10,635,413.73 and other public funds and trust deposits, and for other purposes as required or permitted by law.

DIRECTORS

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EDGAR S. BLOOM
Chairman, Atlantic, Gulf and West Indies Steamship Lines
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FREDERICK GRETSCH
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Manufacturers Trust Company

Head Office: 55 Broad Street, New York 15, N. Y.
75 COMPLETE BANKING OFFICES IN GREATER NEW YORK
Member Federal Deposit Insurance Corporation

Harris Trust and Savings Bank

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

115 WEST MONROE STREET, CHICAGO



Statement of Condition

June 30, 1947

Resources

Cash on Hand and Due from Banks	-	-	-	\$119,231,444.89
U. S. Government Securities	-	-	-	165,587,504.21
State and Municipal Securities	-	-	-	26,720,588.07
Other Bonds and Securities	-	-	-	13,639,073.69
Loans and Discounts	-	-	-	166,934,082.60
Federal Reserve Bank Stock	-	-	-	600,000.00
Customers' Liability on Acceptances and Letters of Credit	-	-	-	1,877,472.02
Accrued Interest and Other Resources	-	-	-	2,219,343.83
Total	-	-	-	\$496,809,509.31

Liabilities

Capital	-	-	-	\$ 8,000,000.00
Surplus	-	-	-	12,000,000.00
Undivided Profits	-	-	-	5,692,337.21
General Contingency Reserve	-	-	-	6,755,700.43
Reserve for Taxes, Interest, Etc.	-	-	-	3,629,691.07
Acceptances and Letters of Credit	-	-	-	1,877,472.02
Demand Deposits	-	-	-	\$416,278,490.95
Time Deposits	-	-	-	42,575,817.63
Total	-	-	-	\$496,809,509.31

United States Government Obligations and Other Securities carried at \$31,672,777.68 are pledged to secure Public and Trust Deposits and for other purposes as required or permitted by law.

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 Chicago
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ARTHUR B. HALL Hall & Ellis
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PAUL S. RUSSELL President
WILLIAM P. SIDLEY Sidley, Austin, Burgess & Harper
HAROLD H. SWIFT Vice-Chairman of Board, Swift & Co.
STUART J. TEMPLETON Wilson & McIlvaine
FRANK H. WOODS Chairman, Addressograph-Multigraph Corp.

THE NATIONAL CITY BANK OF NEW YORK

1812 — 135th ANNIVERSARY — 1947

Head Office · 55 WALL STREET · New York



Condensed Statement of Condition as of June 30, 1947

Including Domestic and Foreign Branches But Not Including The Affiliated City Bank Farmers Trust Company

(In Dollars Only—Cents Omitted)

ASSETS

Cash and Due from Banks	\$1,301,215,569
United States Government Obligations (Direct or Fully Guaranteed)	2,154,497,314
Obligations of Other Federal Agencies	25,678,216
State and Municipal Securities	217,046,678
Other Securities	93,843,901
Loans, Discounts, and Bankers' Acceptances ..	1,181,679,629
Real Estate Loans and Securities	3,096,927
Customers' Liability for Acceptances	13,366,224
Stock in Federal Reserve Bank	6,900,000
Ownership of International Banking Corporation ..	7,000,000
Bank Premises	28,898,069
Items in Transit with Branches	7,528,414
Other Assets	3,494,982
Total	\$5,044,245,923

LIABILITIES

Deposits	\$4,720,475,216
(Includes United States War Loan Deposit \$22,664,132)	
Liability on Acceptances and Bills ..	\$27,065,226
Less: Own Acceptances in Portfolio	11,711,035
	15,354,191
Reserves for:	
Unearned Discount and Other Unearned Income	4,695,686
Interest, Taxes, Other Accrued Expenses, etc.	33,034,529
Dividend	4,650,000
Capital	\$77,500,000
Surplus	152,500,000
Undivided Profits	36,036,301
Total	\$5,044,245,923

Figures of Foreign Branches are included as of June 25, 1947, except those of the Dairen Branch which are prior to the outbreak of the War, but less reserves.

\$266,372,976 of United States Government Obligations and \$2,588,219 of other assets are deposited to secure \$218,225,035 of Public and Trust Deposits and for other purposes required or permitted by law.

(Member Federal Deposit Insurance Corporation)

DIRECTORS

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Chairman of the Board

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Vice-Chairman of the Board

WM. GAGE BRADY, JR.
President

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GUY CARY
Shearman & Sterling & Wright

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Chairman of the Board, The National Cash Register Company

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THE NEW YORK TRUST COMPANY

100 BROADWAY

MADISON AVENUE AND 40TH STREET • TEN ROCKEFELLER PLAZA

CONDENSED STATEMENT OF CONDITION JUNE 30, 1947

ASSETS

Cash and Due from Banks.....	\$170,918,700.88
United States Government Obligations.....	261,367,214.37
Other Bonds and Securities.....	22,393,758.63
Loans and Discounts.....	240,574,766.62
Real Estate Bonds and Mortgages.....	76,487.15
Customers' Liability for Acceptances.....	2,225,308.57
Interest Receivable and Other Assets.....	2,088,234.04
	<u>\$699,644,470.26</u>

LIABILITIES

Capital.....	\$15,000,000.00
Surplus.....	35,000,000.00
Undivided Profits.....	<u>13,574,634.82</u>
General Reserve.....	3,694,884.90
Dividend Payable July 1, 1947.....	600,000.00
Acceptances.....	2,650,162.25
Reserve for Taxes and Other Liabilities.....	4,105,343.49
Deposits.....	<u>625,019,444.80</u>
	<u>\$699,644,470.26</u>

United States Government obligations carried at \$12,694,546.83 in the above statement are pledged to secure United States Government deposits of \$5,791,111.12 and other public and trust deposits and for other purposes required by law.

TRUSTEES

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Bushby & Palmer
JOHN E. BIERWIRTH
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Goldmark & Loeb
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"The only company engaged in Field Warehousing with an office in Iowa"

Dear Editor



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

"Close Thursday Afternoons"

"At a meeting of the Buchanan County Bankers Association held in Jesup, Iowa, a resolution was adopted whereby all the banks in the county will close at noon for a one-half day holiday on each Thursday for the period Thursday, June 5 to Thursday, October 2, inclusive.

"The following banks of Buchanan County will observe this Thursday-afternoon closing: Farmers State Savings Bank, Independence; Security State Bank, Independence; Rowley Savings Bank, Rowley; Fairbank State Bank, Fairbank; Farmers State Bank, Jesup, and Winthrop and Lamont offices of Farmers State Savings Bank, Independence."

C. E. Stewart, President,
Buchanan County Bankers
Association, Jesup, Iowa.

"The Oldest College"

"Thank you very much for your letter as well as your editorial comments in the June issue of the NORTHWESTERN BANKER. Since I attended Grinnell College, the oldest college 'west of the Mississippi', it is hardly

(Turn to page 84, please)

ON THE COVER

The picture on the cover shows John D. Goodloe, chairman of the Reconstruction Finance Corporation, testifying before the House Banking and Currency Committee. He told congressmen that extension of the RFC was necessary for the "general economic stability of the country," and presented a revised draft of proposed legislation to continue this branch of government.

Mr. Goodloe was born in Richmond, Kentucky, in 1908, and his early business career was with newspapers in Richmond, Lexington, and Louisville. His first appearance in Washington was in 1931, when he became an attorney for the Federal Farm Board. He later was counsel for the Commodity Credit Corporation. His first connection with the Reconstruction Finance Corporation was in 1941, when he became executive assistant to the chairman of the corporation.

NORTHWESTERN Banker

DES MOINES

Oldest Financial Journal West of the Mississippi • 52nd Year • No. 720

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NORTHWESTERN BANKER

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

CLIFFORD DE PUY
Publisher

RALPH W. MOORHEAD
Associate Publisher

HENRY H. HAYNES
Editor

BEN J. HALLER, JR.
Associate Editor

MALCOLM K. FREELAND
Associate Editor

ELIZABETH COLE
Advertising Assistant

HAZEL C. HADLEY
Auditor

SADIE E. WAY
Circulation Department

PAUL W. SHOOLL
Field Representative

JOSEPH W. FRANKS
Field Representative

NEW YORK OFFICE

Frank P. Syms, Vice President, 505 Fifth Ave., Suite 1806 MURRAY HILL 2-0326

DE PUY PUBLICATIONS: Northwestern Banker, Underwriters Review,
Iowa-Nebraska Bank Directory.

Northwestern Banker, July, 1947



Across the Desk From the Publisher

Dear Jesse Jones:

A number of prominent economists and a few industrialists have been saying that if we have a depression, we will talk ourselves into it, but we are glad to have you say **"I do not believe we can talk ourselves into a depression."**

As former Chairman of the Reconstruction Finance Corporation, your judgment on the business outlook is certainly worth considering.

You gave several reasons why you, **"see no possibility of a depression in the near future,"** and cited 6 specific reasons why you believe business should continue to prosper.

1. **"There is urgent necessity of construction work of every character.**

2. **"Most public utilities have improvement or expansion programs.**

3. **"Railroads, highway construction, public schools, hospitals and civic improvements generally are far behind.**

4. **"Industry is having to replace outmoded and inefficient buildings and equipment.**

5. **"Altogether, there is so very much to be done, which necessarily has been neglected for the past half dozen years, that business should be good for quite some time.**

6. **"Furthermore, our banks and financial institutions are in excellent condition and there is, of course, no lack of credit from private sources for most purposes."**

We certainly believe these points are well made, Mr. Jones, but we also feel that a better mental attitude and better business psychology will also be helpful in achieving a continuance of good business and prosperous conditions.

Thank you, Mr. Jones, for your prediction of better times ahead and personally we agree with what you say.

Dear Harry "Veto" Truman:

Apparently you think it is more blessed to veto than to cooperate with members of Congress. First you veto the tax bill and then you veto the labor bill. The tax bill did not become a law because your veto was sustained, but with the labor bill, your veto was overridden by a vote of 331 to 83 in the House and by a vote of 68 to 25 in the Senate.

In your letter to Senator Alben Barkley which you issued just before the labor vote was taken on your veto message you said:—**"I wish to reaffirm my sincere belief that the labor bill will do serious harm to our country."**

Certainly, Mr. President, when it comes to doing "serious harm to our country," the Wagner Labor Act has given us a pretty sad and sorry example of how the affairs of labor should be run.

For your information, Mr. Truman, may we suggest that you take a look at the strike record of the past 3 years in this country. Here is the "Strike Record" and "Man Days Idle" for the last 3 years as reported in "Labor Review" published by the United States Department of Labor, Washington, D. C.

Strikes	Man Days Idle
1944—4,694	8,336,000
1945—4,616	30,307,000
1946—4,335	107,475,000

After looking at these figures showing "Man Days Idle" which increased from over 8 million in 1944 to over 107 million in 1946, you must admit there was something wrong with the labor laws as they did exist, and that something should be done about them.

The new Taft-Hartley Bill is now a law and no-one says it is perfect, not even its sponsors, but they do say, that where injustices may occur that the law can be modified, changed and amended.

If you vetoed the "Labor Bill" because you are "after votes" for your 1948 campaign, may we remind you that much of the public and also many labor union members favored legislation which would put a "curb" on some of the activities of the labor leaders.

Here are the Gallup Poll reports to prove our points:

1. Over 66 per cent of the people favor the open shop as opposed to the closed shop.

2. More than 84 per cent of the public and 80 per cent of the union members favor the idea of making unions financially accountable, by reporting the money they collect and spend.

3. Featherbedding or make-work policies are opposed by the public, and in the recent 5 to 3 Supreme Court decision the Lea law or "anti-Petrillo" law was upheld, thus preventing radio stations from being compelled to hire "standby musicians" when they were not needed for the production of musical programs.

"President Veto," you have misjudged the temper of the times. People want fair play on both sides—on the *side of labor and capital*.

The American workman is the highest paid in the world and we are glad of it because our prosperity depends on his purchasing power, but the abuses of labor and capital must not be tolerated.

Today the percentage of wages and salaries to national income is about 70 per cent and the percentage of dividends to national income is about 2.8 per cent.

So, "Mr. Veto," we say you might as well enjoy the remaining months in the White House as best you can, because there will be a new occupant for the Presidency in November, 1948.

Dear Father Uselio Zappaterena:

Since we are now endeavoring to promote more friendly relations with Argentina (we are suckers for cooperating with crooks), your speech which you made in Buenos Aires is most revealing.

We understand that the Argentine government asked you to leave the country within 24 hours after the speech was made, but nevertheless it indicates what you thought of democracy and the United States when you said, "**Democracy is defunct and dead. It is a 'madame' in a house of prostitution. Mussolini was the hero of all right-thinking people. We should give a salute to 3 great men, Hitler, Mussolini and Franco.**"

We understand, Father Zappaterena, you were at one time Benito Mussolini's confessor, and if he really told you the truth when he confessed, we should think that would be enough to convince you that a dictatorship such as he carried on in Italy could not succeed in the long run.

As far as democracy being dead and defunct is concerned, it still seems to be the one form of government which is now and has in the past produced the greatest wealth for the greatest number.

When it comes to comparing democracy to a 'madame' in a house of prostitution, we are sorry

that we have not had enough experience with 'madames' to debate this subject, so we'll simply have to take your word for this comparison.

However, Father Zappaterena, we would like to present for your consideration what we think are the 4 greatest political and piratical prostitutes of all times.

1. Adolph Hitler.
2. Benito Mussolini.
3. Emperor Hirohito.
4. Francisco Franco.

We might say that perhaps the time will come when your friend **Josef Stalin** will be included in the list.

Anyway, democracy is not dead and if for any reason it should die, it will die not alone from forces without, but because of vipers and demagogues who destroy it from within.

Dear Allan Sprout:

As President of the Federal Reserve Bank of New York, we read with considerable interest your recent article on the policy of the Reserve system since the war.

One of your statements which we think should be further emphasized and given additional consideration is this:

"It is high time that we again took stock of the world situation and of our position in it, for admittedly the schedules originally set down for the post-war period are not being met. It is reassuring to know that the Government has taken cognizance of this problem, and that the Secretary of State has called for a world-wide survey of economic conditions to determine what are the present demands upon the United States for reconstruction aid. In the light of that survey we shall have to determine how those demands can best be met, and what will be the repercussions in our domestic situation."

If a country refuses to cooperate with the United States in our attempt to establish a plan where self determination is the outstanding factor and refuses to follow this program, then it is absurd for us to pour billions of dollars down a political rat hole.

We are now spending our Federal money at the rate of \$4,280,000 per hour. Today taxes take 25 per cent of our income while formerly 5 per cent was sufficient to cover our expenses.

Clifford DePuy

Northwestern Banker, July, 1947

Central

National Bank and Trust Company

Fifth and Locust Street — Des Moines

STATEMENT OF CONDITION AT CLOSE OF BUSINESS JUNE 30, 1947

ASSETS

Cash and due from Federal Reserve and other banks	\$25,704,746.67	
United States Governmental Securities ..	27,039,464.24	
Obligations of United States Governmental Agencies	1,754,835.67	\$54,499,046.58
Municipal Securities	7,117,228.88	
Market Bonds	747,838.27	
Loans and Discounts	26,897,636.26	
Overdrafts	8,805.58	
Stock Federal Reserve Bank	75,000.00	
Accrued Interest Receivable	207,237.40	
Prepaid Insurance Premiums and Other Expense	20,992.12	
Bank Premises and Equipment	524,989.74	
TOTAL		\$90,098,774.83

LIABILITIES

Common Stock	\$ 1,250,000.00	
Surplus	1,250,000.00	
Undivided Profits	786,267.30	
Other Reserves	812,362.36	\$ 4,098,629.66
Reserves for Taxes, Interest and Other Expense	186,151.44	
Discount Collected	179,564.43	
Deposits	85,634,429.30	
TOTAL		\$90,098,774.83

U. S. Government and other securities carried at \$6,510,894.67 are pledged to secure U. S. War Loan Deposit account, Public Funds, and Trust Department Funds.



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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, July, 1947

News and Views

OF THE BANKING WORLD

By Clifford De Puy

WINTHROP W. ALDRICH, chairman of the Chase National Bank of New York, and president of the International Chamber of Commerce, in speaking before their meeting in Montreux, Switzerland, said, "Europe does not need to fear that an American postwar corrective recession will degenerate into a depression. The United States is well aware of its strategic role in the world economy, of the need to have an economy free from exaggerated boom and deep depression, of the need to import the products of other nations, and of the need to share in the economic rehabilitation of the world."

"To adopt state planning and controls in an effort to escape recession is to substitute stagnation for progress. The economy becomes overburdened by the unproductive labor of a growing multitude of government officials and becomes entangled in the web of bureaucratic control."

Ashton Carhart, vice president of the First National Bank of Minneapolis, visited his mother at Sheffield, Iowa, last month and stopped at the NORTHWESTERN BANKER office to say hello on his way back home.

Mr. Carhart graduated from Grinnell and later received his degree from the Harvard Business School in 1929 and has been associated with the First National Bank since that time.

Solomon A. Smith, president of the Northern Trust Company of Chicago, is a great believer in music and, in fact, his own institution has a mixed chorus composed of 75 of the bank's staff which recently held its annual spring concert at Chicago's Eighth Street Theatre.

In addition to the concert, the chorus was heard over WGN on "The Northerners" which is the bank's 16 year old radio program.

Swayne P. Goodenough, president of the Financial Advertisers Association and vice president of the Lincoln Rochester Trust Company of New York, in a recent letter to members of the association made this very important statement: "Most of our problems in business and banking, we are coming to realize, have to do chiefly with human relationships. What people think is extremely important to us. The effort to guide that thought along

constructive lines, making it an asset rather than a liability, has become the objective of intelligent leadership in banking and business."

Halstead M. Carpenter, cashier of the Monticello State Bank, Monticello, Iowa, and his committee really fixed up a "liquid emporium" at the Anamosa Country Club when Group 8 met in that city.

At the extreme left of the picture is



"Milk Shakes Also Served"

H. W. Stuhler, vice president of the Monticello State Bank, and not President Harry Truman as you might think. Also, with his back to you and to the right of the bar is **Fred D. Cummings**, assistant cashier, Drovers National Bank, Chicago. Although the cow is wax, we assume that "chocolate milk shakes were also available."

Horace C. Flanigan, vice president of the Manufacturers Trust Company of New York, has been elected vice chairman of the board of directors. Mr. Flanigan joined the bank in 1931 as a director and vice president. He is a graduate of Cornell University and is a member of the university's board of trustees and also serves on the finance committee.

John C. Wright, president of the La Salle National Bank, and **Charles C. Kuning**, vice president of the American National Bank and Trust Company, both of Chicago, dropped in for a visit at the offices of the NORTHWESTERN BANKER when they were in the city last month attending the opening of the enlarged banking quarters of the Central National Bank and Trust Company.

Carl K. Withers, president of the National Bank Division of the American Bankers Association, reports that national banks in the United States put back 66 per cent of their total 1946 net profits, or some \$324,000,000, into capital.

The nearly 5,000 national banks in the 48 states and the District of Columbia had net profits of \$494,000,000 last year, of which only \$170,000,000 was paid out in dividends.

Total additions to capital by these institutions amounted to some \$493,000,000, only slightly less than net earnings, which brought the total capital structure of the national banking system to \$5,137,000,000 at the year-end.

Max von Schrader, president of the Union Bank and Trust Company of Ottumwa, went through two floods last month and said that if he had to face a third one he was going to build an ark and follow the life of Noah.

In a letter to the NORTHWESTERN BANKER Max said, "During the first flood the water got up to Second Street, which is the street the bank is on, and we had two feet of water in our basement."

"However, we soon got things dried out and came through the last flood with no water in our basement."

"The damage to south Ottumwa, however, is terrific, and it will be many years before Ottumwa recovers from the disaster."

Hugh C. Danforth, cashier of the First National Bank of Yankton, South Dakota, returned the middle of June after flying out to Los Angeles in order to drive his wife and two daughters back from Laguna Beach where they had spent the winter.

Charles Danforth, who is a director of the Mississippi Valley Association and secretary-treasurer of the Mississippi Valley Association, appeared in Washington recently before the Subcommittee of the House of Representatives to testify in favor of the Missouri Valley Development Plan.

James H. Clarke, assistant vice president of American National Bank and Trust Company of Chicago, has been elected vice president of the bank, and **J. M. Herrmann**, personnel director, and **C. A. Hemminger**, public relations

(Turn to page 86, please)

Is Clearing of Checks at Par Unconstitutional?

The Answer Is Based on a Recent Supreme Court Decision in Nebraska

Q. The state of Nebraska enacted a law which provided, generally speaking, that all checks drawn on any state bank there should be cleared at par by the bank on which they were drawn. Several of the state banks which had been making a small charge for clearing checks drawn on them through out-of-town banks sought to have the law declared unconstitutional on various grounds, one of them being that it caused the taking of property without due process of law. Was the statute unconstitutional?

No. The Nebraska Supreme Court in a recent decision involving the legislation in question held that the law was constitutional as a valid exercise of the police power of the state and that it did not deprive the banks of property without due process of law in that it did not compel them to make the clearances without compensation but simply told them that, if they did clear checks, they were not privileged to charge for their work.

Q. Morton, a retired Iowa banker, conveyed all of his funds and property to himself as trustee under a trust instrument which provided, ostensibly, that such property and funds would be held for the benefit of his wife and children. In the document it was stated, however, that it was wholly discretionary with him as to whether the beneficiaries should receive anything from the corpus or income of the trust. Was a valid and enforceable trust relationship created in such circumstances?

No. Where the amounts, if any, which the beneficiaries are to receive under a purported trust are wholly discretionary with the alleged trustee, the trust is too uncertain as a matter of law to be enforceable and it therefore is not valid.

Q. Smith lost \$5,000 in an illegal gambling transaction. He borrowed that amount from Brown, a banker,

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

and used it to pay the loss. In obtaining the loan Smith told Brown how he was going to use the money. Aside from this Brown had no knowledge, or connection with, the gambling transaction. Would Brown's knowledge of the utilization of the money prevent him from recovering a judgment at law for the loan?

No. It is no defense to an action to recover a loan that the defendant borrowed the money to use it in paying a loss incurred in illegal gambling, and that the plaintiff knew that fact, if the plaintiff did not otherwise participate in or further the gambling

enterprise. Decisions so holding may be found in Illinois, Kentucky, Louisiana, Minnesota, Mississippi, Missouri, Ohio, the federal courts and other jurisdictions. There is an early Pennsylvania case to the contrary.

Q. Suppose that, in the preceding question, Smith had borrowed the money from Brown before the loss and had told him that he was going to use it in gambling. Suppose further that Brown had no other knowledge regarding the matter and did not participate otherwise in it in any way. Could Brown recover as a general rule?

Yes, as a general rule. The holdings in these situations are similar to those above and state it is no defense to an action to recover a loan that the defendant borrowed the money intend-

(Turn to page 69, please)

Independent Bankers Elect



NEW OFFICERS INDEPENDENT BANKERS ASSOCIATION elected at the annual meeting in St. Louis included left to right: President, **L. B. McBride**, first vice president First National Bank, Fort Collins, Colorado; 1st Vice President, **Leo W. Seal**, second vice president Hancock Bank, Bay St. Louis, Miss.; 2nd Vice President, **E. E. Manuel**, president George State Bank, George, Iowa; Secretary, **Ben Du Bois**, Sauk Centre, Minn.; and Treasurer, **Harry Lee**, Bank of Long Prairie, Minnesota.

About 150 registered for the convention which was a very successful gathering.

Northwestern Banker, July, 1947

John Carlander Heads Minnesota Association

Over 1,000 Attend 57th Annual Convention

By BEN HALLER, JR.

Associate Editor

THE NORTHWESTERN BANKER

JOHN CARLANDER, president of the State Bank of Faribault, was installed as president of the Minnesota Bankers Association at the 57th annual convention which was attended by over 1,000 bankers last month in St. Paul. He was advanced from the vice presidency and succeeds **A. W. Sands**, president of the Western State Bank in St. Paul.

Other association officers elected were: Vice president, **M. O. Grangaard**, vice president, First National Bank, Minneapolis; treasurer, **C. E. Cadwell**, president, First National Bank, Farmington, and secretary, **Robert Pye**, Minneapolis.

Elected to the Council of Administration were: **D. Fay Case**, president Security State Bank, Cannon Falls; **W. A. Kramer**, treasurer Farmers & Mechanics Savings Bank, Minneapolis; **G. A. Redding**, president Windom State Bank, Windom, and **George N. Reppe**, president and cashier First State Bank, Grand Meadow.

Retiring President Sands was named a member of the executive council of the A.B.A. for a three year term following adjournment of the A.B.A. convention this fall. **H. C. Matzke**, president, City National Bank, Duluth, was selected as a member of the A.B.A. nominating committee to serve at the national convention this fall, and **Art**

Hoes, president, Security State Bank, Glencoe, was chosen alternate member.

State vice presidents to serve one year from date of the annual A.B.A. meeting this fall are: National Bank Division, **Don E. Crouley**, vice president, Northwestern National Bank, Minneapolis; Savings Division, **John de Laitre**, vice president and treasurer, Farmers and Mechanics Savings Bank, Minneapolis; State Bank Division, **Guy S. Bacon**, president, Empire State Bank, Cottonwood, and Trust Division, **Paul Ryerson**, vice president, First National Bank, Minneapolis.

A splendid group of speakers discussed subjects covering banking from the internal, local, public relations and national angles.

As a fitting climax, **Dr. George W. Crane**, physician and psychologist from Northwestern University, addressed the more than 1,100 attending the banquet on the topic, "America Needs More Horse Sense." In a straightforward, informal manner that kept his audience smiling and delighted, Dr. Crane gave logical support to his assertions that to accomplish the role of bringing about international peace, national unity, greater industrial production and all forms of local progressive life, Americans must first learn a few fundamentals of plain

old horse sense, which all leads to working at the task of developing a happy home life for one and all. When this is accomplished, Dr. Crane said, then a more satisfactory social life, and consequently, more satisfactory industrial progress will be made.

After **Morris M. Townsend**, director of the U. S. Savings Bond Division, reviewed the "Bond a Month Plan" currently being sponsored nationwide by banks, the next speaker, **C. W. Green**, told Minnesota bankers the how's and why's of "Public Relations and Its Part in Banking." Mr. Green is director of the public relations council for the A.B.A. He told the bankers that it doesn't make any difference what size town or city they live in, a public relations job can be done on every population level. The subject was broken down into three parts: 1. What do people believe? 2. Why do they believe what they do? 3. How can we change their opinions.

He gave substantiating evidence from surveys to show the American public has many completely false ideas about banking and then told bankers how they could promote better public relations for their bank and the banking industry by starting with children in schools and teaching them thrift; telling people what banks do

(Turn to page 51, please)

At the Minnesota Convention —→

MORE THAN 1,000 BANKERS AND THEIR WIVES jammed the Hotel St. Paul last month to attend the 57th annual convention of the Minnesota Bankers Association. On the opposite page are a few of those present at the meetings. Reading from left to right in each picture they are:

1. New officers of the Association—**C. E. Cadwell**, president First National, Farmington, treasurer; **A. W. Sands**, president Western State Bank, St. Paul, retiring president; **John Carlander**, president State Bank of Faribault, new president; **M. O. Grangaard**, vice president First National, Minneapolis, vice president, and **Robert E. Pye**, secretary Minnesota Bankers Association.

2. **T. F. Spreiter**, president Western State Bank, Marshall; **Mrs. L. L. Spreiter**, and **L. L. Spreiter**, executive vice president Security State Bank, Hector.

3. **E. D. Van Rhee**, national bank examiner, Minneapolis; **C. S. Morton**, vice president State Bank of Princeton; **R. E. Rodge**, president State Bank of Princeton, and **C. A. Lauritsen**, president Citizens State Bank, Tyler.

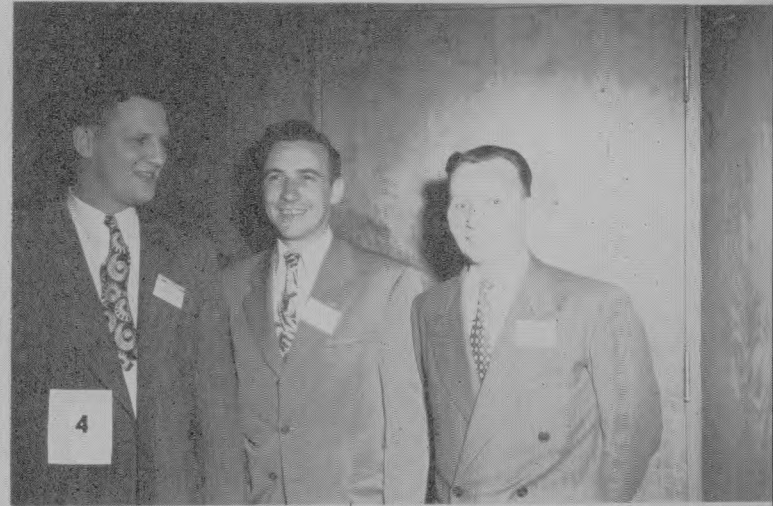
4. **Dick Peavey**, assistant cashier Stockyards National, South St. Paul; **Gay Klatt**, cashier Ogilvie State Bank, and **C. J. Gislason**, assistant cashier Farmers State Bank, Lyle.

5. **P. D. Beaulieu**, president Austin State Bank; **T. J. Beaulieu**, Graceville; **A. H. Haakenson**, vice president Austin State Bank, and **H. G. McConnell**, vice president Federal Reserve Bank, Minneapolis.

6. **H. J. Olson**, vice president and cashier Western National, Duluth; **C. W. Berglund**, vice president Bank of Commerce and Savings, Duluth, and **Charles H. Zabel**, director Peoples State Bank of Plainview and cashier Bank of Boyceville, Wisconsin.

7. **G. J. Johnson**, vice president American National, St. Paul; **S. R. Hammer**, executive vice president Exchange State Bank, Hills; **C. P. O'Brien**, acting assistant manager R.F.C., Minneapolis, and **S. O. Mithum**, president Exchange State Bank, Hills.

8. **Mrs. John Carlander**, Faribault; **Mrs. Robert E. Pye**, Minneapolis, and **Mrs. Frank Powers**, whose husband is president Kanabec State Bank, Mora.



Bismarck Scene of North Dakota Convention

F. A. Foley, of Rolla, Is Elected President

By **HENRY H. HAYNES**

Editor

THE NORTHWESTERN BANKER

F A. FOLEY, president, Rolette County Bank, Rolla, was elected president of the North Dakota Bankers Association at its annual convention held in Bismarck last month. Mr. Foley succeeds C. W. Burges, cashier of the Security National Bank of Edgeley, to that office.

Arne A. Gregor, president of the Farmers State Bank, Leeds, was named to the office of vice president of the association, while the new treasurer elected this year is H. D. Crosby, vice president and trust officer of the First National Bank, Fargo.

About 150 North Dakota bankers were registered at the meeting, with more than 200 attending the banquet. The meeting opened with a pre-convention stag party preceding the day of convention sessions, and a dance was held following the annual banquet, to conclude a day of seriousness and fun. Minot was selected as the convention city for 1948.

In his address to the members, President Burges asked bankers of North Dakota to aid veterans in every way possible—give them advice and loan them money when such loans are within the limits of good banking. Bankers should be active in soil conservation programs, he said. Mr. Burges

urged cooperation with the ABA in its several projects, stating that 75 per cent of the members in the American Bankers Association are small-town or country bankers.

As chairman of the association public relations committee, Clarke Bassett, president of the Merchants National Bank, Fargo, told of what his committee had accomplished during the past year, such as sponsorship of rural clubs of various kinds, helping the banker keep contact with his customers and prospects, cooperation with the local press, and the important elements of contact with customers by employees. His report was followed by an address by C. W. Green, director of public relations for the American Bankers Association, who told bankers the many things they can do in their communities to improve their relations with the public.

While there will be some recession following our war prosperity, any depression condition like occurred in the '30s is very remote, is the opinion of Fred G. Aandahl, governor of North Dakota, who addressed one of the sessions. People of North Dakota, said the governor, are going to spend some of their present savings for additional goods and services when these become

fully available, but will still be cautious about letting go of all of their accumulated cash.

At the election of North Dakota officers of the American Bankers Association, C. W. Burges was named to the executive council; Fred Irish, First National Bank, Fargo, member nominating committee, and C. C. Wattam, association secretary, alternate; E. D. Saltzman, First National, Bismarck, vice president, national bank division; I. G. Fisher, Liberty National Bank, Dickinson, savings division; Harry George, Bank of Steele, savings division, and Frank Scott, Merchants National, Fargo, trust division.

With 43 years as a country banker, C. W. Bailey, president of the American Bankers Association, says he gets to his bank at seven o'clock each morning, and there is a staff meeting called each morning for seven thirty. Other banks please note. The farmer, Mr. Bailey said, is the most important man in America—he should maintain a reserve at all times, and the banker should help the farmer to maintain a reserve. "Let's make our trade areas better because we are better bankers," said Mr. Bailey.

Resolutions adopted by North Dakota
(Turn to page 61, please)

At the North Dakota Convention —→

CONVENTIONEERS pictured on the opposite page were among those attending the 1948 annual convention of the North Dakota Bankers Association. Reading from left to right they are:

1—**Arne A. Gregor**, president Farmers State Bank, Leeds, and new vice president of the North Dakota Association; and **F. A. Foley**, president Rolette County Bank, Rolla, and new president of the Association.

2—**C. W. Bailey**, president of the American Bankers Association, congratulates another "C. W." on completion of a successful term of office—**C. W. Burges**, cashier Security National Bank, Edgeley, and retiring president of the North Dakota Association.

3—**Francis G. Ross**, vice president Chase National Bank, New York; **Larry Olson**, vice president Midland National Bank, Minneapolis; and **Fred J. Norton**, assistant cashier Chase National Bank.

4—**M. O. Grangaard**, vice president First National Bank, Minneapolis, and vice president Minnesota Bankers Association;

and **A. F. Fir**, assistant cashier Peoples & Enderlin State Bank, Enderlin.

5—**J. I. Hegge**, president Northwestern State Bank, Hillsboro; **Fred G. Aandahl**, governor of North Dakota; and **J. C. Hoffert**, president Foster County State Bank, and a member of the North Dakota banking board.

6—**N. I. Roop**, vice president First National Bank; **George M. Thompson**, assistant manager credit department Bank of North Dakota; **H. C. Bowers**, manager Bank of North Dakota; **T. W. Sette**, manager credit department, Bank of North Dakota; all of Bismarck, and members of the local convention committee.

7—**R. S. See**, North Dakota banking department, Bismarck; **Eva Goetz**, Bank of North Dakota, Bismarck; and **Merrill Predmore**, director agricultural section, U. S. Treasury saving bond division, Washington, D. C.

8—**B. A. Helland**, cashier First State Bank, Arthur; **A. H. Gilbertson**, cashier Security State Bank, Hunter; and **F. B. Heath**, president Dakota National Bank, Bismarck, and a member of the general convention committee.

Northwestern Banker, July, 1947



About Bankers You Know



H. M. BUSHNELL
President, United States National Bank, Omaha
"Keen intellect, and natural business ability"

HERBERT M. BUSHNELL, president of the United States National Bank of Omaha, is a man of quiet demeanor, keen intellect and an abundance of natural business ability. All three of these qualities have won a host of friends for him and the United States National Bank. One of Mr. Bushnell's pleasures comes from meeting people and it soon becomes apparent that along with his quiet manner, he possesses a rare sense of subtle humor.

Mr. Bushnell has been executive head of his bank since 1937. Now in its ninety-first year of service, the United States National Bank's growth has kept pace with increasing business activity in the midwest and at last report the bank's resources amounted to \$74,000,000.

Herbert Bushnell was born in Lincoln, Nebraska, July 1, 1893. He attended public schools, later receiving his law degree from the College of Law at the University of Nebraska. In 1919 he joined the United States National, successively moving from the investment department up to the position of trust officer, a vice presidency and finally the executive vice presidency before being elected president. He has been a director since 1928.

Phi Gamma Delta fraternity numbers Mr. Bushnell among its distinguished members. His attention to civic activities has been outstanding and among the more notable are his positions as Governor of the Knights of Ak-Sar-Ben, treasurer and a member of the executive committee of the Omaha Taxpayers Association, and member of the executive committee of the Greater Omaha Association. He is a director of the Chicago, Burlington & Quincy Railroad Company, the Omaha Printing Company and Roundup Coal Mining Company, Roundup, Montana.

Mr. Bushnell is a registered Republican. He is a member of the Omaha Country Club, Omaha Club and Omaha Athletic Club.

Northwestern Banker, July, 1947

Four Officers

S. Sloan Colt, president of Bankers Trust Company, New York, announced the promotion of Paul Bonyne, Jr., from assistant treasurer to assistant vice president.

At the same time he announced the election to assistant treasurer of C. W. Kreider, Everett Orr, Jr., and John Henry Schroeder.

Quarterly Dividend

The 198th consecutive quarterly dividend of The Northern Trust Company, Chicago, Illinois, was declared by the directors. This dividend of \$4.50 was payable on July 1, 1947, to stockholders of record June 17, 1947.

Correspondent Officer

Mercantile-Commerce Bank & Trust Company, St. Louis, Missouri, has announced the appointment of John F. Wilkinson as assistant vice president in the correspondent banks department of the bank.

Following graduation from the University of Oklahoma in 1923, Mr. Wilkinson entered the investment business in St. Louis, joined the investment division of Mercantile-Commerce in 1930, covering southern and southwestern states until 1941 when he was appointed sales manager of the bond department.

In his new connection with the correspondent banks department, Mr. Wilkinson will work primarily in the southern states.

Transfer

The directors of The First National Bank of Chicago, at a recent meeting directed the transfer of \$5,000,000 from undivided profits to surplus account. The capital of The First National Bank of Chicago is \$60,000,000, and with this transfer the surplus account is \$65,000,000.

Dividend

Directors of Union Bank & Trust Company of Los Angeles, California, at their June meeting declared the regular quarterly dividend of \$1.50 per share, payable July 1st to shareholders of record June 23rd. According to President Ben R. Meyer, this is the 123rd in a series of dividends paid uninterruptedly since March, 1917.

New Officers

Directors of California Trust Company, Los Angeles, owned by California Bank, recently elected F. K. Pollitt assistant trust officer and named C. J. Fuglaar treasurer. J. T. Matushak and F. J. Boulton were elected assistant secretaries and G. F. Rennie was elevated to assistant auditor.



STATEMENT OF CONDITION

June 30, 1947

RESOURCES

Loans and Discounts.....	\$ 22,900,873.31	
Overdrafts	583.39	
State and Municipal Bonds.....	9,652,314.82	
Other Bonds Bought for Investment.....	1,431,228.07	
Stock in Federal Reserve Bank.....	150,000.00	
Bank Office Building.....	436,500.00	
Furniture and Fixtures.....	1.00	
Income Earned But Not Collected.....	324,937.45	
Bonds of United States and Government Agencies.....	\$63,257,839.80	
Due from Federal Reserve Bank.....	20,424,493.97	
Cash and Sight Exchange.....	26,151,972.90	109,834,306.67
		<u>\$144,730,744.71</u>

LIABILITIES

Capital Stock	\$ 2,500,000.00	
Surplus	2,500,000.00	
Undivided Profits	1,966,585.02	
Reserve for Contingencies.....	889,495.61	
Accrued Taxes, Interest and Other Expenses.....	441,607.25	
Dividend Declared and Unpaid.....	50,000.00	
U. S. Government Deposits.....	\$ 1,924,092.92	
Deposits	134,458,963.91	136,383,056.83
		<u>\$144,730,744.71</u>

The Omaha National Bank

Member
Federal Deposit Insurance Corporation

Northwestern Banker, July, 1947

South Dakota Bankers Elect A. E. Dahl

350 Register for 55th Annual Convention

FROM start to finish, the 55th annual convention of the South Dakota Bankers Association, held in Sioux Falls last month was replete with practical ideas for better bank management. If any one word could be singled out to sum up the ideas offered it would be "work."

About 350 bankers registered for the convention, which included an evening of entertainment followed by a full day of business meetings. At the concluding session, **A. E. Dahl**, president, Rapid City National Bank, Rapid City, was elected president, and **J. M. Lloyd**, vice president, American State Bank, Yankton, was elected vice president.

Members of the executive council named at this meeting were: Group 1—**B. R. Laird**, vice president and cashier, Security State Bank, Tyndall (3-year term); Group 2—**T. S. Harkison**, president, National Bank of South Dakota, Sioux Falls (3-year term); Group 3—**P. V. Olson**, manager, Chamberlain branch, Northwest Security National Bank (2-year term); Group 5—**M. J. Twiss**, cashier, Security State Bank, Doland (2-year term), and Group 6—**Charles W. Christen**, president, First State Bank, Roscoe (1-year term, re-elected).

At the executive council meeting directly afterwards, **George M. Starring** was reappointed secretary-treasurer of the association.

State A.B.A. officers named were: Member nominating committee, **H. N. Thomson**, vice president, Farmers & Merchants Bank, Presho; alternate, **A. G. Berger**, cashier, Deuel County National Bank, Clear Lake. Vice presi-

dents National Bank Division, **J. W. Bryant**, vice president, Commercial Trust and Savings Bank, Mitchell; State Bank Division, **F. A. Olson**, president, Bank of Toronto; Trust Division, **John P. McQuillan**, vice president and trust officer, Northwest Security National Bank, Sioux Falls.

Pay Debts by Work

In delivering his address of welcome, **C. A. Christopherson**, chairman of the board, Union Savings Bank, Sioux Falls, struck the keynote of the convention when he said, "The only way to pay off our debt is in the same way our forefathers, the pioneers of this country did—by work."

In his talk "A New Selling Job for Business," **Dean R. F. Patterson** from the University of South Dakota business school, told bankers that business men have developed a balancing of rights and duties of business the past few decades, all within the framework of capitalism. Labor unions have realized their greatest growth in more recent years, he said, and have developed some sense of balancing of their rights and duties also. The next thing we must do, he said, is get big government to realize it is working for the people, not vice versa.

Bill Busk of the Milbank high school, delivered his contest winning speech, "Soil Erosion's Victim," reviewing soil damage done in past years, the outlook for farming if no conservation work is undertaken and listed these three ways to prevent erosion: (1) Save the topsoil, (2) save plant food in the soil, and (3) repair the damage already done.

Challenge to Banking

C. W. Bailey, president of the A.B.A., in his "Challenge to Banking" touched on this same subject when he said better farming methods have now proven that productivity of farm land can be increased 25 per cent through proper care and soil conservation. As a result, he said, this eliminates the necessity of farmers having to go into debt to buy more farm land to have the same amount of income. He outlined a five-point farm program in which bankers can assist:

1. Balanced farming program.
2. Payment of farm mortgage debt.
3. Creation of reserves of cash by farmers.
4. Building of reserve of soil through soil conservation.
5. Encouraging youth to remain agriculturally minded.

"South Dakota need have no fear of a future depression," Mr. Bailey explained, if a sound agricultural philosophy is followed with farmers becoming financially independent. The first step in this direction is payment of farm mortgages, and the next step is the proper balancing of farm products for the specific area in which the farm exists.

Over and beyond visualizing one's own bank and seeing that it is holding together and making money, Mr. Bailey said, it is a duty of bankers to analyze business in their communities and surrounding country and see if in relation to these other people, services are being offered and carried out to their benefit.

(Turn to page 60, please)

At the South Dakota Convention →

CONVENTION TIME IN SOUTH DAKOTA brought an excellent attendance at the 55th annual meeting in Sioux Falls last month of the South Dakota Bankers Association. Pictured on the opposite page are some of the many bankers who were present. Reading from left to right in each photograph, they are:

1—**George Starring** (foreground) looking on as **J. M. Lloyd**, vice president American State Bank, Yankton, and **A. E. Dahl**, president Rapid City National Bank, Rapid City, receive congratulations from **L. C. Foreman**, president Corn Exchange Bank, Elkton, on their election as vice president and president, respectively, of the Association. Mr. Foreman is retiring president.

2—**R. H. Seydel**, cashier Menno State Bank, Menno, and **Charles W. Christen**, president First State Bank, Roscoe, also Group 6 representative on the executive council.

3—**J. M. Lloyd** and **A. G. Berger**, cashier Deuel County National Bank, Clear Lake.

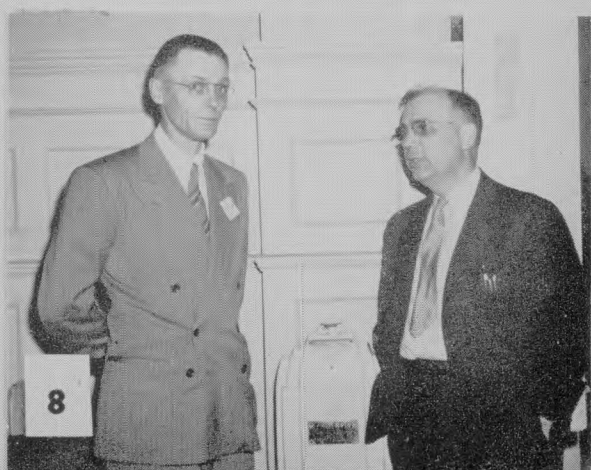
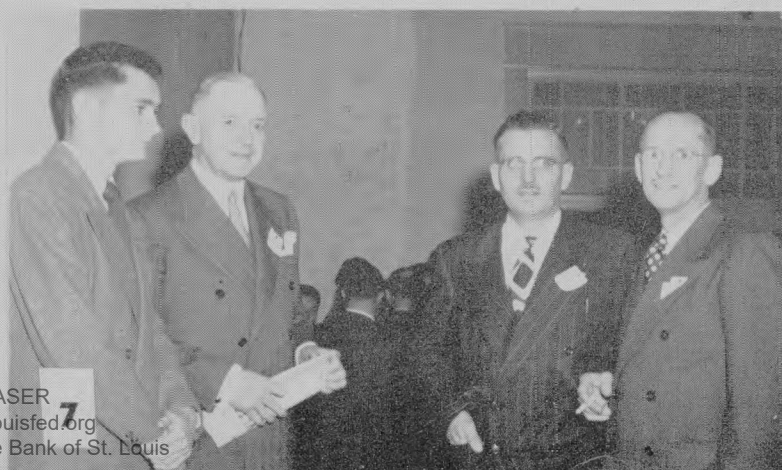
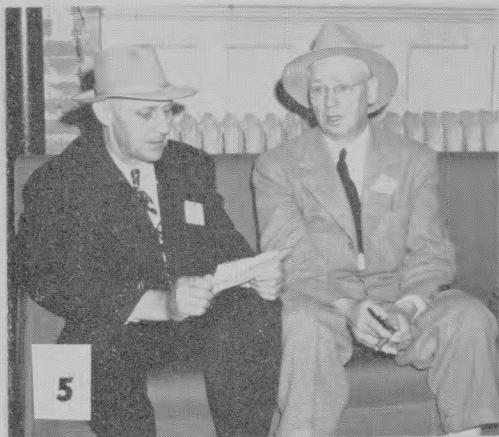
4—**Charles E. Lee**, president First National, Volga, and **A. E. Dahl**, inspecting bank remodeling exhibit.

5—**Julius Bertsch**, cashier Fulton State Bank, Fulton, and **N. J. Thomson**, president Farmers and Merchants Bank, Platte.

6—**G. A. McGarraugh**, vice president First National Bank of the Black Hills, Sturgis; **O. S. Nygaard**, vice president and cashier Farmers State Bank, Dupree, and **N. S. Schirber**, vice president Dewey County Bank, Timber Lake.

7—**Tom Burke**; **Frank Burke**, Union Savings Bank, Sioux Falls; **O. E. Pearson**, cashier, and **E. J. Pearson**, president Brandon Savings Bank, Brandon.

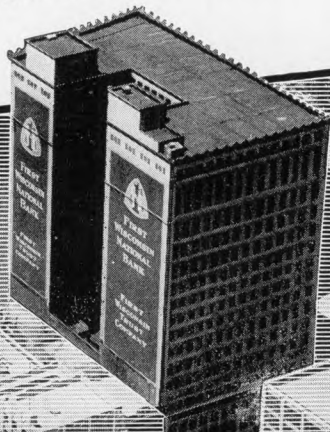
8—**Arthur J. Haerter**, president Farmers State Bank, Hosmer, and **Walter Mashek**, state agent St. Paul Fire and Marine, Sioux Falls.



Ready - with facilities, facts, contacts

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

BANKS AND BANKERS DIVISION
 GEORGE T. CAMPBELL - Vice President
 RICHARD J. LAWLESS - Asst. Vice President
 DONALD A. HARPER - Asst. Vice President



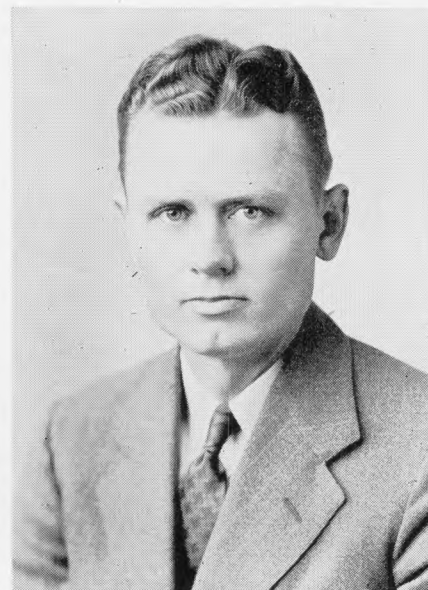
FIRST WISCONSIN NATIONAL BANK
 OF MILWAUKEE • Wisconsin's Bank for Banks

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Iowa Representative

D. H. Reimers, president of The Live Stock National Bank of Chicago, has announced that J. Merrill Anderson of Ottumwa, Iowa, has been employed by the bank as its Iowa representative and will travel extensively throughout the state calling upon the bank's many correspondents and generally serving the bank throughout the territory.

Mr. Anderson is a native Iowan, having been born and raised on a farm near Stanton, Montgomery county,



J. MERRILL ANDERSON
 Will Travel Iowa

Iowa. He graduated from Iowa State College at Ames in 1939. After 39 months of army service, 14 of which were spent in the Pacific area as an administrative officer, he was separated and returned to his former position at Ottumwa, Iowa, where he has been employed until this time.

Mr. Reimers, in making this announcement, points to the fact that The Live Stock National Bank of Chicago has, since its organization in 1868, been closely identified with agriculture and the livestock industry. Mr. Anderson's background and experience in this field, Mr. Reimers stated, should well qualify him to render a valuable service to the bank's many correspondents throughout the state. He will continue to live in Ottumwa, Iowa.

Receives Degree

Herbert V. Prochnow, vice president of The First National Bank of Chicago, received his doctor of philosophy degree from Northwestern University last month. Mr. Prochnow's thesis, culminating his work for this degree, is entitled "Term Loans in Practice and Their Place in Banking Theory."



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

UNION STOCK YARDS • TELEPHONE YARDS 1220

Statement of Condition

Close of Business—June 30, 1947

RESOURCES

Cash and due from banks.....	\$14,897,526.21
U. S. Treasury certificates and notes.....	15,265,002.25
U. S. Treasury bonds.....	17,833,218.01
State and municipal securities.....	1,288,746.12
Other marketable bonds.....	407,000.00
Loans and discounts.....	7,483,514.23
Federal Reserve Bank stock.....	75,000.00
Bank building.....	300,000.00
Interest earned, not collected.....	190,253.51
Current receivables and other assets.....	147,635.85
Total.....	\$57,887,896.18

LIABILITIES

Capital.....	\$ 1,000,000.00
Surplus.....	1,500,000.00
Undivided profits and reserves.....	265,041.86
Unearned discount.....	20,380.47
Liability under Letters of Credit.....	2,000.00
Deposits.....	55,100,473.85
Total.....	\$57,887,896.18

Board of Directors

FREDERICK H. PRINCE

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

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

IVAN E. BENNETT
Vice-President

WILLIAM WOOD PRINCE
*Trustee, Central Manufacturing
District*

RICHARD HACKETT
*General Manager, Central
Manufacturing District*

RALPH M. SHAW
Winston, Strawn & Shaw

ORVIS T. HENKLE
Industrialist

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

DAVID H. REIMERS
President

SERVING AGRICULTURE AND INDUSTRY

Since 1868

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, July, 1947

A Great Forward Step



What it does for the Depositor

Saves him time—less waiting in line; deposit transactions completed as much as 30% faster!

Eliminates nuisance of passbook—or the need for duplicate deposit tickets.

Increases his protection—registered receipt proves that bank received deposit for amount shown.

Increases his privacy—receipt shows amount of only one deposit; depositor's identity is not disclosed to others in case of lost receipt.

What it does for the Bank

Wins public goodwill—faster, better window service, with shorter lines and less lobby congestion, marks bank as modern and progressive.

Speeds internal work—faster flow of items to proof department, and faster cage balancing.

Increases accuracy—depositor's and bank's records are in agreement.

Increases protection—deposit tickets and journal kept by machine provide complete record of cage transactions.

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

in Customer Service!

THE BURROUGHS COMMERCIAL TELLER'S MACHINE

**Proved in banks from coast to coast
— now the fastest-growing service
in the field!**

You'll win compliments from old customers. You'll win new customers. You'll receive widespread goodwill and publicity for your alertness to new developments and your use of modern methods!

That's been the experience of banks everywhere that have mechanized and improved their service with Burroughs Commercial Teller's Machines. And their experience dates clear back to 1939, when this

machine was quietly introduced and thoroughly tested under all operating conditions.

Since then, this new service has swept the country on its own . . . so gratifying the public response, and so many the benefits to banks. Today, the list of enthusiastic users includes banks all over the country, and the demand is increasing every week!

What would you like to know about this great new development? How the machine handles every type of transaction? How other banks have introduced this new service and gained widespread publicity and goodwill? Where you can see an actual installation? Call your nearest Burroughs office for the answers to these and all your questions.

What Users Say About This New Service

Here are just a few of the many comments received from users of Burroughs Commercial Teller's Machines.

"ANOTHER STEP FORWARD IN BANKING . . . machines are doing a job for us . . . speeded up operation between teller and customer . . . enable us to move daily work to proof department faster."

CITIZENS AND SOUTHERN NATIONAL BANK
(10th St. Office), Atlanta, Ga.

"CUSTOMERS RECEIVE BETTER, FASTER SERVICE . . . stationery cost reduced . . . depositors appreciate the faster service, the neatness and accuracy and the official machine-validated receipt."

PACIFIC NATIONAL BANK, Seattle, Wash.

"SUPPLIED ANSWER TO CONGESTED LOBBY . . . faster service . . . an added feature was a substantial decrease in tellers' cash differences."

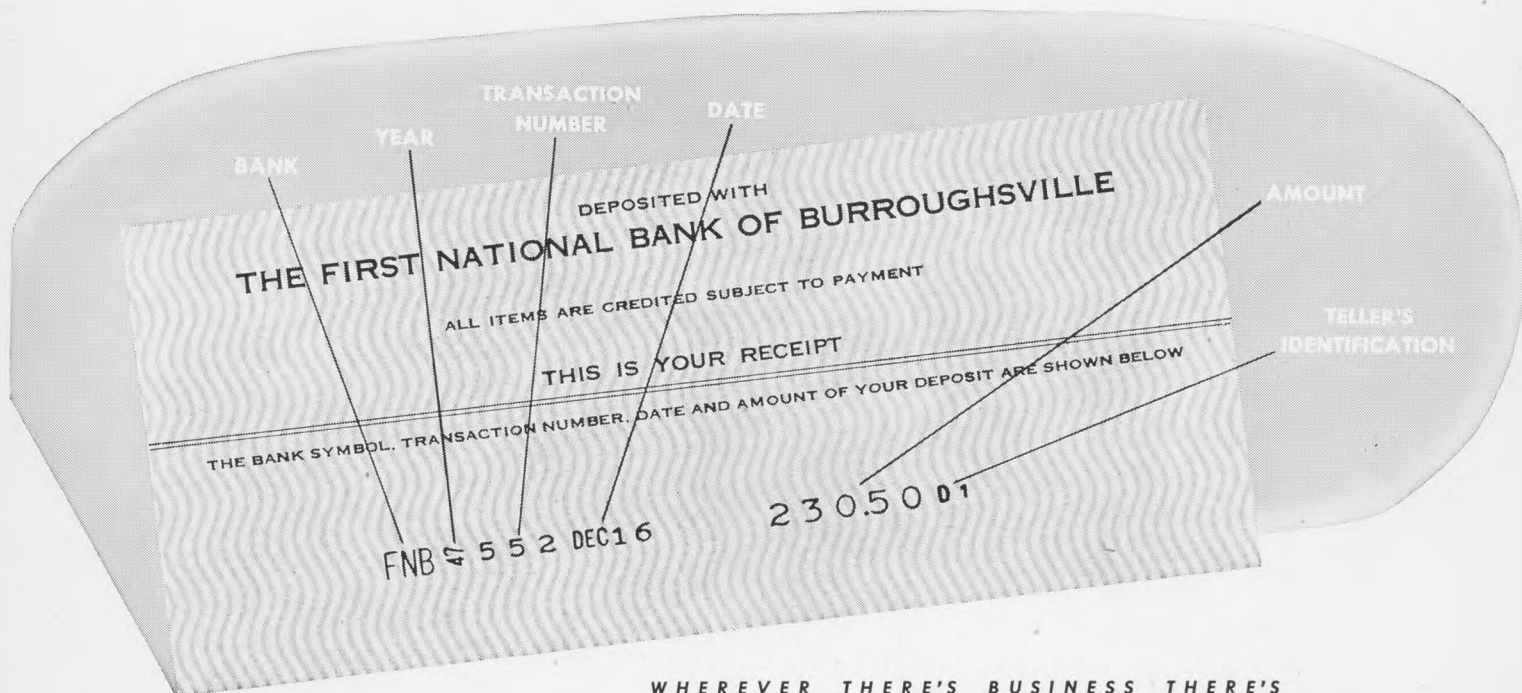
NATIONAL BANK OF WASHINGTON, Tacoma

"NO DIFFICULTY IN CHANGE-OVER . . . feel this is most constructive advance in bank mechanical equipment in recent years . . . differences more easily located."

NIAGARA NATIONAL BANK, Buffalo, N. Y.

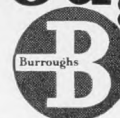
"TELLERS ASSISTED IN BALANCING . . . change-over to machines and discontinuance of passbooks made with virtually no difficulty . . . customers very well pleased . . . lobby lines disposed of 20% to 30% faster."

STATE NATIONAL BANK, El Paso, Texas



WHEREVER THERE'S BUSINESS THERE'S

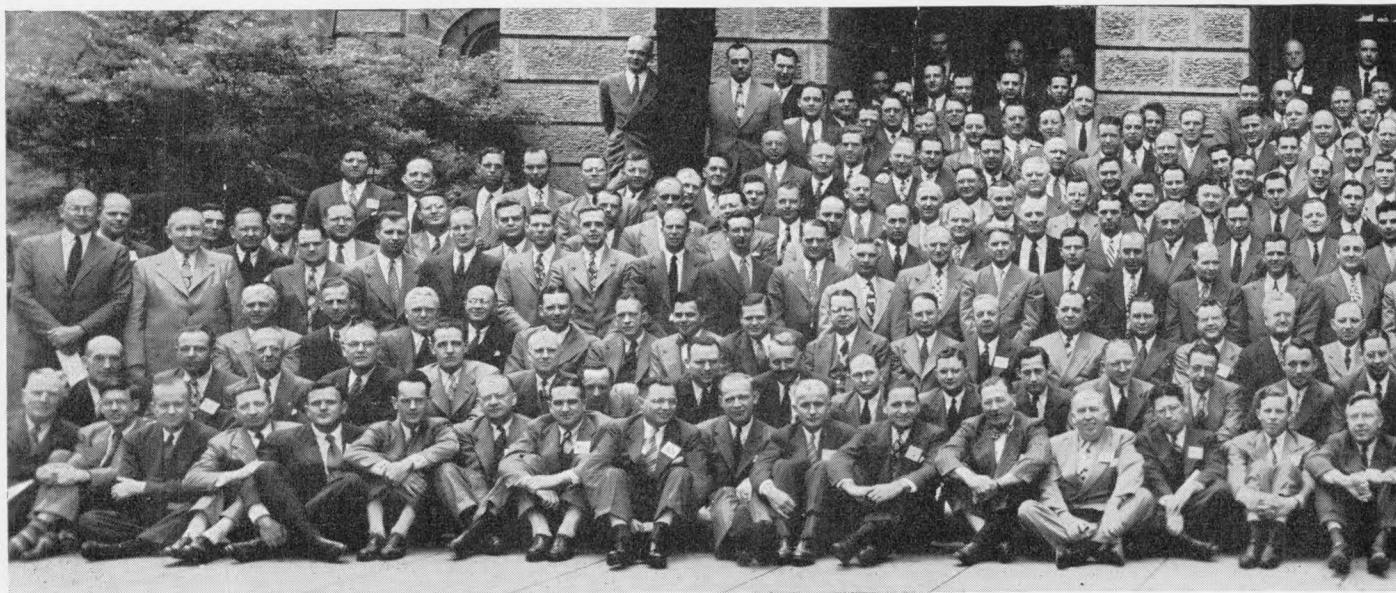
Burroughs



THE MARK OF SUPERIORITY
IN MODERN BUSINESS MACHINES

This sample deposit receipt shows the information given to both the customer and the bank. Once the amount is set up, all information is printed automatically on the receipt, and the amount cannot be changed until duplicated on the bank's records. In a matter of seconds, any type of transaction can be handled on the machine. Cash-in and cash-out totals accumulate automatically and are available whenever wanted.

1947 School of Banking at



ADMINISTRATIVE officers, sectional leaders and students of the three classes, freshman, junior, and senior, pictured in front of Bascom Hall on the University of Wisconsin campus, at the opening of the 1947 session last month.

IN THREE years the Central States School of Banking at the University of Wisconsin in Madison has grown from 47 students and 22 faculty members, to its present size of over 400 students and faculty. This remarkable growth is attributed by **Harry C. Hausman**, chairman of the board of trustees of the School of Banking and secretary of the Illinois Bankers Association, to the desire of middle-western bankers to secure the latest possible information on banking and economic con-

ditions from recognized authorities.

Herbert V. Prochnow, director of the school and vice president of the First National Bank of Chicago, announced that the freshman class this year was double that of last year with bankers from 20 states and the District of Columbia in attendance. The school ran during the first two weeks of last month.

Charles E. Taylor, assistant cashier of the Northern Minnesota National Bank, Duluth, was named secretary-

treasurer of the freshman class. Others attending the school include:

Class of 1947

Class of 1947 (just graduated): **Carl F. Wieseke**, assistant cashier North-western National Bank, and **Robert L. Wilcox**, Federal Reserve Bank, both of Minneapolis.

Class of 1948

Class of 1948: **James B. Collinson**, assistant cashier First National Bank, Devil's Lake, North Dakota; **Edward J. Distelhorst**, trust officer Guaranty Bank and Trust Company, Cedar Rapids, Iowa; **Melvin B. Holmgren**, Federal Reserve, Minneapolis; **William F. Hopke**, cashier The State Bank of Faribault, Minnesota; **Lloyd L. Leider**, assistant cashier The First National of St. Paul; **Carl J. Schiltz**, assistant cashier Mitchell National, Mitchell, South Dakota; **Leland M. Stenehjem**, assistant cashier First International Bank, Watford City, North Dakota; **George W. Toft**, assistant cashier Commercial Trust and Savings Bank, Mitchell, South Dakota; **Harold C. Winder**, assistant cashier Central National Bank and Trust Company, Des Moines, and **Howard W. Zabel**, vice president Peoples State Bank, Plainview, Minnesota.

Class of 1949

Class of 1949: **Harvey B. Adkins**, FDIC, Des Moines; **Milo C. Blazek**, Federal Reserve of Kansas City, Omaha; **Clarence C. Cayou**, vice president Farmers and Merchants State Bank of

THE INDEPENDENT BANKERS ASSOCIATION

... An organization with a definite objective—the preservation of independent banking. It is the paramount issue.

We cannot permit anything that approaches a banking monopoly without damage to our free economy. Our issue is the issue of a free people. Concentration of economic power is an immediate danger.

L. B. McBRIDE
President
Fort Collins, Colorado

BEN DuBOIS
Secretary
Sauk Centre, Minnesota

University of Wisconsin, Madison



Stillwater, Minnesota; **Gregory W. Cor-ken**, assistant cashier Dubuque Bank and Trust Company, Dubuque, Iowa; **Bernard M. De Lay**, assistant cashier De Lay National, Norfolk, Nebraska; **Joseph M. Downes**, assistant cashier First National of Minneapolis; **Charles**

W. Gorr, assistant cashier Omaha National Bank, Omaha; **Edward J. Hamernick**, assistant cashier Marquette National, Minneapolis; **Howard Hoese**, vice president Security State Bank, Glencoe, Minnesota; **John S. Holdhusen**, cashier Ipswich State Bank, Ips-

wich, South Dakota; **W. Britton Knight**, comptroller Omaha National Bank; **John R. Lauritzen**, assistant cashier The First National of Omaha; **Scott D. Lovald**, cashier First National, Philip, South Dakota; **Gerald J. Maier**, vice president Northwestern State Bank,

City National Bank and Trust Company of Chicago

Condensed Statement of Condition—June 30, 1947

RESOURCES

Cash and Due from Banks	-	\$ 85,733,009.87
U. S. Government Securities	-	143,996,396.56
State, Municipal, and Other Securities	- - - - -	6,521,846.21
Loans and Discounts	- - -	86,261,745.26
Federal Reserve Bank Stock	-	240,000.00
Accrued Interest	- - - -	570,096.22
Customers' Liability on Letters of Credit and Acceptances	-	2,898,423.06
Other Resources	- - - -	83,585.11
		<u>\$326,305,102.29</u>

LIABILITIES

Capital	- - - - -	\$ 4,000,000.00
Surplus	- - - - -	4,000,000.00
Undivided Profits	- - - -	2,727,667.95
Reserves for Interest, Taxes, and Contingencies	- - -	2,465,279.32
Dividend payable August 1, 1947	- - - - -	60,000.00
Letters of Credit and Acceptances Outstanding	- - -	2,898,423.06
Other Liabilities	- - - -	107,086.12
Deposits	- - - - -	310,046,645.84
		<u>\$326,305,102.29</u>

Member Federal Deposit Insurance Corporation

California Bank

LOS ANGELES

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

Condensed Statement as of June 30, 1947

RESOURCES

Cash and Due from Banks	\$ 93,003,169.64
United States Government Securities	246,439,607.99*
Obligations of Other Federal Agencies	\$4,864,583.36
State, County and Municipal Bonds	12,022,490.71
Other Bonds and Securities	542,290.98
Stock in Federal Reserve Bank	17,429,365.05*
Ownership of California Trust Company	390,000.00
Loans and Discounts	1,475,324.66†
Bank Premises, Furniture and Fixtures	88,366,654.74
Earned Interest Receivable	1,091,492.16
Customers' Liability under Letters of Credit and Acceptances	1,467,248.92
Other Resources	1,530,227.07
TOTAL	218,270.31
	\$451,411,360.54

LIABILITIES

Deposits: Demand	\$257,802,569.91
Time	163,631,535.00
United States War Loan Deposit	1,180,800.61
Other Public Funds	8,301,399.95
Reserve for Interest, Taxes and Expenses	\$430,916,305.47
Unearned Interest Collected	1,253,813.28
Letters of Credit and Acceptances	682,299.28
Capital Stock	1,626,486.31
Surplus	6,500,000.00
Undivided Profits	6,500,000.00
TOTAL	3,932,456.20
	16,932,456.20
	\$451,411,360.54

*\$24,190,238.07 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 \$252,763.66.

OFFICERS

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Senior Vice President

ALLAN HANCOCK

Vice President and Counsel

CHAS. E. DONNELLY

Vice Presidents

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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

MEMBER FEDERAL RESERVE SYSTEM & FEDERAL DEPOSIT INSURANCE CORPORATION

Duluth; **Charles T. McGarraugh**, Northwestern National, Minneapolis; **Donald L. MacGregor**, assistant vice president The First of St. Paul; **Donald W. MacGregor**, assistant cashier First Hennepin State Bank, Minneapolis; **Hoyt C. Messerer**, assistant cashier First National, Cedar Falls, Iowa; **Carl F. Mostrom**, cashier Farmers and Merchants Bank, Cresco, Nebraska; **Vic B. Perkins**, assistant cashier Iowa Trust and Savings, Estherville, Iowa; **James B. Schaefer**, FDIC, Sioux Falls; **Edwin M. Shafer**, assistant cashier First National, Fargo; **Wilfred C. Siddle**, trust officer First Trust and Savings, Davenport; **Charles E. Taylor**, assistant cashier, Northern Minnesota National of Duluth; **George W. Taylor**, cashier McDonald State Bank, North Platte, Nebraska; **Thomas H. Wake**, president Jones National, Seward, Nebraska; **Charles H. Walcott**, assistant cashier Security National, Sioux City; **Clement A. Van Nice**, Federal Reserve of Minneapolis, and **Burnham Yates**, vice president First National of Lincoln.

What Time Is It?

A new postwar model Audichron was recently installed by the First National Bank in St. Louis. This is a machine which automatically gives the time of day and a brief advertising message over the telephone when its number is called.

The new machine has many improved scientific features. There are 47 telephone lines connected directly with the equipment, and present calls average about 49,000 each day. This is an increase of 20,000 a day during an eight-year period. The machine which the new one replaced had answered more than 123 million calls since its installation on January 13, 1939.

Guaranty Trust, New York

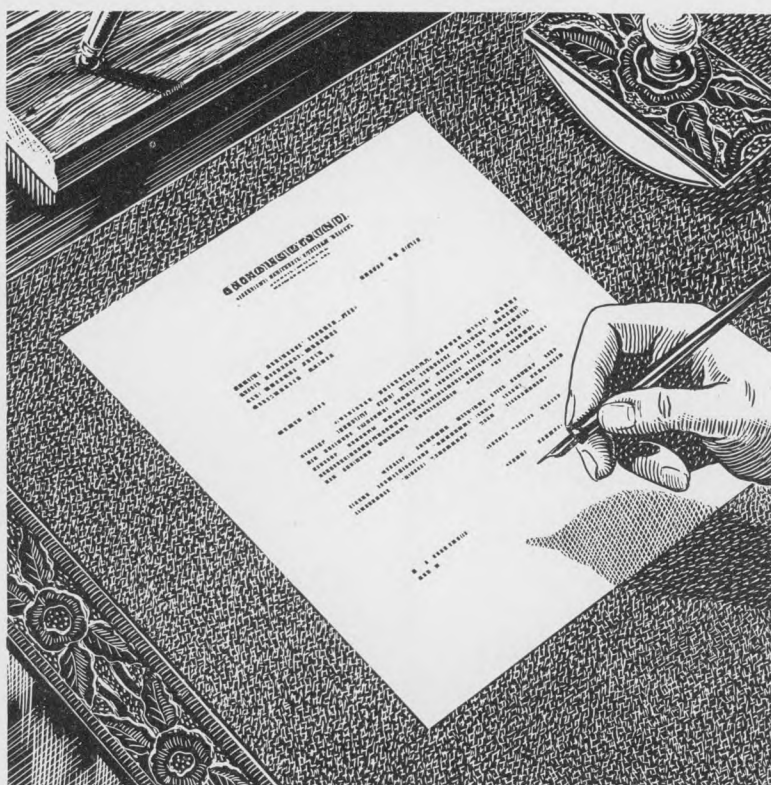
The statement of condition of Guaranty Trust Company of New York as of June 30, 1947, shows total resources of \$2,808,162,974.99, as compared with \$2,841,800,875.01 at the time of the last published statement, March 31, 1947. Deposits are \$2,417,706,061.39, as compared with \$2,450,270,491.32 on March 31. U. S. Government obligations total \$1,406,053,590.09, as compared with \$1,415,822,179.31; and loans and bills purchased total \$679,092,157.52, as compared with \$744,331,675.63. The statement shows total capital funds of \$358,124,196.08, comprising capital of \$100,000,000, surplus fund \$200,000,000, and undivided profits of \$58,124,196.08, the latter figure comparing with \$56,982,565.66 on March 31, 1947.

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Cockletone

BOND

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THE MAKERS of Hammermill Bond and Hammermill Safety now offer to American business the newest accomplishment of their know-how and resources... Hammermill Cockletone Bond. We invite you to compare it with any other fine quality letterhead paper. Note the unmistakable quality appearance and "heavier" feel to add impressiveness and dignity to your business messages. Hear the crisp, crackly snap that proclaims the best in bond paper quality. Judge its quality for yourself. Then consider it as a representative to reflect the character and prestige of your bank. (Available also are matching envelopes in appropriate sizes.)

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SEND FOR THIS FREE SAMPLE BOOK...

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 • Compare HAMMERMILL COCKLETONE BOND with other quality papers. Make any test you like!
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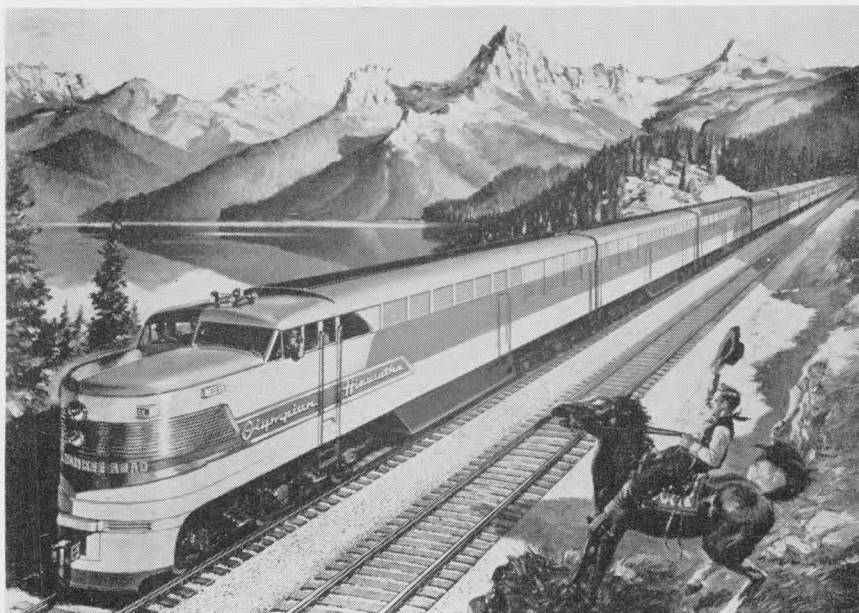
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Name

Position

Please be sure to write on, or attach coupon to, your business letterhead. NWB—JUL

For Summer Vacation Travel



THE OLYMPIAN HIAWATHA, new Milwaukee Road speedliner, went into service on June 29th. On each of the six complete units of the train, the coaches, Touralux sleeping cars, tip-top grill car and dining car will be brand new. Pending delivery of the all-room sleeping cars, bedrooms, compartments and drawing rooms will be available in standard sleeping cars.

Vacationists bound to or from the Pacific Northwest this summer will benefit from this new real service. The forty-five hour schedule of the **Olympian Hiawathas** will save passengers to Rocky Mountain vacation areas about half a day, and a full night and part of a day for those going to Puget Sound. There will be no extra fare on these trains.

"X" MARKS THE SPOT

Traditionally, "X" marks the spot where the body was found. It also means "his mark" in the case of a person who cannot sign his name. As a signature it is in the same class with about twenty-five per cent of the signatures on checks in current circulation, but it has the advantage of clarity inasmuch as someone who can write tells you who "X" really is. Conversely, those who scrawl are educated people. They know how to write but you'd never know it by looking at their signatures.

Just as someone must identify "X," so should someone identify Mr. Scrawler. We can do it by printing his name on the checks he uses and then he can scrawl to his heart's content without slowing down the process of sorting and filing his checks. We do not believe any attempt should ever be made to convince him he should

write so people could read it. His signature is distinctly his own and he is entitled to use it even though it does look like a frustrated doodle. BUT the printed name should accompany it so people can tell who he is.

It doesn't cost much to take the mystery out of these signatures. Personalized Checks cost only \$1.25 for 200, and that's enough for a year in most cases. Business checks are equally low in cost. And people are glad to pay for them. So, if your bank is not already selling these checks, why not write us for full information concerning our Imprinted Check Program. You'll save money, please customers, cut down on your labor costs... and you'll get some fun out of selling them. There is nothing more stimulating than selling something people like to buy, and people certainly do like to buy Personalized Checks.



Manufacturing Plants at:

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

New Officers

The election of Francis L. Pell, Jr., as a vice president of The Philadelphia National Bank has been announced by Frederic A. Potts, president. Mr. Pell was with the Corn Exchange Bank Trust Company, New York City, for twelve years, and prior to joining the Army Air Forces in 1942 was manager of the 36th Street office.

Mr. Potts also announced the appointments of Harold W. Wallgren as an assistant vice president, G. Edward Cooper as assistant vice president and comptroller, and Walter F. Smith as an assistant cashier.

Dividend

The board of directors of the City National Bank and Trust Company of Chicago, at their regular meeting June 24th, declared a quarterly dividend of \$1.50 per share, payable August 1, 1947, to shareholders of record on July 21st.

This is an increase of 50c per share over the quarterly dividend rate that has been in effect in the past and places the stock on a regular \$6.00 annual basis.

Appointment

Appointment of Henry W. Drath as assistant vice president, International Banking Department of the Bank of America, was announced by L. M. Giannini, president of the bank.

Mr. Drath has been assigned to the bank's representative office in New York at 44 Wall Street, where he will act as liaison for the California institution in the field of international banking activity. He brings to his new post a background of 18 years' previous experience in foreign department banking in New York and overseas.

Chase National

The statement of the Chase National Bank for June 30, 1947, shows deposits on that date were \$4,445,081,000 compared with \$4,488,156,000 on March 31, 1947, and \$5,039,709,000 on June 30, 1946.

Total resources on June 30, 1947, amounted to \$4,814,277,000 compared with \$4,860,581,000 on March 31, 1947, and \$5,403,847,000 a year ago; cash in the bank's vault and on deposit with the Federal Reserve Bank and other banks amounted to \$1,113,745,000 compared with \$1,104,330,000 and \$1,249,714,000 on the respective dates; investments in United States Government securities were \$2,168,563,000 compared with \$2,140,178,000 and \$2,611,093,000; loans and discounts \$1,203,007,000, compared with \$1,251,549,000 on March 31, 1947, and \$1,166,386,000 on June 30, 1946.

IRVING TRUST COMPANY

NEW YORK

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

Statement of Condition, June 30, 1947

ASSETS

Cash and Due from Banks	\$ 278,183,071.12
U. S. Government Securities	547,624,771.03
Other Securities	2,123,579.00
Stock in Federal Reserve Bank	3,088,100.00
Loans and Discounts	300,716,608.15
First Mortgages on Real Estate	5,781,196.45
Headquarters Building	14,898,800.00
Customers' Liability for Acceptances Outstanding	3,912,655.96
Other Assets	3,193,447.28
	<u>\$1,159,522,228.99</u>

LIABILITIES

Deposits	\$1,035,687,212.55
Acceptances	\$7,469,444.75
Less Amount in Portfolio	<u>3,028,814.35</u>
	4,440,630.40
Reserve for Taxes and Other Expenses	2,797,663.93
Dividend payable July 1, 1947	750,000.00
Other Liabilities	1,868,301.40
Capital Stock	\$50,000,000.00
Surplus and Undivided Profits	<u>63,978,420.71</u>
	<u>\$1,159,522,228.99</u>

United States Government Securities are stated at amortized cost. Of these, \$24,507,293.20 are pledged to secure deposits of public monies and for other purposes required by law.

Member Federal Deposit Insurance Corporation

BOARD OF DIRECTORS

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O. L. ALEXANDER
President
Pocahontas Fuel Company
Incorporated

WILLIAM K. DICK
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MICHAEL A. MORRISSEY
Chairman of the Board
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FLETCHER W. ROCKWELL
Chairman of the Board
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Fletcher & Brown
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President
William Skinner & Sons

W. GIBSON CAREY, Jr.
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The Yale & Towne Mfg. Co.

HAROLD A. HATCH
Vice President
Deering Milliken & Co., Inc.

LEROY A. PETERSEN
President, Otis Elevator Company

WILLIAM J. WARDALL
Chairman of the Board
The Best Foods, Inc.

REID L. CARR
President
Columbian Carbon Company

DAVID L. LUKE, Jr.
President, West Virginia
Pulp and Paper Company

J. WHITNEY PETERSON
President
United States Tobacco Company

RICHARD H. WEST
Executive Vice President

JOHN F. DEGENER, Jr.
C. A. Auffmordt & Co.

HIRAM A. MATHEWS
Vice President

JACOB L. REISS
President
International Tailoring Company

FRANCIS L. WHITMARSH
President
Francis H. Leggett & Company

Installment Loans By Banks

**What Banks Can Do to Help the Small Business Man
Who Is Entitled to Credit**

By THEODORE D. MAIER
Vice President
First National Bank
St. Paul

IT IS a familiar statement that the loan must be made to fit the needs of the borrower. It is good business to be able to offer a variety of loan services to meet the various and special needs of small business. The

banker in a small community does not have the opportunity to handle a variety of loans of this type and, consequently, is lacking in breadth of experience. We encourage him to call upon his correspondent bank, no mat-

ter how small the deal may be. It is good for small business. It is good customer relationship as well.

I do not wish to convey the impression that banks are, or should be, disposed to make loans on any basis other than those which are fundamentally sound. The banks, after all, are not loaning their own funds. They are loaning their depositors' money — money which, in a sense, is trust money, payable on demand. Some of the principles by which we are governed are these:

(a) There must be no doubt about the borrower's character, integrity and general standing in the community. If there is any question whatever in our minds on these points, we are strongly inclined to refuse the loan.

(b) We satisfy ourselves that the applicant has the ability to operate the business on a sound, profitable basis in a fast-moving competitive economic period.

(c) We thoroughly analyze the past record of the business. Wherever possible, we examine the balance sheet and operating figures of two or more years, having in mind that almost always an installment business loan can be repaid only out of earnings, and if potential earnings cannot be seen, the chances of repayment diminish. We have, it is true, taken certain types of fixed assets as collateral, but a bank never wishes to find itself in a position where it must resort to such collateral for protection. So far we have not found it necessary to do so.

(d) Another and an exceedingly important credit factor is this: How much of his own money has the borrower put into the business? How much has he at stake? The bank knows it may find itself in the unhappy position of a partner in the business, although with no opportunity to share in the profits; for if the business prospers under such a partnership, the bank will recover its loan with a normal rate of interest, the borrower will acquire the gain. This principle of the law is sound, it is just, but it is not inviting to the bank. The borrower should carry his own share of the burden of risk. Then, too, these questions are considered: Is the

CHEMICAL & TRUST COMPANY

Founded 1824
165 Broadway, New York

CONDENSED STATEMENT OF CONDITION At the close of business, June 30, 1947

ASSETS

Cash and Due from Banks	\$325,011,456.43
U. S. Government Obligations	463,613,550.92
Bankers' Acceptances and Call Loans	84,155,715.98
State and Municipal Bonds	66,606,317.86
Other Bonds and Investments	56,963,545.51
Loans and Discounts	284,925,139.85
*Banking Houses	209,793.50
*Other Real Estate	2,231,697.97
Mortgages	118,773.38
Credits Granted on Acceptances	5,246,451.49
Accrued Interest and Accounts Receivable	2,955,447.79
Other Assets	1,055,152.80
	<u>\$1,293,093,043.48</u>

LIABILITIES

Capital Stock	\$25,000,000.00
Surplus	75,000,000.00
Undivided Profits	7,289,612.65
	<u>\$107,289,612.65</u>
Reserve for Contingencies	4,350,530.35
Reserves for Taxes, Expenses, etc.	4,745,615.30
Dividend Payable July 1, 1947	1,125,000.00
Acceptances Outstanding	\$7,201,957.91
(Less own acceptances held in portfolio)	976,625.54
	<u>6,225,332.37</u>
Other Liabilities	398,354.92
Deposits (including Official and Certified Checks Outstanding \$27,267,966.24)	1,168,958,597.89
	<u>\$1,293,093,043.48</u>

Securities carried at \$18,427,734.61 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

*) Assessed Valuation \$4,201,690.00

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



The First National Bank of Chicago

Statement of Condition June 30, 1947

ASSETS

Cash and Due from Banks,	\$	465,604,783.45
United States Obligations—Direct and fully Guaranteed, Unpledged,	\$680,113,804.24	
Pledged—To Secure Public Deposits and Deposits Subject to Federal Court Order,	59,622,500.00	
To Secure Trust Deposits,	47,915,000.00	
Under Trust Act of Illinois,	527,600.00	788,178,904.24
Other Bonds and Securities,		100,209,986.22
Loans and Discounts,		670,182,365.29
Real Estate (Bank Building),		2,945,780.67
Federal Reserve Bank Stock,		3,750,000.00
Customers' Liability Account of Acceptances,		1,395,725.69
Interest Earned, not Collected,		4,952,157.22
Other Assets,		410,796.55
		<u>\$2,037,630,499.33</u>

LIABILITIES

Capital Stock,	\$60,000,000.00
Surplus,	65,000,000.00
Other Undivided Profits,	3,695,913.47
Discount Collected, but not Earned,	1,025,589.20
Dividends Declared, but Unpaid,	1,200,000.00
Reserve for Taxes, etc.,	6,999,399.71
Liability Account of Acceptances,	1,735,407.96
Time Deposits,	\$ 364,925,148.09
Demand Deposits,	1,427,860,557.90
Deposits of Public Funds,	105,182,238.96
Liabilities other than those above stated,	6,244.04
	<u>\$2,037,630,499.33</u>

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

business well located? What is the nature of the competition it must meet? Is the business engaged in the manufacture or sale of a highly competitive line of merchandise on which it may not be possible to make a profit except through mass production methods, such as are used by large and well-established companies?

When these points have been fully discussed with the applicant, we consider it highly important to call at the place of business. We find that this call usually breaks down any tension which may exist between the bank and the borrower. It convinces the borrower that the bank is genuinely interested in his welfare. It gives the

bank an opportunity to observe the plant or business layout, the arrangement of equipment or stock of merchandise, the type of personnel employed, the neatness of the establishment, and many other things which can be learned only through observation.

Refusal

It is scarcely necessary for me to tell you, I am sure, that not all of the applications for loans are approved. We believe, however, that the refusal of a loan entails upon us a serious responsibility. As soon as the facts which we have gathered make us aware that a loan must be refused, we

go to great lengths and make an intensive effort to explain as tactfully as possible why we believe it is inadvisable to make the loan. We do this as directly and as honestly as we can. We realize that it is at this point the banks have not successfully carried through in the past. By failing to justify their refusals, they have brought upon themselves the criticism of unwillingness to supply the credit needs of small business. Our efforts along this line have met with rewarding success. In a satisfying number of instances we have had the gratifying experience of having a loan applicant return to thank us not only for our refusal to make the loan, but for the advice and counsel we had given.

Times such as these are naturally full of confusion and uncertainty. The aftermath of a terrible war presents great problems even to a victorious and uninvaded nation, such as ours. Within a few short months the small business man has seen a definite shrinkage in sales, prices in most lines have softened appreciably, inventories which were in short supply a few months ago are now in excess supply, accounts which were readily collectible last year are now slowing up rather markedly. The net result of all this is definitely reflected in substantially reduced net operating profits. Our bank may boast that it has suffered but few losses on its loans to small business. Others are no doubt similarly situated. Yet many thoughtful men believe that more difficult times lie ahead; that many of these loans which today are current may become troublesome problem cases in the period just ahead.

If this is true—and I think it is—then bankers engaged in making loans to small business have a new and larger responsibility, the responsibility of counseling these borrowers concerning the hazards and difficulties that lie in their path, the responsibility of guiding and giving personal help out of the wealth of experience which they have gained in working with so many and such varied lines of business.

The starting of a business at any time, even under the most favorable conditions, is attended with many risks, and even headaches. In my judgment, the borrower at this time should be encouraged to give close attention to certain fundamentals. Among these fundamentals are inventory control, the extension of credit and collection of accounts receivable, markup, or gross profit, control of expenses, percentage of investment in fixed assets. This last item often becomes a white elephant in time of stress. Let me say again, the expe-

MISSISSIPPI VALLEY TRUST COMPANY

ST. LOUIS 2, MISSOURI

Statement of Condition, June 30, 1947

RESOURCES

Cash and Due from Banks.....	\$ 52,494,342.86
U. S. Government Securities.....	69,648,210.07
(Including those pledged \$12,199,500.00)	
Other Bonds and Securities	5,559,498.45
Federal Reserve Bank Stock.....	300,000.00
Loans and Discounts.....	79,881,168.62
Customers' Liability on Acceptances and Letters of Credit.....	458,068.82
Real Estate	218,606.86
Accrued Earnings Receivable (Net).....	483,874.14
Overdrafts	14,146.36
Other Resources	169,468.70
	<hr/>
	\$209,227,384.88

LIABILITIES

Capital	\$ 6,000,000.00
Surplus and Undivided Profits.....	7,142,210.94
Accrued Interest, Expenses and Taxes Payable (Net) and Other Reserves	1,005,751.25
Acceptances and Letters of Credit.....	458,068.82
Other Liabilities	199,339.60
Deposits:	
U. S. Government, and other Public Funds	\$ 4,399,500.00
Other Deposits	190,022,514.27
	<hr/>
	194,422,014.27
	<hr/>
	\$209,227,384.88

Member Federal
Deposit Insurance
Corporation

MISSISSIPPI
VALLEY
TRUST
CO

92 Years of
Banking Experience

Guaranty Trust Company of New York

FIFTH AVE. OFFICE
Fifth Ave. at 44th St.

MAIN OFFICE
140 Broadway

MADISON AVE. OFFICE
Madison Ave. at 60th St.

ROCKEFELLER CENTER OFFICE
40 Rockefeller Plaza

LONDON • PARIS • BRUSSELS

Condensed Statement of Condition, June 30, 1947

RESOURCES

Cash on Hand, in Federal Reserve Bank, and Due from Banks and Bankers . . .	\$	596,220,879.07
U. S. Government Obligations		1,406,053,590.09
Loans and Bills Purchased		679,092,157.52
Public Securities	\$	86,086,185.88
Stock of the Federal Reserve Bank		9,000,000.00
Other Securities and Obligations		10,536,043.20
Credits Granted on Acceptances		3,780,808.77
Accrued Interest and Accounts Receivable		10,966,484.77
Real Estate Bonds and Mortgages		1,405,637.19
		<hr/>
Bank Premises		121,775,159.81
Other Real Estate		4,886,185.78
		<hr/>
Total Resources		\$2,808,162,974.99

LIABILITIES

Capital	\$	100,000,000.00
Surplus Fund		200,000,000.00
Undivided Profits		58,124,196.08
Total Capital Funds		<hr/>
Deposits	\$	2,382,683,139.73
Treasurer's Checks Outstanding		35,022,921.66
Total Deposits		<hr/>
Acceptances	\$	10,459,242.00
Less: Own Acceptances Held for Investment		6,678,433.23
	\$	<hr/>
Liability as Endorser on Acceptances and Foreign Bills		3,780,808.77
Dividend Payable July 1, 1947		328,334.00
Items in Transit with Foreign Branches (and Net Difference in Balances between Various Offices Due to Different Statement Date of Foreign Branches)		3,000,000.00
Accounts Payable, Reserve for Expenses, Taxes, etc.		278,650.17
		<hr/>
Total Liabilities		24,944,924.58
		<hr/>
		32,332,717.52
		<hr/>
		\$2,808,162,974.99

Securities carried at \$95,316,723.33 in the above Statement are pledged to qualify for fiduciary powers, to secure public moneys as required by law, and for other purposes. This Statement includes the resources and liabilities of the English, French, and Belgian Branches as of June 26, 1947.

J. LUTHER CLEVELAND
Chairman of the Board

W. PALEN CONWAY
Chairman of the Executive Committee

WILLIAM L. KLEITZ
President

DIRECTORS

GEORGE G. ALLEN Director, British-American Tobacco Company, Limited, and President, Duke Power Company
WILLIAM B. BELL President, American Cyanamid Company
F. W. CHARSKE Chairman, Executive Committee, Union Pacific Railroad Company
J. LUTHER CLEVELAND Chairman of the Board
W. PALEN CONWAY Chairman of the Executive Committee
CHARLES P. COOPER Executive Vice-President, American Telephone and Telegraph Company
WINTHROP M. CRANE, JR. President, Crane & Co., Inc., Dalton, Mass.
STUART M. CROCKER President, Columbia Gas & Electric Corporation

JOHN W. DAVIS of Davis Polk Wardwell Sunderland & Kiendl
CHARLES E. DUNLAP President, Berwind-White Coal Mining Company
GANO DUNN President, The J. G. White Engineering Corporation
WALTER S. FRANKLIN Vice-President, The Pennsylvania Railroad Company
LEWIS GAWTRY
JOHN A. HARTFORD President, The Great Atlantic & Pacific Tea Company
CORNELIUS F. KELLEY Chairman of the Board, Anaconda Copper Mining Company
MORRIS W. KELLOGG Chairman of the Board, The M. W. Kellogg Company

WILLIAM L. KLEITZ President
CHARLES S. MUNSON President, Air Reduction Company, Inc.
WILLIAM C. POTTER Retired
GEORGE E. ROOSEVELT of Roosevelt & Son
EUGENE W. STETSON Chairman, Executive Committee, Illinois Central Railroad Company
ROBERT T. STEVENS Chairman of the Board, J. P. Stevens & Company, Inc.
THOMAS J. WATSON President, International Business Machines Corporation
CHARLES E. WILSON President, General Electric Company
ROBERT W. WOODRUFF Chairman, Executive Committee, The Coca-Cola Company

Member Federal Deposit Insurance Corporation

4 Reasons

why **LAWRENCE**
is the nation's outstanding
field warehouse organization

Lawrence Warehouse Company is the largest, oldest and most experienced organization conducting nationwide field warehouse operations.



Lawrence Warehouse receipts are supported by the strongest financial statement of any firm in the field warehouse industry. Our Annual Statement is regularly mailed to a large list of banks and other lending agencies. Additional copies are furnished on request.

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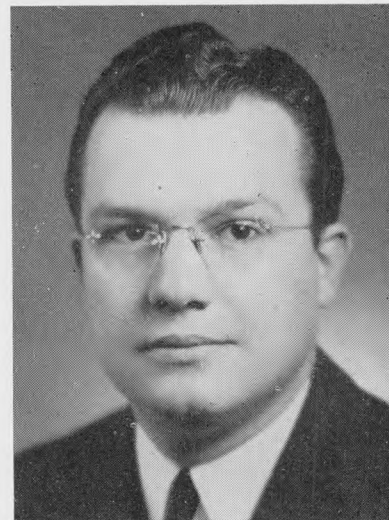
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rienced banker has obtained a wealth of information and the lessons which he has learned from this information he can share with others without betraying confidence or revealing confidential information. Our national economic system has come out of the war geared to function upon new and vastly higher levels of production. Those higher levels impose correspondingly greater responsibility upon business leadership. Our banks must be prepared to assume their share of responsibility, not only for the efficient functioning of our financial system, but of our entire economic system.—The End.

New President

Garnett A. Carter, vice president of The Fulton National Bank, Atlanta, Georgia, was elected national president of the American Institute of Banking, educational section of the American



GARNETT A. CARTER
Holds A. I. B.

Bankers Association. Mr. Carter was advanced to the presidency from the office of vice president, which was filled through the election of Pierre N. (Pete) Hauser, vice president of the First Wisconsin National Bank, Milwaukee, Wisconsin.

The American Institute of Banking is one of the largest institutions in the adult education field in the United States, having a membership of close to 80,000 and enrollments of more than 40,500. Courses are now being given in more than 220 active chapters and 140 study groups located in cities and towns in every section of the country.

Who Else?

Teacher: Who was Homer?

Johnny: He was the guy Babe Ruth made famous.

Sober, Conservative Long-Term Policy Lauded

Delayed Building Boom May Prove to Be a Tonic to Economy

By **RAYMOND TRIGGER**
Investment Analyst
New York City

PRICES of government bonds in the first half of 1947 were notable for stability. In the five, ten and twenty year categories, the 1947 range was well within the 1946 limits and, for that matter, comfortably inside the highs and lows of the second half of 1946. This is all the more surprising in view of the flood of rumors respecting imminent policy changes by the federal authorities and the 30 billion dollar debt reduction effected in the fifteen months between the end of February, 1946, and the first of June, 1947.

Almost the same degree of stability was shown by high grade long-term corporate obligations in the first six months of the year, although near the end of the period some resistance to extremely high prices was commencing to show itself.

Relatively, the lower grade corporates softened in the period, but the adjustment was extremely mild and, of itself, hardly disturbing. A somewhat similar performance was given by stocks, which backed and filled in a manner that virtually wore out the patience of both bulls and bears.

Municipal and state bonds likewise can claim credit for considerable stability in that average yields on longer terms were almost unchanged in the six months, although the 1946 range was penetrated toward the end of February when yields approached 2 per cent.

Forecasters Wrong

The only serious damage in the first half of the year was that suffered by the reputations of professional forecasters. As a group, including the gloomy and the cheerful, they were never so wrong. In general, the period was one of high production, employment, income, expenditures, exports and tax collections. Industrial production tended to flatten out in the second quarter, but it was more than satisfactory for the full six months.

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.

It was good, but not good enough to prove the optimists' case. There were no real buyers' strikes, but prices and quality were restored to positions of importance.

The postwar boom, it is generally thought, has passed its peak, but it managed to get over the hump without any severe dislocations. The mild recession under way may persist, hesitantly for a while, and a year hence general industrial activity may be as much as 20 per cent under the best 1947 levels, but the late boom is not becoming a bust over night. The near term outlook is for a relatively dull summer.

Although the economic forecasters came off badly insofar as the first half of 1947 is concerned, they shouldn't be blamed too severely. At the very top level, as evidenced by the national budget, estimates have fluctuated fantastically in the course of a few months. By the time these words are read, however, the main factors will have taken final form. The expenditures of the Congress will be known, the Treasury's income for the fiscal year will be history and the final position a matter of record.

Taxes a Problem

The outlook, however, will be as murky as ever. Tax rates are one

thing and total taxes are quite another because they are largely determined by volumes and profits. Production in this country, as well as prices, will be affected greatly by world affairs which may, or may not, be rapidly approaching a severe crisis and in which the country may or may not participate to a major extent. Mr. Baruch and Mr. Hoover have urged that we take stock of our resources, but some of our late Allies are desperately, almost pathetically, eager for concrete aid at once. The staggering excess of exports over imports scored in the first half of 1947 hardly can continue, but unless it does, the situation in Europe easily may become worse. The problem is further complicated by the approach of 1948 and its nominating conventions and subsequent national elections.

The longer view, then, must be a sober one. Over the shorter term, there is no reason for panicky retreat from a mildly hopeful position. Translated into investment policy, there is good reason to adopt a long-term conservative policy, but no need to act precipitately.

In the early months of this year, the government's cash income was greater than its cash outgo by many billions. Indeed, the annual rate at which spending power was being siphoned out of the national economy was upwards of 12 billions. During the war, for contrast, some 35 to 50 billions a year was being poured out by the government, net, of course. This billion-a-month siphoning off of spending power is a heavy burden on a free economy.

Although the burden is real, it is only fair to admit that it was not planned that way. The fault lies with the system of taxation which raises the total tax load automatically when national income is high, whether or not the money is wanted or needed by the federal government. Lighter tax rates would help, but a scientific revision of the system would be even bet-

ter. If relief comes in time, the domestic economy may easily coast through what remains of the postwar period of adjustment, but there is little

basis for unbridled optimism at present.

Conservative Policies

The country's largest investors are evidently shaping their plans along conservative lines. Recently there have been one or two slow-moving

bond issues. They were priced at high levels to begin with, but the maturities also were rather distant. Institutional buyers have balked at both prices and maturity. Commercial banks are more and more insistent on shorter maturities, and rightly so.

The fiscal authorities in Washington still have great powers over the money market and appear unduly reluctant to allow the bill rate to rise, although that would be the obvious thing to do at this stage. The preliminary steps were taken some months ago and the market is fully prepared. There may be some modest decline in prices of longer governments when the bull market is freed, but there shouldn't be any severe shock. As a concrete example, the longest bank eligible governments may drop to a 2.25 per cent basis.

To summarize: The world situation is gloomy, almost desperate, and this country cannot remain entirely unaffected; the domestic outlook is for an extension of the adjustment period involving some further recession in industrial output, some contraction of business profits and, possibly, moderately lower bond prices. There is likely to be time to make ready, however. It should be used to upgrade portfolio quality, even at the sacrifice of income for a while.

The real risk existing in most commercial bank investment holdings, as has been said before in this column, is the retention of medium grade corporate bonds. The banks generally seem to have done the wise thing in respect to average maturities, but driven perhaps by the desire to preserve income in the face of rising expenses, the small income advantage offered by lower grade obligations has seemed to compensate for the added risk. That is probably a fallacy.

The lowest grade "bank quality" corporates yield less than half a per cent more than the next higher grade. This is a half of 1 per cent a year. A five-point drop would wipe out in a couple of months, say, all the advantage anticipated over an entire decade.

Don't Expand Holdings

There is no reason why banks should unload their "eligible" governments, even though modest price declines appear likely, but there is good reason why they shouldn't expand holdings for the present. Further, the banks should be making ready to take advantage of any market reactions that may develop. One way to make ready is to reduce or eliminate holdings of lower quality corporates.

A word of warning against a possible expedient that may occur to those who admit that the slight advantage af-

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Minneapolis, Minnesota

REPRESENTATIVES IN THE PRINCIPAL CITIES OF THE UNITED STATES

forded by the higher yields from lower quality bonds is not adequate compensation for the greater risk, but think that, if that advantage were larger, there would be adequate compensation. That is short-sighted. It is true, that comparable qualities—as determined by the ratings only—of rail bonds yield almost 1 per cent more than of industrials. But, actually typical bonds in these two categories are not comparable, regardless of the tags given them by rating agencies. Even a superficial study of the long history and present outlook of the railroads and a similar analysis of, say, the chemical or petroleum industries, plus a little common sense, should suffice to convince that ratings may not be followed blindly.

Rail equipment obligations are an exception, of course, but they are in a class by themselves. They are almost always excellent investment media for commercial banks, although currently keen demand and limited supplies have pushed prices rather high. In time, though, when the coal is mined and the steel is made, the railroads will come to market to borrow the money with which to pay for the rolling stock they now have "on order."

Building Boom Coming

Another problem that indirectly affects banks' investment policies should be solved in time. A notable characteristic of the first half of 1947 was the failure of home building to come anywhere near expectations. The shortage of proper housing has been perhaps overdramatized, but there could be a well-sustained building boom in this country if conditions—meaning costs, mainly—were right.

Some of the insurance companies have made notable headway with large-scale building projects, but they have special facilities not available to the average home-owner or speculative builder. Further they find the money from their own resources and do not borrow it.

Resistance to high costs has been the main cause of the failure of a residential building boom to materialize. The reasons for those costs are beside the point, but the resistance thereto will benefit all concerned in time. To whatever extent a new home is government-guaranteed, if the costs were out of reason and it is thrown back on the mortgage holder, it will be an unsatisfactory, and perhaps unprofitable, investment. At the same time, high-cost and high-priced new homes tend to give artificial values to older buildings and thereby create unusual risks to be carried by the mortgage holder. Altogether, it is better to resist high costs. Ultimately they will drop and

a delayed building boom might prove to be just the tonic a jaded economy needs at some later date. The banks, of course, will figure importantly as lenders at that time. And, looking ahead to the restoration of such normal and proper activities, the investment

officers of the banks will find another reason to have their portfolios in such shape that the banks' assets can readily be diverted to mortgages. Only conservative policies now will ensure that the investment portfolio is in shape then.—The End.

INVESTMENT SECURITIES

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Industrial

Railroad

Municipal

A.C. ALLYN AND COMPANY

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Minneapolis

Omaha

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Mid-Year Survey OF The Municipal Bond Market

JULY 1947

HALSEY, STUART & CO. INC.
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NB-22

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For many years, American municipal bonds have been of prime interest to those seeking conservatism and security in their investments. Now, with the rapid reduction in the supply of tax-free United States Government bonds, municipal obligations increasingly provide the primary recourse for investors wishing to minimize tax liability.

To institutional investors, banks and individuals, whether experienced or contemplating their first purchase of municipal bonds, this Mid-Year Survey presents timely and helpful information. It examines factors currently affecting the investment opportunities in municipal bonds, discusses the supply of and demand for such issues and inquires into price trends.

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and tax chart which shows... to individuals, banks and other corporations... whether tax-exempt or taxable bonds return more at various income levels.

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CONDENSED STATEMENT OF CONDITION, JUNE 30, 1947

RESOURCES

Cash in Vault and in Federal Reserve Bank	\$ 690,072,979.30
Due from Banks	252,881,014.94
TOTAL CASH	\$ 942,953,994.24
United States Government Obligations, direct and fully guaranteed	1,863,621,428.23
State, County, and Municipal Bonds	330,652,092.72
Other Bonds and Securities	95,081,682.02
Stock in Federal Reserve Bank	6,499,400.00
Loans and Discounts	2,135,842,845.98
Accrued Interest and Accounts Receivable	18,955,442.77
Bank Premises, Furniture, Fixtures and Safe Deposit Vaults	32,831,047.46
Other Real Estate Owned	60,228.31
Customers' Liability on Account of Letters of Credit, Acceptances, and Endorsed Bills	42,381,753.98
Other Resources	903,837.79
TOTAL RESOURCES	\$5,469,783,753.50

LIABILITIES

Capital	\$ 106,646,375.00
Surplus	110,000,000.00
Undivided Profits	36,319,807.49
Reserves	4,517,630.16
TOTAL CAPITAL FUNDS	\$ 257,483,812.65
Reserve for Bad Debts	30,344,694.82
Deposits { Demand \$2,799,941,500.42	5,113,290,019.49
{ Savings and Time 2,313,348,519.07	
Liability for Letters of Credit and as Acceptor, Endorser, or Maker on Acceptances and Foreign Bills	43,358,804.68
Reserve for Interest Received in Advance	11,870,896.38
Reserve for Interest, Taxes, etc.	13,435,525.48
TOTAL LIABILITIES	\$5,469,783,753.50

This statement includes figures of the Bank's offices in London and Manila

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NATIONAL TRUST AND SAVINGS ASSOCIATION
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NEW COMMISSIONER



STERLING ALEXANDER (above), attorney from Webster City, Iowa, assumed his new duties as Commissioner of Insurance and Securities in Iowa the first of July following his appointment by **Governor Robert Blue**. Mr. Alexander succeeds **Charles Fischer**, who served as commissioner for a period of eight years. As this issue goes to press, Commissioner Alexander has not announced his choice for deputy commissioner succeeding **Ralph Knudsen**, who acted as head of the securities department, until July 1st.

Nominated

Julien H. Collins, president of the Chicago investment banking firm of Julien Collins & Company, has been nominated as the next president of the Investment Bankers Association of America, it was announced by Edward Hopkinson, Jr., Drexel & Company, Philadelphia, president of the association. Named with Mr. Collins were the following nominees for vice president: Hazen S. Arnold, Braun, Bosworth & Company, Toledo; Robert W. Baird, The Wisconsin Company, Milwaukee; Hal H. Dewar, Dewar, Robertson & Pancoast, San Antonio; Carey S. Hill, Hill Richards & Company, Los Angeles, and Laurence M. Marks, Laurence M. Marks & Company, New York.

Nominations, made by the board of governors of the association, are considered tantamount to election in the I.B.A., which will act on the ticket at its annual convention scheduled for November 30th to December 5th at the Hollywood Beach Hotel, Hollywood, Florida.

Promoted

E. Leslie Bloom has been promoted to assistant cashier in the correspondent bank division of the First National Bank in St. Louis. He has been with the bank for 25 years.

INSURANCE

Why, Where, and How to Sell Fidelity Bonds

Just Like Selling Other Lines—the Agent Should Know His Subject

By JAY J. REYNOLDS
Supt. Fidelity & Surety Dept.
New Amsterdam Casualty Co.
Chicago

THE casualty business today finds itself in a strange position. Many companies are offered more business of certain classes than they want to write. Agents are experiencing some difficulty in finding an open market for certain lines, normally highly favored by the companies. The situation can become worse.

The wise agent will use this situation to his own advantage by devoting more time and effort to the development of those lines to which there is less resistance and on which the return is good, and the renewals better than ordinary, such as fidelity bonds.

The purpose here will be to point out how and where fidelity bonds may be written, as well as why, from an agent's standpoint. About the best reason why they should be written is the preservation of the agent's own business. He should never fail to explain fully to every customer, whose patronage he prizes, the purpose of and the need for fidelity bonds.

An experience of an agent in a central Illinois city will serve to illustrate what I mean. This party represented a company with which I was connected. Upon arriving in town, my attention was attracted by the headline on a local newspaper, viz.: "Assistant Treasurer of Local Corporation Convicted of Embezzlement." I inquired from our agent if he was acquainted with the president of the local corporation, and was informed that he was; in fact, they belonged to the same club and occasionally played golf together, but he had never been favored with

any of the president's insurance business or that of his company.

An Illustration

I prevailed upon the agent to call on the president and to take me with him. As you may have guessed, we found him in a bad mood; the loss approximated \$40,000, little solace had



JAY J. REYNOLDS
"Fit the Prospect's Needs"

come from the conviction of the former officer of his company, but what was worse, his pride had been hurt; he had been outwitted and felt that he was guilty of an unpardonable mistake for having selected a man for a

position of trust who had proved himself unfaithful. He was also thinking of what he would tell his stockholders. There was a disposition on his part to blame his insurance man for at least a part of his troubles. He had relied upon his agent's guidance in insurance matters and had purchased from him every kind of insurance that the hazards of his business seemed to require, except fidelity bonds, of which he was now so sorely in need. The result was that our agent got an order for a \$750 fidelity bond premium, and within a comparatively short time received additional insurance premiums of several thousands of dollars. One lesson from this is that you should not permit a competitor to take care of the fidelity insurance needs of your clients. If he gets his foot in the doorway, he may "boot" you out. Another lesson is that you should put the fieldmen, who call upon you from time to time, to work. Make up a list of your customers for whom you have no fidelity bonds, and also those for whom you have; more than likely you will agree that the amounts of the bonds you have written are too small for adequate protection. Take the special agent along a few times; two heads are better than one. Do not go out with the intention of working various lines. You will be surprised, however, with the number of orders in other lines that you may pick up at the same time. Go prepared with a "horrible example" such as a headline from a local paper, if possible. It will help to fix the prospect's attention on the subject.

Did you know there's a gap in your Cash Letter protection that you could "drive a truck through?" Ask us how to bridge it without costing you a cent.

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Scarborough & Company

Insurance Counselors



to Banks

Northwestern Banker, July, 1947

Of all the agents in that Illinois city, none of them seemed to recognize that headline in the newspaper as being of value to them. At least none of them used it in the case mentioned herein. Even our own agent, notwithstanding a good gain from the "kick-off" fumbled the ball on the five-yard line; and after I left town, slid back to pursue the even tenor of his way by taking orders, if they came in, instead of following through on other prospects at an opportune time.

I wonder how many agents who read *Life Magazine*, issue of November 18, 1946, recognized the value to them, of

the illustrated story on page 44. That story sets forth the need for fidelity bond protection more eloquently than all the oratory of a "silver tongued" salesman slinging salvoes of sales talk could ever hope to do.

People have the habit of buying life insurance because they have seen the old homestead (either theirs or their neighbor's) go up in smoke. An embezzler works like a thief in the night, under cover, with little publicity. The result is that insurance against such risks is not as commonly bought as fire insurance and must oftener be sold.

In the article of November 18, 1946,

the loss was \$750,000. There was a bond of \$5,000. Try to get a copy of that issue and use it with your prospects. If the prospect has fidelity bonds, it will most certainly cause him to think about increasing them. —The End.

To Help Home Buyers

Three new plans designed to bring low cost life and disability insurance to home buyers through the mortgage lending institutions which hold their loans have been announced by Occidental Life Insurance Company of California.

Two features that set the new Occidental "Home Security Plans" apart from existing insurance of this type, according to Occidental Home Office executives, are:

1. The use of group insurance or wholesale insurance provided through the lending institution to give its common borrowers a low cost coverage that will pay off the remaining mortgage debt at death, and
2. Inclusion of disability insurance which provides monthly benefits to the borrower to pay his mortgage instalments while he is laid up from accidental injury or sickness.

Evidence from its own files of the large numbers of persons who die without provision for paying off their

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RISK of LOSS

100,000
of these
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To assure your customers still wider acceptance of American Express Travelers Cheques, more than 100,000 brochures have just been mailed to hotels, vacation resorts, tourist camps, department stores and gasoline filling stations.

Inside the brochure a full size American Express Travelers Cheque is shown with an example of just how a Travelers Cheque should be countersigned and accepted without risk of loss. It emphasizes that no identification is required excepting this countersignature.

This nation-wide circularization assures immediate acceptance of American Express Travelers Cheques in out-of-the-way places as well as at urban hotels and other establishments serving vacationists and business travelers.

They help pave the way for greater-than-ever vacation-time sale of American Express Travelers Cheques by your bank.

They are a logical part of the tremendous national advertising and promotion programs of American Express Travelers Cheques—a program which makes American Express Travelers Cheques the most widely accepted of all Travel Funds.

Write to W. H. Stetser, Vice President, American Express Company, 65 Broadway, New York 6, N. Y., for the broadside that shows the newspaper mats available to help you capitalize on this national program through your bank's local advertising.

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home mortgage indebtedness or become delinquent in their monthly instalments due to loss of income from accident or illness prompted Occidental to design these broad new coverages, company executives said.

Stock Value Up

The board of directors of Northwestern National Life Insurance Company of Minneapolis, Minnesota, has voted to increase the par value of the company's capital stock from \$7.50 to \$10 a share, which increases its capitalization from \$1,650,000 to \$2,200,000. This was effected by transferring \$550,000 from surplus of the stock department to capital account, thereby increasing the permanent cushion of safety for policyholders in both the mutual and stock departments in line with the company's growth, according to O. J. Arnold, president. No increase in the amount of dividend per share of stock is contemplated at this time regardless of the increase in par value, Mr. Arnold said.

Safe Deposit Convention

The New York State Safe Deposit Association will be host to bankers and safe deposit personnel from all over the country, at its 1947 convention to be held at the Waldorf-Astoria on October 3rd and 4th.

As this convention will immediately follow the A.B.A. convention at Atlantic City and just precede the Financial Advertisers Association Convention, which will also be held at the Waldorf, the banking fraternity will be afforded a convenient opportunity to hear safe deposit problems discussed by the leaders in this field.

Research Director

The appointment of John B. Payne as director of research of the Mercantile-Commerce Bank and Trust Company, St. Louis, Missouri, was announced by Gale F. Johnston, president.

Mr. Payne comes from New York where for some seventeen years he served as advisor on management to the policyholders' service bureau of the Metropolitan Life Insurance Company.

MINNESOTA CONVENTION

(Continued from page 22)

for them and the community when they need advice and financial aid.

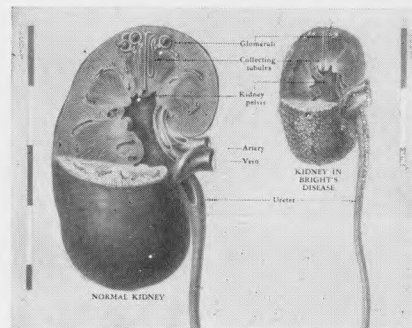
A memorial in honor of the late William (Bill) Duncan, Jr., former secretary of the Minnesota Bankers Association, was read by M. O. Grangaard.

A.B.A. President C. W. Bailey, president of the First National Bank, Clarksville, Tennessee, delivered his now famous talk, "Challenge to Banking," as the first address of the afternoon session.

G. S. Houston, vice president of the First Service Corporation in Minneapolis, threw a wet blanket on pessimists who are predicting a real depression. Mr. Houston said there is no indication of breakdown stage in the American economy and added that evidence indicates there will be only a gradual adjustment in business operations "with no sudden break in the over-all price structure and no heavy unemployment." Citing the steel industry as a traditionally accurate indicator of business trends, Mr. Houston said estimates are that demands

for steel exceed three years capacity production in this industry.

Norris K. Carnes, general manager of Central Co-Operative Association in South St. Paul, told bankers at the meeting that the United States is in the process of making one of the most fundamental decisions in history. The people, he said, must decide whether the New Deal wartime policy of government controlling of our lives and livelihood shall become a permanent part of our social and economic structure. His conclusions were that President Harry A. Truman is carrying out this philosophy.—The End.



Longer life for people past 40

At the left above is a normal adult kidney. The odds are better than 200 to 1 that both of yours are in this same healthy condition.

The other is a kidney shrunk to about half normal size as a result of "Bright's disease"—the common term for any of several kidney ailments. As recently as 20 years ago these were hopelessly incurable. But modern treatment results in encouraging improvement and in a large percentage of cases the man or woman with kidney disease may enjoy many extra years of comfortable living.

A little over 100 years ago the English physician Richard Bright showed the connection between dropsy and diseased kidneys. The century of medical progress since then has radically improved the lot of man on earth—at first through a sharp reduction in infant mortality, more recently through an increase in the life expectancy of older persons.

This brighter prospect for the middle-aged comes from geriatrics, the science of helping older people enjoy life longer.

Full enjoyment of later years calls for financial solvency, best attained through a sound program of savings and life insurance. Your NWNL agent, paid not primarily for how much insurance he sells you but for what you keep in force, has a strong interest to provide you with just the kind and amount of life insurance you need and can afford.

NORTHWESTERN *National* LIFE
INSURANCE COMPANY
OLARNOH—PRESIDENT SECURITY FIRST MINNEAPOLIS MINNESOTA

Northwestern Banker, July, 1947

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helps my farm clients 3 ways"

Says the ALLIED MUTUAL AGENT

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2. Assumes Farmer's liability for injury, death or damage to hired help.
3. Pays doctor bills up to \$250 for own injuries sustained on farm.



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CASUALTY COMPANY**

Harold S. Evans, President

Hubbell Building

Des Moines 7, Iowa



Statement of Condition

June 30, 1947

RESOURCES

Cash and Due from Banks	\$103,554,695.04
U. S. Government Obligations*	135,062,494.66
Other Bonds and Securities*	17,102,763.75
Loans and Discounts	89,766,817.74
Stock in Federal Reserve Bank	450,000.00
Customers' Liability on Acceptances	767,527.17
Income Earned but not Collected	799,390.44
Banking House	3,350,000.00
Other Resources	31,384.46
Total Resources	\$350,885,073.26

LIABILITIES

Capital Stock	\$ 5,000,000.00
Surplus	10,000,000.00
Undivided Profits	1,420,984.59
Reserve for Contingencies	3,732,459.55
Total Capital Accounts	20,153,444.14
Reserve for Interest, Taxes, etc.	1,403,576.27
Income Collected but not Earned	783,839.97
Letters of Credit and Acceptances	767,527.17
Deposits	327,776,685.71
<i>(Deposits include U. S. Government War Loan Account \$1,986,809.25)</i>	
Total Liabilities	\$350,885,073.26

*United States Government and other securities carried at \$36,653,377.39 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

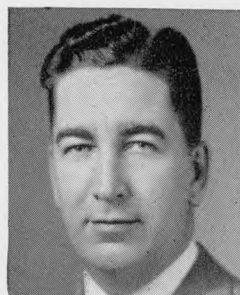
JAMES F. BELL <i>Chairman of Board,</i> General Mills, Inc.	G. NELSON DAYTON <i>President,</i> The Dayton Company	FRANK P. LESLIE <i>Vice President and</i> <i>Treasurer,</i> The John Leslie Paper Co.	D. J. STROUSE <i>President, Twin City Rapid</i> <i>Transit Company</i>
BENTON J. CASE <i>Director, Janney, Semple,</i> <i>Hill & Company</i>	STEPHEN P. DUFFY <i>President,</i> Hall Hardware Company	CHARLES C. MASSIE <i>President, Northrup, King</i> <i>and Company</i>	HAROLD W. SWEATT <i>President,</i> Minneapolis-Honeywell Regulator Company
CLARENCE R. CHANEY <i>Vice Chairman of Board,</i> Northwestern National Bank of Minneapolis	JOHN B. FAEGRE Faegre and Benson, Attorneys	ROBERT F. PACK <i>Chairman of Board,</i> Northern States Power Company	HAROLD H. TEARSE <i>Vice President and General</i> <i>Manager,</i> Searle Grain Company
GEORGE B. CLIFFORD, JR. <i>Treasurer, The Cream of</i> <i>Wheat Corporation</i>	FRANK T. HEFFELFINGER <i>Chairman of Board,</i> F. H. Peavey and Co.	JOHN S. PILLSBURY <i>Chairman of Board,</i> Pillsbury Mills, Inc.	J. CAMERON THOMSON <i>President,</i> Northwest Bancorporation
JOHN CROSBY <i>Director,</i> General Mills, Inc.	F. PEAVEY HEFFELFINGER <i>Executive Vice President,</i> F. H. Peavey and Co.	JOSEPH F. RINGLAND <i>President, Northwestern</i> <i>National Bank of</i> <i>Minneapolis</i>	VALENTINE WURTELE <i>President,</i> Minnesota Linseed Oil Paint Company
THOMAS L. DANIELS <i>Executive Vice President,</i> Archer-Daniels-Midland Company	CLARENCE E. HILL <i>Chairman of Board,</i> Northwestern National Bank of Minneapolis	LUCIAN S. STRONG <i>President and Treasurer,</i> The Strong Scott Manufacturing Co.	

Member Federal Deposit Insurance Corporation



JOHN CARLANDER
President
Faribault

Minnesota NEWS



ROBERT E. PYE
Secretary
Minneapolis

Leaving Duluth

Thomas A. Paulson, assistant vice president of the First and American National bank in Duluth, Minnesota since 1941, except for four years spent with United States armed forces during World war II, has resigned to assume a similar position with the Security-First National bank, Los Angeles, California.

Bank Debits Increase

Bank debits in the Northwest are maintaining their increase and last month a Federal Reserve Bank survey showed they are 25 per cent over those for the first five months of last year.

Minnesota banks showed a 21 per cent increase in debits from \$1,424,260,000 in May of 1946 to \$1,723,906,000.

Highest increase in the district was 31 per cent in South Dakota, where debits in May, 1947 were \$155,779,000 compared to \$119,114,000.

The five-months figures for the 10 high cities of the district show:

Minneapolis 4½ billions.
St. Paul 2 billions.
Duluth 454 millions.
South St. Paul 347 millions.
Sioux Falls 319 millions.
 Fargo 273 millions.
Butte 176 millions.
Great Falls 172 millions.
Eau Claire 153 millions.
Bismarck 153 millions.

Honored on Birthday

C. H. Klein, prominent Chaska, Minnesota businessman, was honored on his 75th birthday anniversary last month when the cashiers of the seven Minnesota banks of which he is president, presented him with a beautiful wristwatch at a surprise party commemorating the occasion. Mr. Klein is still very active in the business field. In addition to his bank holdings, he is head of the Chaska brick industry as well as several other manufacturing concerns.

Those participating in the presentation were: L. A. Nikolai, cashier, Klein National Bank, Madison, Minnesota; W. A. Brunert, cashier, Security National Bank, Montevideo; Charles De-gen, cashier, First National Bank,

Chaska; Erwin Holtmeier, cashier, Victoria State Bank; Herbert Dols, cashier, State Bank of Cologne; W. A. Nuernberg, cashier, State Bank of Young America; C. H. Ortlip, cashier, First National Bank, Waconia, and Assistant Cashiers R. W. Dols, of Chaska, and Ben Hartman of Waconia.

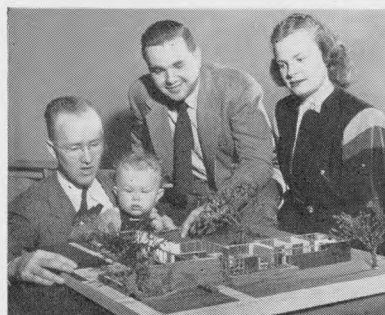
Increase Interest Rate

Selmer L. Jerpbak, president of the Richfield State Bank and Trust company, Minneapolis, has announced that the bank is increasing its interest rate from 1 to 2 per cent on savings and time certificates.

The action, taken at a meeting of the board of directors, was the first step taken by a local bank, he said, to increase its interest rate to meet the competition of savings and loan associations.

"We believe we will make \$1,000,000 worth of real estate loans on homes in this area in the next year," Mr. Jerpbak said. He reported deposits of

STUDENTS DESIGN HOMES



USEFUL FEATURES of a modern home are pointed out by architectural student **Robert Bennighof** (center) in his model home which took first place in a Northwestern National Bank Home Institute competition staged at the University of Minnesota in Minneapolis. Admiring the structure is ex-GI **Norman P. Bjornnes**, holding his son **Jon**, and **Mrs. Bjornnes**.

The Home Institute awarded prizes amounting to \$100 to four University of Minnesota students for outstanding work in building model homes in the contest staged this spring. Models have been placed on display in the newly redecorated Home Institute division of the bank.

the bank, which opened February 3, have increased to \$1,065,000 with total assets of \$1,192,000.

Martin J. Solberg

Martin J. Solberg, 83, vice president and director of the Western National Bank, Duluth, died last month. He had been associated with the bank for 25 years as director. About 10 years ago Mr. Solberg retired as a retail clothing merchant. He is survived by his wife and several nieces and nephews.

Named Director

Dr. Carl G. Burton was named a director of the St. Paul Federal Savings and Loan Association recently. A prominent St. Paul physician and surgeon, Dr. Burton is on the board of the Northwest Hospital Association and is chairman of the Bethel Institute and Seminary.

Leave for Europe

Harry A. Bullis, president of General Mills, and a newly elected director of Northwest Bancorporation has departed for a six-week tour of Europe during which he will attempt to get a first-hand picture of food requirements and the general economic conditions of European countries.

He was accompanied by Henry Kingman, president of the Farmers and Mechanics Savings Bank of Minneapolis and a member of the General Mills board of directors.

They will confer with economic and industrial leaders of the countries visited as well as with the company's foreign customers and leaders in the milling and baking industries.

The first country they were to visit was Sweden. Discussions with Swedish leaders will be followed by a swing through Denmark, the Netherlands, Belgium, France, Switzerland and Great Britain.

Increase Board to Six

Two additional members were elected to the board of directors of the Union State Bank, Montevideo, Minnesota, at a special meeting of stockholders recently. Membership of the board is increased from four to six members, with B. J. Oyen, municipal judge of the city of Montevideo, and R. J. Knobloch, superintendent of construction for the Northern States Power company elected as new members. Other members include Roland H. Aaker, owner of the Central bakery, John A. Nelson, farmer living east of Montevideo, Charles O. Bennett, president, and Orin Samstad, vice president and cashier of the bank.

William A. Mahl

William A. Mahl, 72, chairman of the board of directors of the First National Bank of Winona, Minnesota, died of a heart attack last month.

Mr. Mahl was in his 55th year at the bank, having joined the institution's staff April 1, 1893, as a messenger. He rose successively through many positions, becoming president in August 1, 1937, and chairman of the board of directors January 1, 1940.

Open House in Minneapolis

Open House for the inspection of newly modernized banking facilities and the bank building was held late last month by the Fourth Northwestern National Bank in Minneapolis. The

open house period was from 7 to 9 p. m. and drew a large crowd of banker friends, customers and the general public.

Officers of the Fourth Northwestern are: Clyde M. Jorgensen, president; Frederick O. Glasoe, vice president, C. Phillip Anderson, cashier, and Claudia Dahl, O. H. Grettum and R. E. Myhre, assistant cashiers.

Thirtieth Anniversary

The Farmers State Bank of Waubun was 30 years old last month. Its financial growth has kept pace with its age, with deposits at \$850,000 and total capital structure of \$30,000.

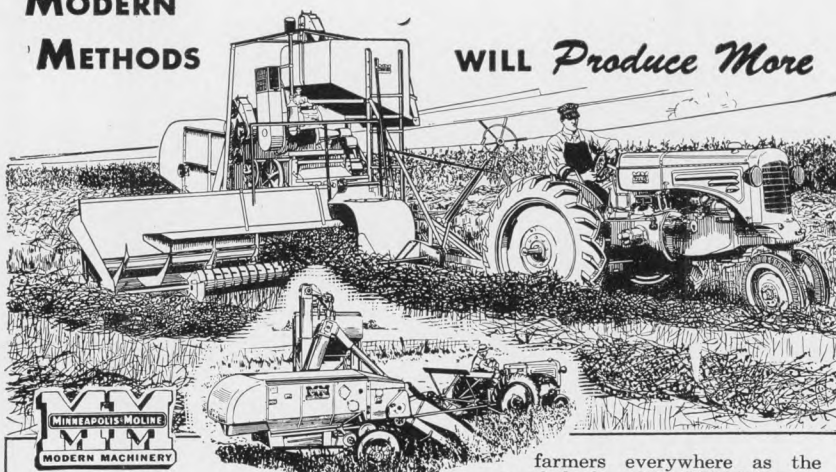
Cashier S. J. Schafer was one of the original organizers of the bank on June

1, 1917 and has served in this capacity ever since the bank opened. The bank started with capital of \$10,000 and \$2,500 surplus. Capital stock was increased by \$10,000 a year ago.

Officers of the bank at present are: J. R. Blomquist, president; H. B. Gunderson, vice president; Mr. Schafer, and L. C. Hemmelgarn and Victor M. Houghlum, assistant cashiers.

Increase Surplus

R. L. Smith, president of the Stock Yards National Bank, South St. Paul, Minnesota, has increased the surplus

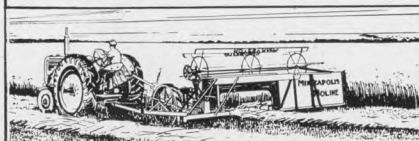
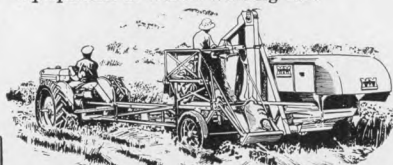
**MODERN
METHODS***WILL Produce More***WITH MODERN MACHINES**

Our more abundant way of life is largely due to the more economical production of our basic industry—farming—in providing food, fibre, and oils to feed a hungry world and to supply the raw materials for an ever-increasing number of industrial products. Farmers, realizing the increasing importance of economical production, are using Modern Methods to improve and to retain the fertility of the soil and thereby to increase production and farm income.

The MM trademark is recognized by

farmers everywhere as the symbol of quality. MM MODERN MACHINES have established a reputation for economy, dependability, and outstanding performance. This is particularly true of MM HARVESTORS.

Your friendly MM dealer has the complete facts on MM Machinery, Tractors, and Power Units for farm use. See him the next time you are in town. MM equipment is worth waiting for!

**MINNEAPOLIS-MOLINE POWER IMPLEMENT COMPANY**

MINNEAPOLIS 1, MINNESOTA, U. S. A.



R. L. SMITH
"Bank Makes Excellent Progress"

of his bank \$50,000 which now gives his institution a surplus of \$500,000. The capital of the bank is \$250,000, undivided profits and reserve \$191,422, and deposits of over \$17,600,000.

On July 1 of this year, the bank celebrated its 50th anniversary.

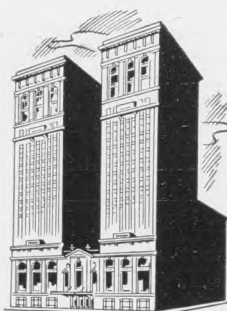
The officers of the Stock Yards National Bank are as follows: R. L. Smith, president; A. A. Bibus and J. C. Moore, vice presidents; A. T. Larson, cashier; and C. W. Messenger, J. J. Womack, Robert Kockendorfer and Richard Peavey, assistant cashiers.

Purchase Lake Park Bank

Five Lake Park Minnesota men have purchased the stock of the State Bank of Lake Park from the Northwest Bancorporation and O. B. Rusness, Moorhead, controlling stockholders.

The bank was founded in 1926 and has capital stock of \$25,000. The new stockholders are: M. A. Rogness, H. G. Torgerson, William Torgerson, Oscar J. Olson and Leonard Jordahl.

Statement of Condition



as at June 30, 1947

First National Bank of Minneapolis

RESOURCES

Cash and Due from Banks	\$ 89,637,177.30
United States Government Securities	158,589,443.50
Other Bonds and Securities	14,156,825.54
Loans and Discounts	73,900,750.98
Accrued Interest and Accounts Receivable	844,788.95
Customers' Acceptance Liability	965,727.25
Bank and Office Buildings	218,173.32
Other Real Estate (Future Building Site)	530,650.00
	<hr/>
	\$338,843,536.84

LIABILITIES

Capital Stock	\$ 6,000,000.00
Surplus	11,000,000.00
Undivided Profits	3,238,374.74
Unallocated Reserves	1,802,543.96
Reserve for Interest, Expenses, Taxes, etc.	2,211,321.09
Acceptances and Letters of Credit	965,727.25
Other Liabilities	212,783.57
Deposits (Includes U. S. War Loan Deposit of \$3,444,846.33)	313,412,786.23
	<hr/>
	\$338,843,536.84

DIRECTORS

Henry E. Atwood, *President*
 Atherton Bean,
Executive Vice President,
International Milling Co.
 Russell H. Bennett, *Mining Engineer;*
Treasurer, Meriden Iron Co.
 Daniel F. Bull, *President,*
The Cream of Wheat Corp.
 J. G. Byam, *Vice President*
 John Cowles, *President,*
Minneapolis Star and Tribune Co.
 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,*
Janney, Semple, Hill & Co.
 W. L. Huff,
Executive Vice President,
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 \$70,375,625.00 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

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 JUNE 30, 1947

RESOURCES

Cash and due from banks	\$ 56,151,866.14
United States Government obligations — direct and fully guaranteed	60,225,235.89
Municipal and other marketable securities	22,488,223.61
Loans and discounts	67,134,512.68
Federal Reserve Bank stock	210,000.00
Customers' liability on letters of credit and acceptances	538,830.67
Accrued interest receivable	343,651.10
Other assets	79,967.16
	<u>\$207,172,287.25</u>

LIABILITIES

Capital stock	\$ 3,000,000.00
Surplus	4,000,000.00
Undivided profits	621,066.75
Reserves for taxes, interest, contingencies, etc.	1,528,036.49
Unearned discount	762,633.82
Other liabilities	162,441.70
Liabilities on letters of credit and acceptances	538,830.67
Deposits:	
Demand	\$177,070,443.05
United States Government	650,958.47
Other public funds	2,834,016.11
Savings	<u>16,003,860.19</u>
	<u>196,559,277.82</u>
	<u>\$207,172,287.25</u>

United States Government obligations and other securities carried at \$17,020,526.26 are pledged to secure public and trust deposits and for other purposes as required or permitted by law.

SPECIAL OFFER

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

MINNESOTA COMMERCIAL MEN'S ASSOCIATION
2550 Pillsbury Ave. So. Minneapolis 4, Minnesota

Named University Trustee

Henry V. Bruchholz, vice president of First National Bank of Minneapolis, recently was elected to the board of trustees of Hamline University, St. Paul. He will serve on the board until 1948, subject to re-election at that time.

Mr. Bruchholz' banking career dates from 1915, when he joined the staff of Minneapolis Trust Company, which later was consolidated with the First National. Active in Minneapolis civic affairs, he is a member of the official board of Hennepin Avenue Methodist Church; Board of Directors, Asbury Hospital; board of trustees, Minneapolis Y.W.C.A.; executive board, Minneapolis Area Council, Boy Scouts of America; and treasurer and a trustee of The Minneapolis Foundation.

On Dawson Bank Board

Announcement was made recently of the appointment of Dr. Vilhelm Johnson as a director of the Northwestern State Bank, Dawson, Minnesota, to fill out the unexpired term of the late Dr. C. M. Johnson. The appointment was made at a recent meeting of the bank board of directors.

Elect Winona A.I.B. Officers

B. J. Snyder, First National Bank, was re-elected president of Winona Chapter American Institute of Banking at the annual banquet last month at the Winona Country Club.

Other officers re-elected were W. M. Lambert, Winona National and Savings Bank, first vice president; Miss Gladys Thayer, Merchants National Bank, second vice president, and Miss Marion Griesbach, First National Bank, secretary-treasurer. Norman Schellhas of the Merchants National Bank and Judson Scott of the Winona National and Savings Bank were elected members of the board of governors.

Other members of the board are Harry Kowalczyk, Merchants National Bank; Chester Fockens and Elgin Sonneman of the First National Bank, and Miss Doris Maliszewski of the Winona National and Savings Bank.

Cashier of Empire National

H. William Blake was elected vice president and cashier of the Empire National Bank and Trust Company, St. Paul, last month. He succeeds the late C. T. Dedon. Announcement of the promotion was made by C. E. Johnson, president of the bank, following a meeting of the board of directors. Mr. Blake is a graduate of the law school of the University of Minnesota, class of 1929. For three years he was associated with the Northwestern National Bank of Minneapolis. In 1932 he joined the Empire National Bank as vice president and trust officer.



MERTH E. MORTENSON, cashier of the Marquette National Bank of Minneapolis, has been elected vice president of the Minneapolis Retail Credit Association.

Banks in the Upper Midwest are being offered a personnel placement service. Originator of the new service is **George Richter** who established offices at the First National Bank building at St. Paul after several years in industry and business.

M. O. Grangaard, vice president of the First National of Minneapolis, recently was host to **Gustaf Brunkman**, vice president and director, and **Tore Browaldh**, secretary of the A. B. Svenska Handelsbanken of Stockholm, Sweden. The Swedish bankers are making a study of American banking in a number of cities.

C. M. Ostrum of Farmers & Mechanics Savings Bank has been elected president of the Twin City Bank Auditors and Comptrollers. **A. S. Anderson** of Midway National Bank was elected vice president. **W. A. Mattson** of Midland National was elected secretary and **W. Haugberg** of the First of St. Paul was named treasurer.

The organization held its annual election at Mankota where it met in honor of three Mankato bankers who have been members of the Twin Cities organization.

Lyman E. Wakefield, Jr., assistant cashier of the First National of Minneapolis, has been elected secretary of the United States Figure Skating Association.

Ernest W. Swanson, vice president of the Federal Reserve Bank of Minneapolis since 1936, resigned recently to retire after more than a quarter century in Minnesota banking. **H. G. McConnell** succeeds Swanson as manager of the bank examination department.

By E. W. KIECKHEFER
Special Correspondent
Northwestern Banker

Clarence R. Chaney, vice president of the Northwestern National of Minneapolis, has been elected moderator of the Congregational conference of Minnesota.

Julian B. Baird, president of the First National of St. Paul, has been elected president of the Association of Reserve City Bankers. Baird has been active in the association, composed of

members from 425 larger banks in the nation, for many years.

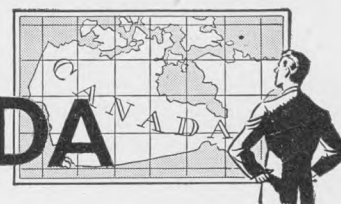
Heads Slayton Bank

C. B. Newman, Dodge Center, Minnesota, has been named president of the Murray County State Bank, Slayton.

He succeeds **R. P. Howe**, who has been made executive vice president of the Guaranty Bank & Trust Company, St. Cloud.

Mr. Newman had been vice president of the Dodge Center State Bank since 1940. **A. C. Bell**, cashier of the Dodge Center bank for many years has been promoted to manage the bank.

Look to CANADA



CANADA has emerged from the war rich in natural resources, industrial equipment and manufacturing know-how. Today she is a potential supplier of raw materials and a wide variety of manufactured goods. Should you wish to investigate Canada as a source of supply, or a potential market for your customers, we can help you. Our branches serve every part of Canada from coast to coast. Our Business Development Department is a mine of information. At Head Office we operate a Credit Information Bureau on a world-wide basis. All of these services are available to you.

THE ROYAL BANK OF CANADA

Incorporated 1869

HEAD OFFICE—MONTREAL

New York Agency—68 William Street

Norman G. Hart—Agents—Edward C. Holahan

Branches throughout Canada and Newfoundland, in the West Indies, Central and South America—Offices in London and Paris

Total assets exceed \$2,000,000,000

Given Testimonial Dinner

Miss Mae E. Brewster, assistant cashier of the First National Bank, Owatonna, Minnesota, was given a tribute of recognition on the thirtieth anniversary of her affiliation with the institution at a testimonial dinner last month. She was presented with a pearl necklace by directors, officers and employees.

Oldest employee in years of service, Miss Brewster became a member of the First National Bank personnel on June 4, 1917.

She served with five presidents of the institution. They are: George R.

Kinyon, S. W. Kinyon, R. S. Banfield, A. C. Chapman and Julius H. Meyer.

Reorganize St. Cloud Bank

At a special meeting of the Guaranty State Bank and Trust Company, St. Cloud, Minnesota, the board of directors of the bank was increased from five to ten.

All the former directors consisting of Harold W. Riley, John A. Henry, Christian Hauck, William S. Weber and William P. Hilger were re-elected and the following were added: G. Robert Herberger, Robert P. Howe,

USE NEW MACHINE



Miss Berma Cooper, head teller at the Marquette National Bank, Minneapolis, is shown presenting Charles R. Thiss (of the Thiss Luggage Stores) with the first mechanical deposit receipt made out at the bank. The machine at Miss Cooper's left has eliminated the old-fashioned bank pass book. Marquette is the first Minnesota bank to install this Burroughs Teller Receipting device.

REPORT OF THE CONDITION OF

The Live Stock National Bank

SIOUX CITY, IOWA

At the close of business June 30, 1947

RESOURCES

Loans and Discounts	\$ 2,726,225.99
United States Bonds and Notes.....	14,252,325.55
Municipal Bonds	550,472.81
Other Bonds and Securities.....	488,373.17
Federal Reserve Bank Stock.....	24,000.00
Interest Earned, Not Collected.....	75,879.40
Cash on Hand and Due from Banks.....	10,693,316.86
	\$28,810,593.78

LIABILITIES

Capital Stock	\$ 400,000.00
Surplus	400,000.00
Undivided Profits	99,346.19
Reserve for Contingencies.....	122,293.37
Reserves for Interest and Taxes, etc.....	101,963.27
Interest Collected, Not Earned.....	12,309.57
Deposits	27,674,681.38
	\$28,810,593.78

OFFICERS

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

THE

LIVE STOCK NATIONAL BANK

OF SIOUX CITY, IOWA

MEMBER F.D.I.C.

The Bank at the Yards

Dan Marsh, David S. Megarry and Fred Schilplin.

Robert P. Howe has assumed the position of executive vice president of the bank. Mr. Howe is the former president of the Murray County State Bank of Slayton.

This reorganization follows the recent purchase by the Northwest Bancorporation of the majority stock in Guaranty State bank.

Dividend

Directors of Investors Mutual, Inc., Minneapolis, Minnesota, open-end investment company, have declared a quarterly dividend of 12 cents a share, it was announced by E. E. Crabb, chairman and president. The current distribution, derived exclusively from interest and dividend income, is payable July 21, 1947, to shareholders of record as of June 20, 1947.

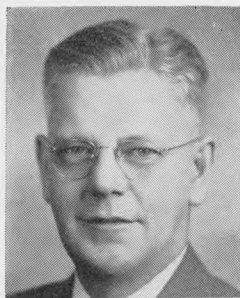
As a matter of company policy, no dividend distribution from profits on the sale of portfolio securities will be made until the final quarter of the fiscal year, Crabb said.

Just An In-Between

Visitor: "How old are you, Bobby?"
Bobby: "I'm just at that awkward age."

Visitor: "Really? And what do you consider the awkward age?"

Bobby: "Well, I'm too old to cry and too young to swear."



South Dakota NEWS

A. E. DAHL
President
Rapid City

GEORGE M. STARRING
Secretary
Huron



Open Branch Office

The Dakota State Bank of Milbank, South Dakota, opened a branch "A" office in Big Stone City under the management of Paul Trapp, Jr., the first of this month.

Approval of the charter from the State Banking Department and the FDIC were both given some time ago and capital of the parent bank has been raised from \$25,000 to \$75,000.

Officers of the Dakota State Bank are: E. G. Stengel, chairman of the board; E. F. Phillippi, president; E. F. Nixon, vice president and cashier, and M. E. Berry, assistant cashier.

Four Banks Join A.B.A.

With the admission of four South Dakota banks into A.B.A. membership last month, that state became one of the 20 now holding 100 per cent membership in the American Bankers Association.

Those joining were First State Bank, Buffalo; Farmers State Bank, Irene; Farmers State Bank, Tabor, and First National Bank, White.

Max Stieg, chairman of the A.B.A. organization committee, and cashier of the Dairyman's State Bank, Clintonville, Wisconsin, praised the work of Tom Harkison, A.B.A. vice president for South Dakota, for bringing membership up to the 100 per cent mark. Mr. Harkison is president of the National Bank of South Dakota.

On Jaycee Board

Two Sioux City bank employees were named to the board of directors of the Junior Chamber of Commerce in that city last month. They are Ross E. Hunt, assistant cashier, National Bank of South Dakota, and Charles J. Bennett, bookkeeper, Northwest Security National Bank.

Manages Kimball Bank

H. O. Ekeland began work last month as manager of the Bank of Kimball, South Dakota. He replaces John Will, who resigned some time ago to accept another bank position.

Mr. Ekeland has been in the banking business since 1919. During the past

nine years he has been with the Bank of Lemmon, and for eight years prior to that he was at Hettinger, North Dakota.

Martin L. Thompson

Martin L. Thompson, 67, prominent Vermillion, South Dakota, civic leader and former Sioux City and Vermillion banker, died unexpectedly last month in Nephi, Utah, while en route to Vermillion.

Has 40th Anniversary

W. H. Frei, president of the Commercial State Bank, Wagner, South Dakota, marked his 40th anniversary with the institution last month. Coming from Reinbeck, Iowa, after his college graduation he became a bookkeeper in the bank.

Deposits have grown from \$200,000 in 1907 to \$3,500,000 in 1947, with 1,700 individual accounts at the bank.

In addition to bank duties, Mr. Frei has served on the state banking commission, the local board of education, the state Boy Scout Council, the Methodist Church board, the Rotary Club and the Masonic Lodge.

Increase Surplus

Directors of the Security Bank and Trust Company, Madison, South Dakota, have increased the surplus account of the bank to \$100,000.

Capital of the bank remains \$50,000, while the surplus is now \$100,000 as compared to \$50,000 two years ago. W. M. Willy, president of the bank, points out that during the past three years the capital position of the bank has been improved by more than \$100,000, including additions to both admitted and unadmitted bank assets.

Moves to Wyoming

Maxwell Bird, who for the last two years has held the position as cashier in the Bank of Union County in Elk Point, South Dakota, has accepted the appointment as vice president and cashier of the Lusk State Bank at Lusk, Wyoming.

Sioux Falls News

THE Ninth Federal Reserve District reported that South Dakota bank debits for the year were 31 per cent higher than those for 1946, totaling \$830,611,000.

Representing checks against depositors' accounts for the most part, debits also climbed 31 per cent during May of this year over May, 1946. They were placed at \$155,779,000.

Percentage increases shown for May in the 17 cities and towns included in the monthly survey were: Aberdeen, 28; Belle Fourche, 31; Brookings, 23; Chamberlain, 73; Deadwood, 18; Dell Rapids, 22; Huron, 48; Madison, 6; Milbank, 7; Mitchell, 45; Mobridge, 37; Pierre, 51; Rapid City, 42; Sioux Falls, 30; Watertown, 24, and Yankton, 18.

Lead recorded a 7 per cent decrease.

Burke Von Wald, formerly of the Madison branch of the Northwest Security National Bank, has become co-owner of the Glenwood (Minnesota), *Herald*, a weekly newspaper. He is a World War II veteran.

J. H. McMillan, until recently of Roundup, Minnesota, has become assistant manager of the Northwest Security National Bank at Madison. He is assisting John Will, newly appointed manager of the institution. He is the son of C. H. McMillan, who is with the examining department of the Northwest Bancorporation in Minneapolis.

C. F. Falck, assistant cashier in the Northwest Security National Bank in Sioux Falls, was installed as treasurer of the Sioux Falls Cooperative Club.

C. A. Christopherson, chairman of the board of directors of the Union Savings Bank, Sioux Falls, was speaker for Flag Day ceremonies presented by the Sioux Falls Elks Club.

The Lewis System of armored car service for banks and customers has been established in Sioux Falls.

John N. Thomson, Centerville banker, chairman of the American Bankers Association subcommittee on agricultural credit, offered a plan for reducing federal indebtedness by \$615,000,000 when testifying before the House of Representatives agricultural committee in Washington. His plan would involve liquidation of production credit associations, liquidate banks for co-operatives and transfer their outstanding loans to federal intermediate credit banks, and cancel the revolving fund in which federal land banks have paid or soon will pay the sum of \$314,000,000.

SOUTH DAKOTA CONVENTION

(Continued from page 28)

Other speakers on the program included **John McCann**, staff member of *Banking*, who reviewed bank remodeling under way in the nation's banks, and **Alvin J. Vogel**, secretary of the research committee of the National Association of Bank Auditors and Comptrollers, who spoke on "New Ideas in Practical Bank Operations," accompanying his talk with display charts that have proven efficient and time-saving.

The convention closed with a banquet, at which tribute was paid **M. O.**

Grangaard, vice president, First National Bank, Minneapolis, for his 25 years' consecutive service at South Dakota Association conventions. **N. J. Thomson**, president, Farmers & Merchants Bank, Platte, representing many South Dakota banker friends of Mr. Grangaard, told the audience of the many services rendered by correspondent city banks. He then presented Mr. Grangaard with a wrist watch as a token from his many friends.

Arthur H. Brayton, secretary, Des Moines Convention Bureau, delivered the banquet address. His subject was, "Telling the World—Effectively."

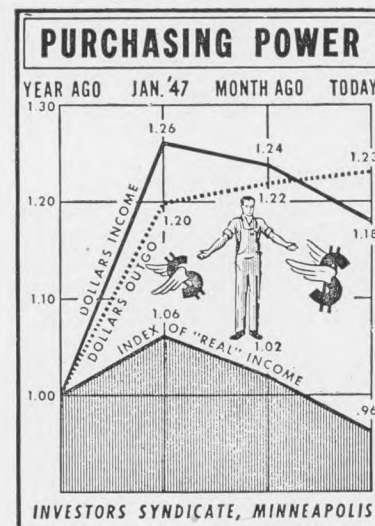
It was voted to accept the offer of Aberdeen as host city to the 1948 convention.—The End.

Decrease

For the first time in many months, there is a marked decrease in consumer purchasing power, it is revealed in a recent survey of "real income" made by Investors Syndicate.

Although the income of the average family today is \$1.18 for every dollar earned a year ago, prices have gone up to \$1.23 for every dollar in April, 1946. This reduces the "real income" index to 96 cents. "Real income" is the relationship of income to living costs.

Although there have been fluctuations in "real income" at times during the past six years, this sharp break from the "real income" level of \$1.02 a month earlier and a level of \$1.06 four months ago indicates a major



falling off in purchasing power, Investors Syndicate said.

All types of income and all phases of the price structure have increased over a year ago, the survey shows. Wages are up to \$1.22 for each \$1 a year ago, salaries are up to \$1.20, investment income to \$1.07 and other income—principally farmers'—to \$1.14. The price of food is now \$1.33 for each \$1 a year ago, shelter is up to \$1.03, clothing to \$1.19, and miscellaneous costs to \$1.35.

This break in purchasing power, Investors Syndicate said, seems to indicate that advancing prices are decreasing the ability of the consumer to buy, and threaten to affect the industrial index soon.

Oil Right With Him

He loved the girl so much that he worshipped the very ground her father discovered oil on.

STATEMENT OF CONDITION

NORTHWEST SECURITY NATIONAL BANK

of Sioux Falls, South Dakota

South Dakota's Leading Bank

JUNE 30, 1947

RESOURCES

Cash on Hand, in Federal Reserve Bank, and Due from Banks and Bankers.....	\$ 9,968,432.06
U. S. Government Obligations.....	23,399,503.67
State and Municipal Bonds.....	866,752.41
Other Bonds and Securities.....	1,034,915.83
	<hr/>
Stock in Federal Reserve Bank in Minneapolis.....	\$35,269,603.97
Overdrafts	42,000.00
Loans and Discounts.....	2,767.28
Banking Houses	7,684,134.68
Includes Banking Houses at Sioux Falls, Brookings, Chamberlain, Dell Rapids, Gregory, Huron and Madison, all clear of encumbrance.	255,000.00
Interest Earned but Not Collected.....	138,945.20
TOTAL	\$43,392,451.13

LIABILITIES

Capital Stock—Common	\$ 500,000.00
Surplus	900,000.00
Undivided Profits and General Reserves.....	446,874.73
	<hr/>
	\$ 1,846,874.73
Reserve for Interest, Taxes, and Other Expenses.....	233,294.86
Interest Collected but Not Earned.....	26,034.02
Deposits:	
Time	\$ 6,921,107.20
Demand	33,780,755.10
U. S. War Loan.....	584,385.22
	<hr/>
	\$41,286,247.52
TOTAL	\$43,392,451.13

BRANCHES AT

BROOKINGS, CHAMBERLAIN, DELL RAPIDS,

GREGORY, HURON, MADISON

Affiliated with Northwest Bancorporation
Member Federal Deposit Insurance Corporation



North Dakota NEWS

F. A. FOLEY
President
Rolla



C. C. WATTAM
Secretary
Fargo

Board Approves Amendments

North Dakota State Bank Examiner J. A. Graham reports that the application of the Farmers State Bank, Mad-dock, North Dakota, for permission to amend its articles of incorporation to provide for increase of capital stock from \$25,000 to \$50,000 was approved by the state banking board last month.

Also passed by the board was the application of the Merchants Bank of Rugby for renewal of its corporate existence for a period of 25 years from August 4, 1947.

Nesbit Heads Clearinghouse

Gordon H. Nesbit, president of the First National Bank and Trust Company, Fargo, North Dakota, was named president of the Fargo Clearing House Association, to succeed Earl L. Shaw, president of the Fargo National Bank.

Harold F. King

Harold F. King of Park River, North Dakota, rent director of the Grand Forks area and former bank cashier at Derrick, died last month in a Grand Forks hospital after being in poor health about a year.

Mr. King was graduated from the University of North Dakota law school in 1917. After graduation he moved to Derrick, North Dakota, where he was cashier of the King State Bank. In 1921 he moved to Park River and practiced law there until 1942. In that year he moved to Fargo where he was legal advisor for the OPA office. He became head of the rent control office there less than a year ago. At the time of his death Mr. King was president of the King Land and Investment Company of Park River.

Cashier at Rhame

David Carlson has been appointed cashier of the Bank of Rhame, North Dakota, which has been sold recently to South Dakota residents. Mr. Carlson has been assistant to M. Hestekin who is resigning the cashiership.

G. E. Fulkerson

G. E. Fulkerson, 57, mayor of Plentywood, Montana, since 1939, died after suffering a paralytic stroke. He for-

merly was associated with the American State Bank of Williston, North Dakota.

Becomes Cashier

Assuming duties in the Foster County State Bank, Carrington, North Dakota, recently was Mark Atwood, formerly of Huron and Alpena, South Dakota. He succeeds Guy Cook as cashier, Mr. Cook having been advanced to the office of vice president.

A native of South Dakota, Mr. Atwood was farm superintendent for the Travelers Insurance Company at Huron, South Dakota, from 1935 to 1943. From 1943 to 1946 he was cashier of the Bank of Alpena. In August last year he became North Dakota state agent for the Queen City Fire Insurance Company. He had considerable experience in mortgage-loan work while in the employ of the insurance companies.

NORTH DAKOTA CONVENTION

(Continued from page 24)

kota bankers called for more government economy, both national and state; voiced opposition to subsidized federal credit; urged banker cooperation in the "Bond-a-Month" plan; commended the FDIC on its proposal that original capital be returned to the Treasury and assessments be eliminated when surplus reaches one billion dollars; and recommended that North Dakota bankers make full use of public relations programs as supplied by the American Bankers Association.—The End.

Milk Production

A rising per capita domestic consumption of milk and milk products and an increase in exports during and after the recent war have been of particular importance to the north central states, according to an article in the June issue of *Business Comment*, published by The Northern Trust Company, Chicago, Illinois.

Entitled "Dairying in the Midwest," the article states that the dairy industry, while essentially local in most sections of the U. S., has assumed sig-

nificant proportions in the north central states as a source of supply for other sections of the country. In 1945 this area produced over 30 billion pounds of milk in excess of its estimated consumption. During the same year the Atlantic states had a theoretical milk deficit of more than 20 billion pounds.

Cash receipts from farm marketings are extremely important to the economy of the north central states, and in that area 16 cents of every dollar of cash farm income in 1945 were derived from the sale of dairy products, the article observes. As an example of the importance of dairy manufactures as a source of employment and income in this area, the bank points to Wisconsin where almost 4 per cent of the wage earners in manufacturing industries in 1939 were engaged in the production of dairy products.

Crocker First National

The June 30, 1947, statement of Crocker First National Bank, San Francisco, reveals that the bank had a profitable year. After provision for four quarterly dividends totaling \$840,000, and a transfer to surplus of \$1,000,000 on December 31, 1946, undivided profits were \$3,618,467, a gain of \$141,718 over the \$3,476,749 reported on June 30, 1946.

Deposits declined \$15,447,150 to \$303,650,797, caused by a decrease in government deposits of \$43,782,851.

Capital of the bank remains unchanged at \$6,000,000 and the surplus account stands at \$10,000,000 compared with \$9,000,000 a year ago. Total resources as of June 30, 1947, amounted to \$325,435,425 as against \$340,296,292 a year ago.

Retires

John W. Brown, of Winnetka, Illinois, secretary and manager of the National Safe Deposit Company, retired on pension recently.

Mr. Brown entered the employ of The First National Bank of Chicago in 1921 in the bond department. In 1925 he became assistant secretary and assistant manager of the National Safe Deposit Company and secretary and manager in 1929. At the time Mr. Brown became associated with the Safe Deposit Company there were approximately 18,000 boxes. Now, at the time of Mr. Brown's retirement after his 18 years of management, there are over 50,000 boxes—the largest number of any vault in the country.

Mr. Brown was president of the Illinois Safe Deposit Association in 1935-36; vice president in 1946-47, and has been on the executive committee of that association since 1929.



FOR 91 YEARS
SOUND BANKING SERVICE



Complete Correspondent Facilities

The
UNITED STATES
National BANK of Omaha

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



GLEN T. GIBSON
President
Gibbon

Nebraska NEWS



CARL G. SWANSON
Secretary
Omaha

Hold Bankers Clinic at Doane

MORE than 100 Nebraska bankers were attending the first annual Nebraska Bankers Clinic at Doane College, Crete, Nebraska, as this issue of the NORTHWESTERN BANKER went to press. This three-day school is the culmination of two years of research into similar projects sponsored by other state associations.

Edward Huwaldt, executive vice president, Commercial National Bank, Grand Island, is chairman of the bankers clinic committee and is ably assisted by Vice Chairman J. R. Kenner, president, Thayer County Bank, Hebron, in addition to four other committee members. They are: William N. Mitten, president, Stephens National, Fremont; J. V. Johnson, president, Johnson County Bank, Tecumseh; H. L. Gerhart, president, First National, Newman Grove; C. A. Phillips, president, Cambridge State Bank, Cambridge, and E. M. Knight, vice president, Alliance National.

To facilitate discussions among bankers having more or less the same interests and problems, size groups were formed with group leaders and secretaries as follows:

Group One—Deposits under \$1,000,000. Leader, J. E. Conklin, president, Hubbell Bank, Hubbell; secretary, Ivan W. Hedge, cashier, Filley Bank.

Group Two—Deposits \$1,000,000 to \$2,500,000. Leader, George A. Wright, president, Bank of Elgin; secretary, Chas. Novak, president, Bank of Brainard.

Group Three—Deposits \$2,500,000 to \$5,000,000. Leader, J. S. VanAuken, vice president, Lexington State Bank; secretary, P. E. Schmeling, president, The Security National Bank, Superior.

Group Four—Deposits \$5,000,000 to \$7,500,000. Leader, E. M. Knight, vice president, Alliance National Bank; secretary, E. C. Austin, executive vice president, The Beatrice National Bank.

Group Five—Deposits over \$7,500,000. Leader, Glenn Yaussi, vice president, National Bank of Commerce, Lincoln; secretary, A. L. Vickery, assistant vice president, The United States National Bank, Omaha.

A complete report on results of this school will be presented in the August issue of the NORTHWESTERN BANKER.

County Bankers Picnic

Washington, Burt, Sarpy and Douglas county bankers held their traditional meeting at Valley, Nebraska, last month, with 55 members present to enjoy a deliciously prepared home-style dinner which featured fried chicken and strawberries. Guest speaker was Oliver P. Cordill, vice president, Federal Reserve Bank of Oklahoma City.

Marie S. Cooper

Marie Schaupp Cooper, 84, of Wallace, Nebraska, died at a Sutherland hospital last month. She was the wife of Charles L. Cooper, president of the Farmers State Bank in Wallace.

Returns to Bank

Mrs. Leo Bartholomew resumed her duties as assistant cashier at the American National Bank, Sidney, Nebraska, last month after an absence of three months due to illness.

Thomas N. Burke

Thomas N. Burke, 62, cashier, Grafton State Bank, Grafton, Nebraska, died in Lincoln last month. Burial took place in Grafton.

Mr. Burke is survived by his wife, five daughters, one son and five sisters.

Heads Nebraska Masons

Edward Huwaldt, executive vice president, Commercial National Bank, Grand Island, Nebraska, has been elected Grand Master of the Nebraska Masonic Lodge. The election took place in Omaha last month.

Sells Wisner Interests

O. A. Frentzel announced his resignation last month as president of the Citizens National Bank, Wisner, Nebraska. Mr. Frentzel, who has been associated with the bank the last 29 years, said he is resigning to devote

more time to private interests. He will continue as chairman of the bank's board of directors.

Interest in the bank has been purchased from Mr. Frentzel and Chris Jensen, vice president, by A. J. Hallas, John McGarrough and W. M. Costello of Omaha, who are at present officers and stockholders in other Nebraska banks or engaged in similar lines of business.

According to the announcement, Mr. Costello, who has been assistant vice president of the Stock Yards National Bank at Omaha, succeeds Mr. Frentzel as president and Mr. Hallas replaces Mr. Jensen as vice president. Otto F. Paege remains as cashier and member of the board of directors. Other members of the board are William Daberkow and W. J. Barelmann. Percy C. Fuhlrodt retains his present position as assistant cashier.

Promoted in Lincoln

Myron Weil and Herman Brockmeier have been promoted to assistant cashiers of the National Bank of Commerce, Lincoln, according to an announcement from President Byron Dunn.

Myron Weil is a grandson of Morris Weil, founder of the bank. Mr. Brockmeier has been associated with the bank for 10 years. Both saw army

Wins \$100 Scholarship

Ernest A. Yeck, Jr., of Cordova, Nebraska, was awarded a \$100 scholarship from Jones National Bank of Seward. Each year this bank awards a \$100 scholarship to the outstanding University of Nebraska student of Seward county.

Purchase Carleton Bank

R. B. Walker and Ed Fujan have purchased the interests of Melvin Jennings in the Citizens State Bank at Carleton, Nebraska. Mr. Jennings, who has been president of the Carleton bank, has moved to Western. Mr. Walker has been cashier of the Citizens State and will now take over the duties of president.

Mr. Fujan has been assistant cashier in the Bank of Prague. He will succeed Mr. Walker to the cashier's position.

Frank Krejci

Frank Krejci, 79, president of the Schuyler State Bank, Schuyler, Nebraska, since 1923, died last month in a Columbus hospital. Burial was in Schuyler cemetery.

Mr. Krejci was born in 1867 in Austria-Hungary, moving to Nebraska eight years later with his parents. He is survived by his wife, two sons and a daughter.



HENRY C. KARPf, president of the Live Stock National Bank of Omaha, was one of those interviewed recently who agreed with the statement of **Robert Storz**, retiring Omaha Chamber of Commerce president, who said that certain "selfish interests" are holding back Omaha's progress.

Mr. Karpf said, "I agree with most of Mr. Storz's statements. I'm not familiar with the minority groups he speaks of, but I've heard a lot about them in the years I've been here. And I'm inclined to think he's right."

The **Kirkpatrick-Pettis Company**, Omaha investment banking firm, has increased its capitalization from \$150,000 to \$500,000. Amended articles were filed with the secretary of state recently.

Trust departments of banks should not take over the duties of lawyers, **Daniel J. Monen**, vice president of the Omaha National Bank, told the School of Banking at the University of Wisconsin recently. He has been a summer member of the banking school faculty there.

He declared the drafting of wills and the determination of all legal questions, procedure and court filings, are the jobs of lawyers. The banking school closed June 14th at Madison, Wisconsin.

Mrs. Flora D. Saunders, 81, widow of **Charles G. Saunders**, widely-known Council Bluffs attorney and state senator, and mother of **Charles D. Saunders**, vice president of the First National Bank of Omaha, died last month

at a Council Bluffs hospital. A daughter, **Mrs. George A. Peak**, of Des Moines also survives.

Mrs. Saunders was a charter member of the Visiting Nurse Association of Council Bluffs and the Council Bluffs Woman's Club. During World War I she organized the Ninth Iowa District for the United States Food Administration.

W. B. Millard, Jr., vice president of the Omaha National Bank, has been elected chairman of the Creighton University Board of Regents. He succeeds **Francis P. Matthews**, Omaha attorney, who remained, however, on the board.

Dale Clark, president of the Omaha National Bank, is one of the incorporators of a new non-profit farm research organization, **Agricultural Research Foundation, Inc.**, for which articles of incorporation were filed at Lincoln, Nebraska, recently.

Its purpose is to set up a laboratory to uncover more and better industrial uses of farm products. The incorporators expected to establish a minimum capital fund of \$500,000, all to be raised by donations. The first donation, \$40,000, came from the **Farm Crops Processing Corporation**.

Other incorporators, all Omahans, include **J. L. Welsh**, grain man; **Robert H. Storz**, brewer and past president of the Omaha Chamber of Commerce; **Max A. Miller**, former cereal concern executive, and **W. C. Fraser**, attorney.

Ray R. Ridge, senior vice president of the Omaha National Bank, is the new president of the Omaha Chamber of Commerce. He succeeds **Robert H. Storz**. At the annual luncheon, Mr. Ridge, who has been chairman of the Chamber's executive committee, outlined the organization's program of the past year. Mr. Ridge, 53, is the third Omaha National Bank executive who has been president of the Omaha Chamber. He came to Omaha in 1929 from St. Joseph, Missouri, and served in World War I.

Edward N. Van Horne, president of the Federal Land Bank of Omaha, was elected treasurer of the Chamber. New directors for three years include **Arthur L. Coad**, president of the Packers National Bank, and **Kenneth G. Harvey**, president of the Douglas County Bank of Omaha. Retiring directors include **S. R. Kirkpatrick**, Omaha investment banker.

Commenting on the new community property law in Nebraska, which permits husbands and wives to divide their income equally for Federal income tax purposes, **Daniel J. Monen**,

Grain drafts sent here will
receive prompt attention from
a bank long identified with
grain and milling in this mill-
ing center.

The First National Bank

St. Joseph, Missouri

Member Federal Deposit Insurance Corporation

vice president and trust officer of the Omaha National Bank said:

"Mr. and Mrs. Jones of Nebraska now will pay no more Federal income taxes than Mr. and Mrs. Jones of California on identical net incomes. That is as it should be. As more states follow Nebraska's recent action, the demand for Federal legislation to permit husbands and wives of all states to split the family income on two separate returns, will increase. The effect of the new state law on existing property arrangements should have the attention of all Nebraskans."

Eugene C. Dinsmore, Omaha investment banker, has succeeded **Ellsworth Moser**, executive vice president of the United States National Bank, as a member of the Omaha Improvement Commission. Mr. Dinsmore's appointment was made by Mayor Leeman and approved by the city council. Mr. Moser resigned from the commission because of health reasons.

Omaha bank clearings so far in 1947 are 26 per cent greater than for the same period last year. Bank debits have increased 25 per cent.

April clearings showed an increase of 28.4 per cent and debits 28.8 per cent.

For the second consecutive time, Omaha weekly figures on clearings for the five-day period ended June 5th led all of 24 major cities whose reports were listed by Dun & Bradstreet. The weekly gain was 33.2 per cent over 1946, for a total clearings figure of \$102,787,000. The total for the same week last year was \$77,189,000.

Bankers said that high agricultural prices and practically no unemployment are major factors.

The livestock movement to the Omaha market have been extremely heavy since January 1st.

The Omaha weekly clearings increase of 33.2 per cent compare with



To Serve the West...

To better serve the West, the Pony Express sent swift riders galloping across the plains. Today, the Inter-State follows the same tradition of swift and satisfactory service by making every modern banking facility available to its correspondents.

Condensed Statement At the Close of Business June 30, 1947

RESOURCES			
Cash and Due from Banks	\$20,455,397.05		
U. S. Government Securities	21,178,838.03		
Other Securities	4,248,120.77	\$45,882,355.85	
Loans and Discounts		16,371,790.63	
Stock in Federal Reserve Bank		75,000.00	
			\$62,329,146.48
LIABILITIES			
Capital	\$1,250,000.00		
Surplus	1,250,000.00		
Undivided Profits	1,319,850.65		
Reserved for Contingencies	400,000.00	\$ 4,219,850.65	
Reserved for Taxes, etc.		256,846.66	
Deposits		57,852,449.17	
			\$62,329,146.48

THE INTER-STATE NATIONAL BANK
LIVESTOCK EXCHANGE BLDG. 16TH. AND GENESEE STS.
Kansas City  *Missouri*
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

First National Bank of Omaha

Oldest National Bank From Omaha West

Member Federal Deposit Insurance Corporation

an average 5.1 per cent gain for the other cities charted.

Mr. and Mrs. T. L. Davis left June 15th for their summer cottage at the Minnesota Club on Lake Miltona, near Alexandria, Minnesota. They expect to return early in September. Their son and daughter-in-law, **Mr. and Mrs. John Davis**, and their daughter and son-in-law, **Mr. and Mrs. John Lauritzen**, usually visit them at the lake during the summer.

Arthur D. Anderson, cashier of the United States National Bank of Omaha, attended the graduate school of

banking sponsored by the American Bankers Association at Brunswick, New Jersey. Sessions were held at Rutgers University.

The school, founded in 1935, provides advanced study in all phases of banking. Forty-three states were represented at this year's session.

Married in Omaha

Miss Lois Jean Denton, Fullerton, Nebraska, and Howard M. Johnson, Omaha, were married in Omaha last month.

Mrs. Johnson was secretary to Carl Swanson, secretary of the Nebraska Bankers Association, before her mar-

riage. Howard Johnson is the son of Mrs. Alvin E. Johnson and the late Mr. Johnson, who was president of the Live Stock National Bank in Omaha.

Join State Association

Ten more banks recently became members of the Nebraska Bankers Association, according to a bulletin released from the office of Carl Swanson, secretary. Latest to join the organization are: Ashton State Bank, Ashton; Citizens State Bank, Carleton; Center State Bank, Center; Farmers State Bank, Humphrey; City National Bank, Greeley; First National Bank, Johnson; Mason State Bank, Mason City; First National Bank, Weeping Water; Nebraska State Bank, Western, and Springfield State Bank, Springfield.

Meyer Promoted

Vern P. Meyer, formerly assistant cashier, was advanced to the office of assistant vice president of the First National Bank of St. Joseph, Missouri, at a recent meeting of the board of directors.

Walter Canter, formerly assistant cashier, was elected cashier, and Graham Porter was named assistant cashier.

SPEED



was **NOT** important...

... when snow and ice kept people indoors, and when business moved no faster than a crop of wheat could grow.

Commerce **SPEED IS IMPORTANT**

... important to you who gain in profit when your collection items are speeded through with a minimum of delay. The Commerce maintains three 8-hour shifts to provide 24-HOUR TRANSIT SERVICE. Speed your transit items on their way. Take advantage of this unique service.

Commerce Trust Company

Capital Funds Exceed 21 Million Dollars

KANSAS CITY'S LARGEST BANK
Established 1865
MEMBER FEDERAL DEPOSIT
INSURANCE CORPORATION
KANSAS CITY, MISSOURI

OLD WAY-Slow, Wasteful, Tedious



...for

**QUICK-
ACCURATE--**

Handling of Loose Coins

**The DOWNEY
CHANGE TRAY**
THE MODERN WAY

THIS aluminum Tray holds 10 coins each of pennies, nickels, dimes, quarters and halves in each of 68 staggered pockets for quick handling. Raised black figures on border mark pockets. Teller can make change with speed. Size of Tray: 12 3/4 in. by 9 in. May be placed on counter, mounted on pedestal to save space or on short legs for nesting and storage in vault.

WRITE TODAY, to DEPT. G

The C. L. DOWNEY Company
HANNIBAL, MISSOURI
World's Largest Mfrs. of Coin Wrappers

In the First Trust Company, Loyd A. Walker was elected treasurer, advancing from the office of assistant secretary, and Leocadia McGinnis was named assistant secretary.

At the First St. Joseph Stock Yards Bank, Merritt E. Blanchard was advanced from assistant cashier to the office of cashier, and Harry H. Broadhead, Jr., was elected assistant cashier.

Employees Honored

Officers and employees of the Crocker First National Bank of San Francisco recently gave a testimonial dinner for five employees of the bank who retired on June 30. The five employees who served the bank for an aggregate of 155 years are: V. M. Alvord, assistant cashier, who joined the bank in 1905; Arthur Brest, captain of the guard, who has been associated with the bank since 1924; F. M. Johnson, security custodian, 1911; C. V. Newell, assistant trust officer, 1905, and Adeline McLaughlin, building maintenance employe, who joined the bank in 1931.

The five employees of the bank are retiring under the provisions of a pension plan inaugurated by the bank in 1933.

Trust Conferences

Dates and places for two of the regular annual trust conferences held each year by the trust division of the American Bankers Association were announced by Evans Woollen, Jr., president of the division, who is president of the Fletcher Trust Company, Indianapolis, Indiana.

One of these, the Pacific Coast and Rocky Mountain States Trust Conference, will be held in San Francisco at the St. Francis Hotel, October 22-24, 1947, Mr. Woollen states.

The other, the Mid-Continent Trust Conference for the trust institutions and trust men in the middle west, will be held in Chicago, November 6th and 7th, at the Drake Hotel.

The Associated Trust Companies of Central California will be host at the Pacific Coast and Rocky Mountain States Conference, and the Corporate Fiduciaries Association of Chicago will be host at the Mid-Continent Trust Conference.

Names of committees in charge of arrangements for the meetings and program details will be announced as they are completed.

BANKS Bought and Sold

Confidentially and with becoming dignity

BANK EMPLOYEES PLACED.

42 Years Satisfactory Service

THE CHARLES E. WALTERS CO.
OMAHA, NEBRASKA

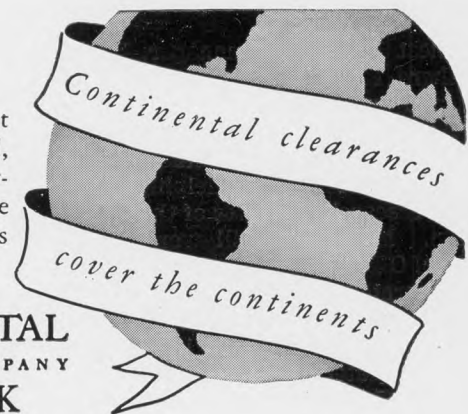
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MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



AMERICAN NATIONAL BANK

ST. JOSEPH, MO.

STATEMENT OF CONDITION, JUNE 30, 1947

RESOURCES

Loans	\$ 4,637,125.61
Municipal Bonds	367,101.16
Banking House	92,500.00
Federal Reserve Bank Stock	21,000.00
United States Obligations	\$12,285,301.79
Cash and Sight Exchange	6,639,251.70
	18,924,553.49
	<u>\$24,042,280.26</u>

LIABILITIES

Capital Stock	\$ 350,000.00
Surplus and Profits	459,035.62
Reserves	44,004.25
Deposits:	
Banks	\$ 7,942,258.06
Individual	15,246,982.33
	23,189,240.39
	<u>\$24,042,280.26</u>

OFFICERS

R. R. CALKINS
President

GEO. U. RICHMOND
Vice President

BEVERLY PITTS
Vice President

BENTON M. CALKINS, JR., Assistant Cashier

WALTER W. LIMBACK
Cashier

K. L. MORRISON
Asst. Vice President

E. H. GINZKEY
Assistant Cashier

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Plans Expansion

Ernest E. Nelson, manager, Brown Brothers Harriman & Company, Boston, and president of the Robert Morris Associates, announces the employment of Lawrence T. Knier in the Central Office in Philadelphia to assist in research activities of the organization. Mr. Knier will work in the Central Office under Raymond W. Dunning, secretary-treasurer, and will be largely responsible for the research activities of the organization, particularly the statement and industry studies. H. T. Riedeman, vice president of the Industrial National Bank of

Chicago, is chairman of the research committee.

Name Changed

At a recent reorganization meeting of the National Safe Deposit Advisory Council, at which a majority of the membership was represented, it was voted upon and unanimously approved that, in order to be truly representative of the type of business and banking which it serves throughout the country, the name of the National Safe Deposit Advisory Council be changed to The American Safe Deposit Association.

**OVER SEVENTY-SIX YEARS OF BANKING EXPERIENCE****Statement of Condition****The First National Bank of Lincoln****LINCOLN, NEBRASKA**

(ORGANIZED 1871)

AT THE CLOSE OF BUSINESS JUNE 30, 1947

ASSETS

Cash and Due from Banks.....	\$12,932,504.91
U. S. Government Bonds.....	29,959,170.52
Other Bonds and Securities.....	1,402,199.18
Federal Reserve Bank Stock.....	79,500.00
Loans	5,764,559.34
Interest Earned Not Due.....	129,229.73
Banking House	337,872.20
Total Assets	\$50,605,035.88

LIABILITIES

Capital Stock	\$1,500,000.00
Surplus	1,150,000.00
Undivided Profits	521,795.36
Reserves	182,917.44
Discount Unearned	41,865.17
Deposits	47,208,457.91
Total Liabilities	\$50,605,035.88

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	W. A. GESSNER	Asst. Cashier

Member Federal Deposit Insurance Corporation

YOUNG CHICK BATTEY, 15-year-old golfing firebrand of Lincoln, has been crowned city junior champion, by shooting a blistering 72 final round to eliminate his opponent. Chick is the son of **Mr. and Mrs. Wheaton Battey**. Mr. Battey is vice president of the Continental National Bank, some golfer himself.

From the first tee-off until Chick finished on an easy 8 and 7 in the final round, the youthful player was a sensation, consistently amazing the large gallery which followed the play. His strong play both on the greens and the fairways featured.

His card for the 72 holes was a neat 289, one over par for the course.

Nebraska banks are adequately protected up to the amount specified in a chattel mortgage, against additional loans by a third party, even though the additional loan may not bring the combined total loaned against the chattel, within the maximum specified in the bank mortgage. This has been revealed in an opinion written by the Nebraska attorney general, and now in the hands of **J. F. McLain**, state director of banking.

Although only the maximum liability of the bank's mortgage is shown, "it serves as public notice and puts anyone interested on the inquiry as to the existence of the lien," the attorney general explained.

"I believe the chattel mortgage, when filed, protects the bank as to further advances actually made, up to the maximum provided in the mortgage, as against purchasers or lien holders whose rights accrue after the

YOUR STATE BANKERS ASSOCIATION
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F. E. DAVENPORT & CO.
OMAHA

mortgage is filed, even though the advances contemplated are actually made after such rights were acquired by purchasers or lien holders," the opinion declared.

According to Lincoln bankers, chattel mortgages of this sort are generally made in connection with the handling of cattle. They explained, too, that the protection is provided through a clause in the mortgage forms used.

Phil R. Easterday, chairman of the First National Bank board of directors, was one of the principal speakers last month at a bank management clinic held on that date in Lawrence, Kansas. The clinic was sponsored by the Kansas Bankers Association, the Kansas State Banking Department, and the University of Kansas.

Mr. Easterday's subject was, "Balanced Government Bond Programs for County Banks." He has spoken on the same topic at several meetings of Nebraska bankers.

Returned from the annual convention of Rotary International at San Francisco, **Byron Dunn**, president of the National Bank of Commerce, who represented Lincoln Rotary Club, was the principal speaker at a luncheon of the club recently. He explained what was accomplished by the convention. **Howard Hadley**, vice president of the club, and immediate past Rotary president, introduced the speaker.

The embezzlement of \$2,707, delinquent taxes amounting to \$16.89, and \$80.64 in salary owing the alleged embezzler up to the time he hied himself off to parts unknown, have blazed into a fiery controversy between Lancaster county, Nebraska, commissioners, on one hand, and the county treasurer and county clerk on the other. The shortage was discovered in the accounts of a clerk in the county judge's office.

Disposition of the \$80.64 in salary due the missing clerk is the immediate cause of the controversy. A check covering the sum was made out in favor of the clerk, charged with the embezzlement, and sent to the treasurer with instructions to apply \$16.86 to the employees' delinquent county tax account. The remainder was ordered turned over to the county judge to apply against the missing court funds.

The instructions to the treasurer were set out in a resolution passed by the county commissioners. The treasurer, however, declined to follow the order and returned the check to the commissioners. In the same cover was a letter setting out a belief by the treasurer that he was without authority to apply any part of the money

to the alleged defaulter's tax account, without first having the endorsement of the missing man.

A member of the board then recommended that separate checks be drawn in favor of the judge and the treasurer. This, in turn, raised another objection, the county clerk doubting the legality of the board issuing such an order.

By this time the controversy was on full tilt and ended only when the original check was ordered held up, pending an investigation. At last report no agreement had been reached.

Lincoln bankers are steering clear of the controversy, not being well enough acquainted with what the county board can do in the premises.

Anyway, the delinquent tax account has not been paid, and the residue of the salary due the alleged defaulter has not been credited to the shortage.

LEGAL QUESTIONS

(Continued from page 21)

ing to use it for an illegal gambling purpose, and that the plaintiff knew that fact, if the plaintiff did not otherwise participate in or further the

STATEMENT OF CONDITION

June 30, 1947

RESOURCES		LIABILITIES	
Loans and Discounts.....	\$ 6,435,522.55	Capital	\$500,000.00
Overdrafts	291.71	Surplus	600,000.00
Banking House	105,000.00	Reserves	500,000.00
U. S. Bonds	25,019,000.00	Undivided	
Other Bonds	25,000.00	Profits	197,074.68
Customers Liability for Letter of Credit	5,000.00	Reserve for Dividends.....	20,000.00
War Savings Stamps.....	1,500.00	Letters of Credit.....	5,000.00
Stock Federal Reserve Bank	33,000.00	Deposits \$37,494,407.11	
Cash and Sight Exchange....	12,846,183.90	War Loan	
		Deposits	154,016.37
		Due Federal Reserve Bank..	5,000,000.00
	\$44,470,498.16		\$44,470,498.16

OFFICERS

BYRON DUNN, President
ALBERT A. HELD, Executive Vice President
ERNEST C. FOLSOM, Vice President
JULIUS WEIL, Vice President
CARL D. GANZ, Vice President and Trust Officer
GLENN YAUSSI, Vice President and Asst. Trust Officer

MARSHALL HEWITT, Asst. Vice President
PAUL BOGOTT, Cashier
WILLIAM STRATEMAN, Asst. Vice President
R. E. MILLER, Asst. Cashier
TED THOMPSON, Asst. Cashier
MYRON WEIL, Asst. Cashier
HERMAN BROCKMEIER, Asst. Cashier

NATIONAL BANK of COMMERCE

LINCOLN, NEBRASKA

Member Federal Deposit Insurance Corporation



In Lincoln—The Continental—

THE Continental, "Nebraska's friendly bank," cordially invites you to draw upon any or all of its many banking facilities for handling your correspondent business. Noted for its prompt, courteous and efficient service and its staff of well-qualified experts, the Continental National Bank stands ready and eager to serve you in Lincoln.

The
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project. Georgia, Indiana, Mississippi, Tennessee, and Texas are among the states in which there are decisions upholding this general rule. Missouri, incidentally, has one decision following the rule and one against it.

Q. A bank in Minnesota appointed a real estate firm as its agent to sell certain property. The firm consisted of two men who operated as a partnership. One of the men withdrew from the partnership and went into another line of business. Did this action on his part operate to terminate the agency?

Yes. In Minnesota, as in many other

states, the withdrawal of a partner from a partnership firm dissolves the partnership. It follows that the agency conferred upon the partnership was, because of its dissolution, terminated. The Minnesota Supreme Court so held in a recent analogous decision.

Where a bookmaking establishment at which bets on horse races are placed comes into existence it, as a general rule, treated as a public nuisance by the courts so that its operations may be enjoined or otherwise stopped?

Yes. Although, of course, the question depends to a large extent upon the terms of the applicable gambling and nuisance statutes, it has been generally held that a place away from a horse race track, where bets are taken on races, commonly known as a bookmaking establishment, poolroom, turf exchange, or "horseroom", constitutes a public nuisance.

Q. Adams, a banker, and five associates were partners in a mercantile establishment. They abandoned the partnership method of doing business and conveyed their shares to a trustee, giving him broad powers to conduct the business and pay the profits to them as beneficiaries of the trust. Was such trust, for Federal Revenue Act purposes, taxable as a corporation?

Yes. In the case of trusts the test as to whether the enterprise is taxable under the Federal Revenue Acts as a corporation is based upon whether the trust is a "business trust" or a "pure or traditional trust". The latter are not taxable as corporations but no such trust was involved here because the trust was obviously one that was set-up for business purposes.

Q. North, a South Dakota banker, obtained a tax deed to certain real estate in that state which was void. As an incident to redeeming the land, Brockton, the owner, sought to deduct from the amount due from him to North a sum equivalent to the value of North's use and occupancy during the period between the date of his void deed and the date of the redemption. Could he do so?

Yes. In a recent decision involving similar facts the South Dakota Supreme Court reaffirmed that such is its position in these matters and stated the rule there to be that, in an action to invalidate or cancel a tax deed, the value of the use and occupancy of the land by the holder of the invalid title is deductible from the amount of reimbursement to which he is entitled.

Q. Where two parties enter into a written lease of real estate for a period of time and specify in the lease agree-

WISH TO PURCHASE an interest in a sound bank or business carrying with it a position as executive assistant, auditor, assistant auditor, accountant, cashier, office manager or treasurer. Experienced in general banking, installment loans, reports, auditing, systems, accounting and tax service. Write E.C.D., c/o Northwestern Banker, 527 7th St., Des Moines, Iowa.

CONDENSED STATEMENT of **City National Bank and Trust Company**

18th and Grand Avenue
KANSAS CITY, MISSOURI

At the close of business—June 30, 1947

RESOURCES

Cash and Due from Banks.....	\$ 32,476,297.20
Bonds (carried at less than market value):	
U. S. Government and U. S. Gov't Guaranteed Bonds.....	\$30,691,271.37
Federal Land Bank, State and Municipal Bonds.....	7,860,671.00
High Grade Corporation Securities.....	389,404.20
	38,941,346.57
Federal Reserve Bank Stock.....	150,000.00
Loans and Discounts.....	45,436,587.04
City Bank Building—Unencumbered (cost over \$1,000,000.00).....	1.00
New City Bank Building.....	1,077,067.64
Other Real Estate (One Property).....	1.00
Furniture, Fixtures and Safe Deposit Vault (Cost \$100,000).....	1.00
Customers' Liability Account Letters of Credit.....	189,879.53
Accrued Interest Receivable.....	263,759.63
Overdrafts	8,674.14
Total Resources	\$118,543,614.75

LIABILITIES

Capital Stock (Paid In).....	\$400,000.00
Capital Stock (Earned).....	600,000.00
	\$1,000,000.00
Surplus (Earned)	4,000,000.00
Individual Profits (Earned).....	1,006,874.10
Invested Capital	\$ 6,006,874.10
Unearned Interest	304,379.31
Accrued Interest and Taxes.....	377,633.13
Our Liability Account of Letters of Credit Issued.....	189,879.53
Deposits:	
U. S. Government Deposits.....	\$ 17,643.75
Other Deposits	111,647,204.93
	111,664,848.68
Total Liabilities	\$118,543,614.75

The above statement is correct.

R. C. KEMPER, President.

OFFICERS

Rufus Crosby Kemper, President	Louis G. Loschke, Cashier
George C. Kopp, Vice President	Edward F. Lyle, Comptroller
James S. Neely, Vice President	James R. Gayler, Assistant Vice President
F. D. Farrell, Vice President	John E. Hoffmann, Assistant Vice President
Kearney Wornall, Vice President	John C. House, Assistant Cashier
J. Milton Freeland, Vice President	Jack Black, Assistant Cashier
Dale R. Ainsworth, Vice President	John Yonts, Assistant Cashier
James F. McPherson, Vice President	Ewart H. Burch, Assistant Cashier
L. Earl Stephenson, Vice President	James F. Mack, Assistant Cashier
Cyril J. Jedlicka, Vice President	K. H. Armstrong, Assistant Trust Officer
Robert L. Greene, Vice President	Dewey Shillerston, Assistant Trust Officer
Earl W. Deputy, Trust Officer	Tom Collins, Publicity Director
Richard T. Pendleton, Trust Officer	Bror W. Unge, Manager Foreign Department

SPECIAL REPRESENTATIVES

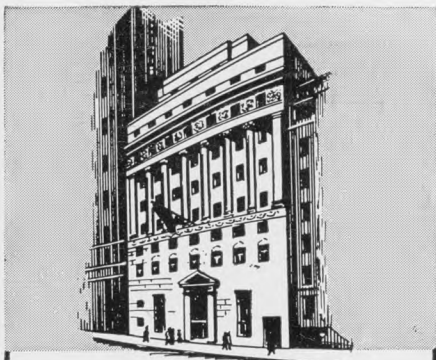
Chester L. Brewer, Jr.	Jack S. Kitchen	Allen Morrow
Emery F. James, Jr.	Charles W. Koester	Jack L. Nielsen

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ment that, at the end of that period, it will be subject to renewal by the tenant at his option at a rental to be agreed upon by the parties, does such tenant, under most of the decisions in which the point has been raised, have an option to renew the lease which he can enforce at law?

No. Most of the decisions in which this problem has been involved adhere to the view that a renewal covenant, or an option to renew in a lease, which leaves the renewal rental to be fixed by future agreement between the parties is unenforceable because of uncertainty and indefiniteness. Recent decisions to this effect have been handed down in Florida, Tennessee, and Missouri.

Q. South, a North Dakota banker, sought to buy a parcel of land in that state from West which was part of a tract occupied by him and his wife as their homestead. The parties agreed on terms and, as an incident to effecting the deal, West executed and acknowledged in favor of South a deed to the property. West's wife, however, failed to sign and acknowledge the instrument. Was it void?



The
**PUBLIC
NATIONAL
BANK**
*and Trust Company
of New York*

37 BROAD ST., NEW YORK CITY

26 Offices
Throughout Greater New York

Yes. In North Dakota a conveyance of a homestead or any portion thereof must be executed and acknowledged by both husband and wife. If both of them do not do so, as was the case here, it is void. This is a well established rule of law in that state and is in accordance with both statutory and case law there.—The End.

California Bank

California Bank's loans, continuing the 1946 trend, increased \$6,881,124 during the first six months of the year, according to the June 30th statement of condition.

Commenting on this increased demand for credit, Frank L. King, presi-

dent, said: "Our loans, now totaling \$88,366,654 as compared with \$81,485,530 as of December 31, 1946, reflect the continued business and industrial growth of the Los Angeles area."

Total deposits decreased \$11 million during the period while time deposits increased \$3,692,570.

Undivided profits as of June 30th were \$3,932,456, bringing the capital structure of the bank to \$16,932,456. Quarterly dividends of 50 cents, an increase from the former dividends of 37½ cents, were paid during the period on the 260,000 shares presently outstanding.

California Bank's total resources are now \$451,411,360.

THE NORTHERN TRUST COMPANY

CHICAGO

Statement of Condition, June 30, 1947

RESOURCES

Loans and Discounts.....	\$ 79,603,695.80
U. S. Government Securities.....	274,418,441.86
Other Bonds and Securities.....	105,999,242.11
Federal Reserve Bank Stock.....	450,000.00
Bank Premises.....	1,400,000.00
Customers' Liability, Account Letters of Credit and Acceptances.....	1,225,273.84
Other Resources.....	152,970.00
Cash and Due from Banks.....	143,606,347.96
TOTAL.....	\$606,855,971.57

LIABILITIES

Capital Stock.....	\$ 3,000,000.00
Surplus.....	12,000,000.00
Undivided Profits.....	5,469,791.49
Reserve for Taxes, Interest, etc.....	12,720,802.79
Dividend Payable July 1, 1947.....	135,000.00
Letters of Credit and Acceptances Outstanding..	1,227,273.84
Other Liabilities.....	155,156.44
Deposits:	
Demand.....	\$429,260,449.95
Time.....	140,022,025.07
U. S. Government.....	2,865,471.99
TOTAL.....	\$606,855,971.57

United States Government securities carried in the above statement at \$7,473,593.75 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.

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**IN
OUR
40th
YEAR**

SERVICE MATCHES GROWTH . . .
at the Bank of Friendly Service

Meeting increased service needs of correspondent banks is helping us continue to grow in this—our 40th year. Looking ahead, we've organized a team of officer-specialists whose constant aim is to provide ever-better, complete correspondent banking facilities. Organized to serve you well . . . friendly enough to know you well . . . that's the combination our entire staff has to offer you in this—our 40th year.

STATEMENT OF CONDITION JUNE 30, 1947

RESOURCES		LIABILITIES	
Loans and Discounts.....	\$13,947,044.54	Capital Stock (Common).....	\$ 500,000.00
Bonds and Other Securities.....	1,319,499.36	Surplus (Earned)	1,000,000.00
Stock in Federal Reserve Bank.....	45,000.00	Undivided Profits	814,652.35
Banking House and Fixtures.....	1.00	Reserve for Taxes, Interest, etc.....	249,416.79
Other Real Estate.....	None	Unearned Discount	49,273.78
Interest Accrued on Government Securities, etc.	190,707.72	Dividends Payable July 1, 1947.....	7,500.00
U. S. Government Securities.....	31,679,631.38	Deposits	63,819,066.51
Cash and Sight Exchange.....	19,258,025.43		
	<u>\$66,439,909.43</u>		<u>\$66,439,909.43</u>

OFFICERS and DIRECTORS

HENRY C. KARPf President				
WADE R. MARTIN Vice President	R. H. KROEGER Vice President	PAUL HANSEN Vice President	W. DEAN VOGEL Vice President	H. H. ECHTERMAYER Vice President
C. G. PEARSON Cashier	L. V. PULLIAM Asst. Cashier	ALBERT R. STELLING Asst. Cashier	ELMER C. OLSON Asst. Cashier	LOUIS BARTA Asst. Cashier
ARMAND S. CHAVES Auditor				
W. P. ADKINS Omaha	H. B. BERGQUIST Coal and Grain	L. S. BURK Chicago	JAS J. FITZGERALD Pres. Commercial Sav. & Loan Assn.	JOHN R. JIRDON Livestock & Grain Morrill, Nebr.
LEO T. MURPHY Vice President, Allied Mills, Inc.	JAMES L. PAXTON, JR. President, Paxton- Mitchell Co.	HERMAN K. SCHAFER President, Maney Milling Co.	CARL A. SWANSON President, C. A. Swanson & Sons	J. L. WELSH Butler-Welsh Grain Co.

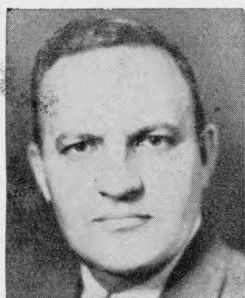
LIVE STOCK NATIONAL BANK

OMAHA, NEBRASKA

Member Federal Reserve Bank and Federal Deposit Insurance Corporation

THE BANK OF FRIENDLY 24-HOUR SERVICE

Northwestern Banker, July, 1947



W. H. BRENTON
President
Des Moines

Iowa NEWS



FRANK WARNER
Secretary
Des Moines

Central National Bank Has Formal Opening

THE Central National Bank and Trust Company of Des Moines formally opened its remodeled and extensively enlarged banking quarters last month. This marks the completion of two years' work on the old Crocker Building, which is now named the Central National Building.

The enlarged portion of the building was designed for executive offices, the trust department, bookkeeping rooms and several other departments of the bank which needed expanded facilities due to increased business during the past few years.

The bank was open for public inspection after hours and until 10 p. m. one evening. Out-of-town bankers were guests of William J. Goodwin, chairman of the board; President E. F. Buckley, and other bank officers at a social hour and banquet at Hotel Fort Des Moines. After introduction of a number of guests, a specially prepared program depicting the birth and growth of the Central National was aired over Radio Station KSO into the banquet room.

One feature of the newly remodeled

bank is a five-ton neon sign installed recently on the corner of the bank building at Fifth and Locust Streets. Interior decorations were designed with an eye to modern beauty, plus practical, efficient working conditions. On page 78 of the *NORTHWESTERN BANKER* will be found photographs of two displays in the corridor of the bank which represent scenes from the year in which the bank was founded—1895.

Renew Hartwick Bank

The Hartwick State Bank, Hartwick, Iowa, renewed its articles of incorporation for another 20 years, at a special stockholders' meeting held last month. Provisional directors are Clarence Possehl, Ben Roudabush, W. B. Ryan, W. N. Shellenbarger, and Godfrey Veit.

Officers of the bank are: Ben Roudabush, president; Clarence Possehl, vice president; W. N. Shellenbarger, cashier, and K. J. Benda, assistant cashier. At the present time the bank has deposits of approximately \$900,000 and capital, surplus and undivided profits of \$54,000.

State Bank at Webb

The Citizens State Bank, Webb, Iowa, has succeeded to the business of the Citizens National Bank, Webb. The officers of the Citizens State Bank are as follows: W. T. Bittinger, president; R. S. Davis, vice president, and R. W. Sanders, cashier.

The new bank opened with a total capital structure of \$55,000—\$30,000 of which is common stock and \$20,000 surplus.

Buys Bayard Bank

Theodore J. Tokheim, president and cashier of the Lytton Savings Bank, Lytton, Iowa, has purchased controlling interest of the Farmers State Bank, Bayard, from C. P. McDonald and his associates.

Mr. McDonald is president of the Farmers State Bank and has served the public in Bayard for 47 years. He will continue in the management of the Bayard bank, in cooperation with Mr. Tokheim.

The Lytton Savings Bank has deposits of \$1,500,000 while the Bayard bank has deposits totaling \$1,000,000. The purchase was negotiated through the W. R. Olson Company.

Second Session at Ames

The second session of the Second Annual Agricultural Credit School for Iowa Bankers got under way July 7th and will continue through July 19th. The first session was completed last month. This Agricultural School is given under joint auspices of the Iowa Bankers Association and the Iowa State College of Agriculture, Ames, where all classes are held.

Twenty-six students were registered for the second session, two more than the first session.

Subjects covered during the two weeks include farm appraisal, soil management, livestock problems and special subjects at evening informal discussions. Next year's program is expected to offer instruction in agricultural engineering.

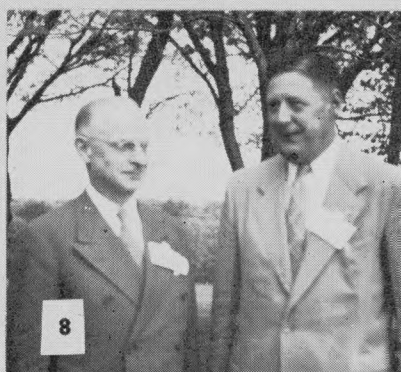
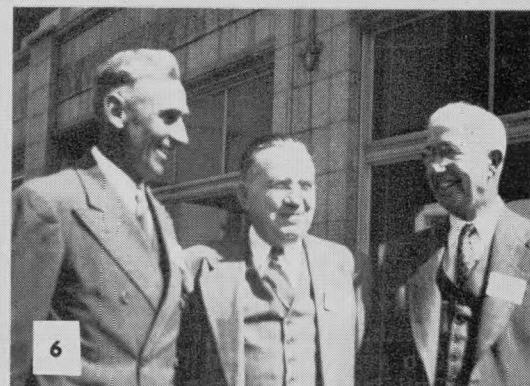
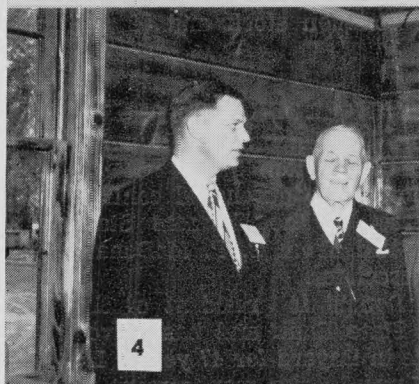
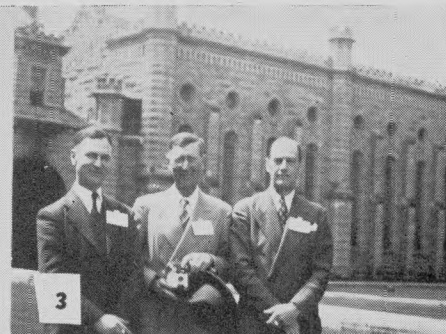
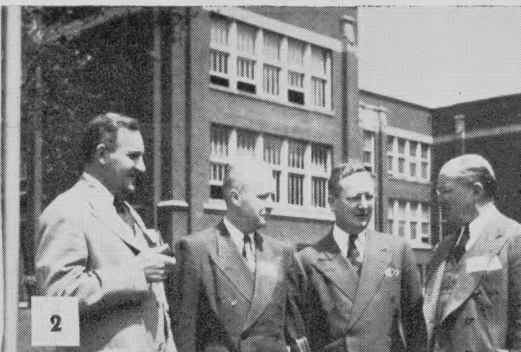
With Bank 54 Years

Carl A. Parker, vice president of the First National Bank, Mason City, Iowa, completed 54 years as an employee and officer of that bank the first of this month when he retired from his routine executive duties. He will continue as a director of the bank. He became assistant cashier in 1901 and has been vice president since 1920.

Mr. Parker's associates at the bank and a number of other friends attended a party for him, at which he was presented with a new Ford car as a "birthday" present from the bank.



PRESIDING AT BANQUET for out of town guests in celebration of remodeled and enlarged Central National Bank was **President E. F. Buckley**. At right—An entertainer holds the attention of **Frank Warden**, vice president; **Dale Smith**, assistant cashier, and **Art Donhowe**, vice president, all of Central National Bank, Des Moines, at the pre-banquet social hour.



At the Iowa Group Meetings

(Reading from left to right)

No. 1. **Oliver Anderson**, cashier, Farmers Savings Bank, Fremont, and president of Group 10; **George R. Garton**, president, First State Bank, Chariton, and Group 10 secretary.

No. 2. **W. H. Brenton**, president, Iowa Bankers Association, Des Moines; **R. A. Sweet**, vice president and cashier Story County State Bank, Story City, chairman of Group 6; **E. L. Jenkins**, supervisor of Iowa Bankers insurance program; and **Frank Warner**, secretary, Iowa Bankers Association, Des Moines.

No. 3. **Thomas J. Neessen**, assistant cashier, and **Harry Meints**, director, De Witt Bank and Trust Company and **Frank Fuchs**, assistant vice president First National Bank in St. Louis.

No. 4. **Harold W. Schaller**, president and **George J. Schaller**, chairman of the board, Citizens First National Bank, Storm Lake.

No. 5. **William W. Summerwill**, vice president, Iowa State Bank and Trust Company, Iowa City, secretary Group 7 and

E. G. Engelbrecht, cashier, Waverly Savings Bank, retiring chairman Group 7.

No. 6. **Harold F. Stoner**, president, **Wesley A. Roberts**, director and **John R. Buckley**, cashier, State Bank of Prairie City and president of Jasper County Bankers Association.

No. 7. **Ruth Heimerman**, **A. J. Heimerman**, cashier, Stacyville Savings Bank and **Rita Heimerman**. These beautiful 19-year old twins led the beauty parade at the Eldora Group Meeting.

No. 8. **Marten J. Klaus**, vice president, First Security Bank and Trust Co., Charles City, chairman of Group 3, and **R. C. Keister**, assistant vice president First National Bank, Mason City, and secretary Group 3.

No. 9. **Wayne C. Currell**, president, Emmet County State Bank, Estherville, president Group 2; and **George B. Aden**, cashier, Farmers National Bank, Webster City, who served as acting secretary at the Group 2 meeting because of the illness of **G. E. Alexander**, president of the same bank.

THE Iowa Group Meetings held recently were very successful from the standpoint of attendance and the excellent programs which were presented at each convention.

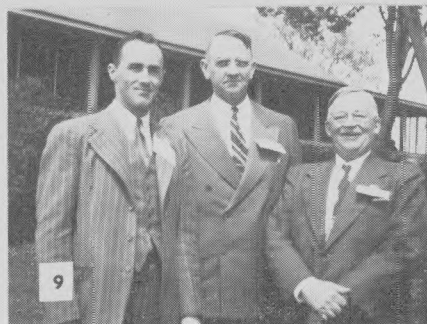
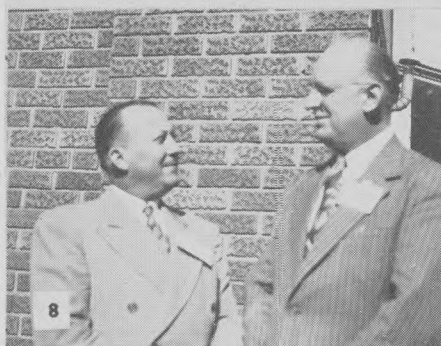
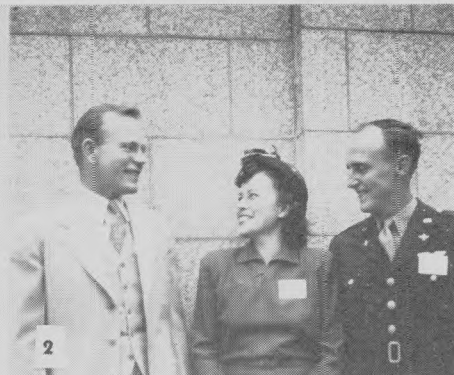
New group officers were elected for Groups 3, 5 and 7, with a new secretary being elected in Group 8.

All officers for the 8 groups which held their meetings, including the new officers, are as follows:

Group 2—**Wayne C. Currell**, president, Emmet County State Bank, Estherville, chairman, and **G. E. Alexander**, president, Farmers National Bank, Webster City, secretary.

Group 3—**Marten J. Klaus**, vice president, First Security Bank and Trust Company, Charles City, chairman, and **R. C. Keister**, assistant vice president, First National Bank, Mason City, secretary.

Group 4—**J. V. Keppler**, cashier, First National Bank, Dubuque, chair-



At the Iowa Group Meetings (Reading from left to right)

No. 1. **N. P. Black**, state superintendent of banking, Des Moines; **H. C. Houghton, Jr.**, president, Houghton State Bank, Red Oak and vice president Iowa Bankers Association, and **W. W. Blasier**, president, Farmers State Bank, Jesup, and candidate for president Iowa Bankers Association.

No. 2. **Fred Maytag, II**, director, Jasper County Savings Bank, **Mrs. Fred Maytag, II**, and **Lt. Ed Bailey**, home on leave from Germany and the son of **Roy O. Bailey**, president, Jasper County Savings Bank, all of Newton.

No. 3. **J. V. Keppler**, cashier, First National Bank, Dubuque, chairman Group 4, and **Dr. Samuel Garvin**, University of Dubuque who addressed the meeting of Group 4.

No. 4. **Bruce Townsend**, president, City National Bank, Clinton, chairman Group 8 and **Edwin L. Wegman**, vice president, Citizens Savings Bank, Anamosa, secretary Group 8.

No. 5. "Welcome bankers, 78c pound" was the greeting on one of the store windows at Newton, where **O. L. Karsten**, president of the Newton National Bank, is smiling his approval. **L. M. Barlow**, manager, Des Moines office **Thomson-**

McKinnon is probably saying "Oh, fudge."

No. 6. **Roger F. Warin**, state director, United States Savings Bond division, Des Moines and **Lee Chandler**, cashier, Iowa Savings Bank, Dike and chairman of Group 7.

No. 7. **James E. Fletcher** of Des Moines is district manager of Iowa and Nebraska for Wm. H. Banks Warehouses, Inc. of Chicago.

No. 8. **C. K. Cullings**, president, Exchange State Bank, Exira, secretary Group 5 and **L. F. Kruse**, president, Mineola State Bank, chairman Group 5.

No. 9. **C. W. Conn**, assistant cashier Union-Whitten State Savings Bank, Union, **Ben Jaspers**, assistant cashier, Farmers Savings Bank, Steamboat Rock, and **T. L. Greenleaf**, vice president, Hardin County Savings Bank, Eldora. These men are all officers of the Hardin County Bankers Association, being secretary-treasurer, vice president and president respectively.

No. 10. **G. M. Barnett**, president, Guthrie County State Bank, Guthrie Center, secretary of Group 6, and **Hugh R. Jackson**, deputy superintendent of banks, Des Moines.

man, and **B. J. Baumgartner**, cashier, Elgin State Bank, Elgin, secretary.

Group 5—**L. F. Kruse**, president, Mineola State Bank, chairman, and **C. K. Cullings**, president, Exchange State Bank, Exira, secretary.

Group 6—**R. A. Sweet**, vice president and cashier, Story County State Bank,

Story City, chairman, and **G. M. Barnett**, president, Guthrie County State Bank, Guthrie Center, secretary.

Group 7—**Lee Chandler**, cashier, Iowa Savings Bank, Dike, chairman, and **William W. Summerwill**, vice president, Iowa State Bank and Trust Company, Iowa City, secretary.

Group 8—**Bruce Townsend**, president, City National, Clinton, chairman, and **E. L. Wegman**, vice president, Citizens Savings, Anamosa, secretary.

Group 10—**Oliver Anderson**, cashier, Farmers Savings Bank, Wright, chairman, and **George R. Garton**, cashier, Citizens State, Humeston, secretary.

George Zentner

George Zentner, president and long-time director of the First National Bank, Bellevue, Iowa, died suddenly last month of a heart attack. Mr. Zentner had retired from his commercial business in Bellevue two years ago, but apparently had been in good health.

Bank Examiner Wed

Marjory Bickel, Vinton, Iowa, and George W. Leonard, Sanborn, were married in Iowa City last month. Mr. Leonard is an examiner with the Iowa State Department of Banking. He attended Iowa State College and graduated from the Business Institute of

Milwaukee. The couple will reside in Iowa City.

Plan Plowing Contest

Bankers of Marion county, Iowa, will sponsor a county terrace plowing contest near Knoxville, Iowa, Thursday, August 14th. This is a part of a wide program of soil conservation and to prevent soil erosion.

Sponsoring banks are the State Bank of Bussey, the Pleasantville State Bank, the Pella National Bank, the Marion County State Bank, Pella, the Community National Bank and Trust Company, Knoxville, and the Iowa State Savings Bank, Knoxville.

The farm chosen for the site is the Ralph Sherwood farm, operated by F. L. Fridlington. It is located nine miles east of Knoxville on Highway 92. Between 3,000 and 4,000 persons are expected to attend the contest if good weather conditions prevail.

50th Wedding Anniversary

Mr. and Mrs. John F. Gutz of Pomeroy, Iowa, last month celebrated their golden wedding anniversary with open house. Mr. Gutz is president of the Pomeroy State Bank, a position he has held since 1912. He started with the bank as a bookkeeper in 1894 and was made cashier in 1897, the same year that he and Mrs. Gutz were married.

New Cashier at Rockford

Alfred M. Sieh of Clinton, Iowa, was elected cashier of the First State Bank, Rockford, Iowa, at a meeting of the board of directors last month.

The new cashier has been in the banking business since 1935, and for six years before entering the army service was vice president and cashier of the First State Bank, State Center, Iowa. He attended the University of Iowa for four years.

Meet in Diagonal

The First State Bank of Diagonal, Iowa, was host to the Ringgold County Bankers Association last month. Officers, directors and employees of the three banks, with their husbands and wives, were in attendance.

Thos. O'Meara, public accountant of St. Joseph, Missouri, gave an address on atomic energy. Thos. McCullough, vice president and cashier of the First St. Joseph Stock Yards Bank at St. Joseph, and M. E. Blanchard, assistant cashier, were also in attendance.

CONDENSED STATEMENT OF CONDITION

JUNE 30, 1947

ASSETS

Cash and Due from Banks.....	\$ 4,698,465.71
U. S. Government Bonds.....	9,682,904.58
State, County and Municipal Bonds.....	179,498.54
Other Bonds and Securities.....	92,450.24
Stock in Federal Reserve Bank.....	24,000.00
Loans and Discounts.....	5,944,230.63
Bank Building, Furniture and Fixtures.....	152,500.00
Other Assets	3,086.34
	\$20,777,136.04

LIABILITIES

Capital	\$ 400,000.00
Surplus	400,000.00
Undivided Profits	94,419.88
Reserve for Contingencies.....	125,000.00
Total Capital Account.....	\$ 1,019,419.88
Reserve for Taxes and Interest.....	47,981.62
Other Liabilities	89.00
Deposits	19,709,645.54
	\$20,777,136.04

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

J. Ford Wheeler, Auditor

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MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

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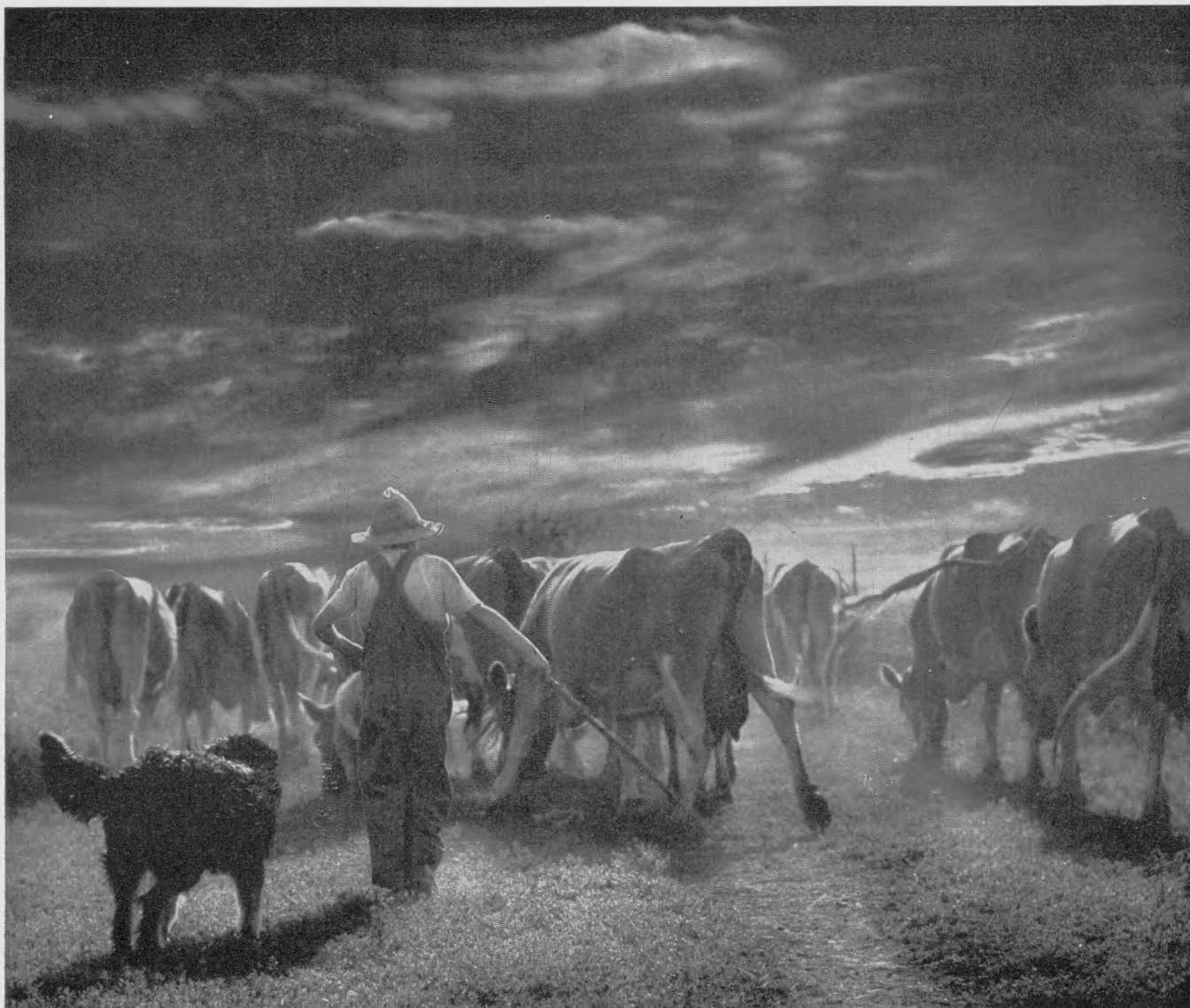


Photo Used by Permission of Ralston-Purina Co.

SOME THINGS CAN'T WAIT

Come dawn, come dusk, it's milking time . . . every day. There's a right time to cut hay . . . a precise moment when the wheat and oats are headed, ready for harvest . . . a day when the sap begins to run in the sugar maples. Nature won't allow some things to wait.

Often there are times when one of your customers needs a loan "right now" . . . to cover a commitment, to take advantage of an unexpected offer or bargain price, to meet a tax deadline. Perhaps his request comes at a time when your bank is "loaned up". That's when we at Marquette hope you'll call on us. We're ready to step in, in emergencies. And of course, we're always ready to help you with your day to day needs . . . to provide you credit information, trust service, a depository for securities, foreign remittance-and-collection service, and to act as your agent in the purchases and sale of government securities.

The Marquette National Bank is ready to serve you "right now" . . . and every day to come.

RUSSELL L. STOTESBERY
President

LYNN FULLER
Executive Vice-Pres.

DEPARTMENT OF BANKS AND BANKING

CHARLES C. RIEGER
Vice-Pres.

OSCAR A. SCHULTZ
Asst. Vice-Pres.

MARQUETTE
National **BANK**
OF MINNEAPOLIS

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

THE STRONG FRIEND OF THE INDEPENDENT BANKER

Northwestern Banker, July, 1947

and appeared on the program. A film, "Know Your Money," sponsored by the Federal Bureau of Investigation, was shown.

Sell to Marion Bank

Stockholders of the Home Building and Loan Association, Marion, Iowa, last month voted to liquidate the organization and sell the assets to the Farmers State Bank, according to E. T. Brockman, secretary.

Approximately \$180,000 is involved in the deal. This includes \$133,000 first mortgage loans on city real estate, bonds, and other assets.

Stockholders of the association will

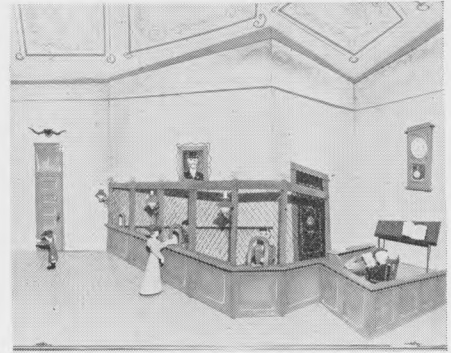
receive approximately \$108 for each share of \$100 stock.

Named Director, Cashier

S. Harry Whitehorn was elected to the board of directors and named as cashier of the Iowa Falls State Bank, Iowa Falls, at a meeting last month of that group. Whitehorn will fill the vacancy on the board created by the resignation of Henry Overbeck.

The directors also announce the employment of two new members of the bank staff, Max Johnson, a graduate of the University of Iowa, as a teller, and Joan Ketchum of Alden in the bookkeeping department.

LIFE WITH FATHER



A NOTE OF CONTRAST is present in the new and enlarged banking quarters of the Central National Bank, Des Moines, through this hand carved replica (above) of their first banking room, appearing in the east hallway of the bank.

LIFE WITH FATHER in 1895 on Walnut Street in Des Moines is depicted by a diorama (below) in the halls of the newly decorated Central National Bank and Trust Company, Des Moines. Note the three dimensional effect and minute detail hand carved from balsa.



Elected to Board

Dr. F. X. Tamisiea was recently elected a director of the Peoples State Bank, Missouri Valley, Iowa, to fill a vacancy created by the recent death of his father, Dr. John L. Tamisiea, who was president of the bank.

When Dr. John L. Tamisiea died, Dwight A. Schwertley, vice president, automatically became president.

The board of directors elected John A. Kovar vice president. Mr. Kovar is also cashier of the bank. Donald F. Schwertley is assistant cashier.



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DES MOINES 9, IOWA

Statement of Condition

AS OF JUNE 30, 1947

RESOURCES

Loans and Discounts.....	\$ 8,795,188.28
Other Bonds and Stocks.....	65,500.00
Customers Liability on Letters of Credit.....	39,590.00
Overdrafts	14.80
Government Obligations	\$5,786,042.98
Municipal Bonds	430,500.00
Cash and due from banks.....	2,496,781.54
	<u>8,713,324.52</u>
	\$17,613,617.60

LIABILITIES

Capital Stock—Common	\$ 200,000.00
Surplus	200,000.00
Undivided Profits	159,429.17
Reserves	204,164.40
Unearned Discount	41,683.17
Bank Liability on Letters of Credit.....	39,590.00
Deposits	16,768,750.86
	<u>\$17,613,617.60</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

Edward P. Kautzky, Vice President

Roy E. Huber, Vice President

F. M. Thompson, Cashier

Ray L. Thompson, Asst. Vice President

Carl W. Altman, Asst. Cashier

George W. Gill, Asst. Cashier

Member Federal Deposit Insurance Corporation

New Home Planning Service



HOME BUILDERS in Des Moines can now plan their building and financing in one place—in the mortgage loan department of the Iowa-Des Moines National Bank & Trust Company. Through the cooperation of Better Homes and Gardens, well-known national magazine published in Des Moines, the Iowa-Des Moines National Bank has made available to the public a new **Home Planning Service**, located in the mortgage loan department of the bank.

There the prospective home builder will find a catalog of seventy Better Homes and Gardens Five Star Plan Homes, and each month a new home plan will be added. Working drawing of each of the homes is available, showing down to the last brick, board, and nail the material necessary for the type and size of home chosen, and from which the contractor can figure cost to the last penny, and from which he can proceed with construction with no other drawings or specifications.

In the picture above, Mrs. Home Builder is pointing out to her husband a particular feature of construction which appeals to her. Four models of the Better Homes and Gardens Five Star homes were on display.

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Northwestern Banker, July, 1947

Scarborough & Company

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to Banks

With Onawa Bank

Herbert E. Taylor was to begin his duties with the Onawa State Bank, Onawa, Iowa, as field representative of the bank this month. This is a new department, instituted recently.

Until recently Mr. Taylor was associated with the Farm Securities Administration as manager of the branch office in Onawa. This office has been discontinued.

W. Sherman Goodell

W. Sherman Goodell, 80, vice president of the Humboldt Trust & Savings Bank, Humboldt, Iowa, died last month after a long illness.

Born in Illinois, he moved to Humboldt in 1891. He farmed for many years before becoming associated with the bank. Two sisters survive.

Two New Directors

At a recent meeting of the directors of the Hedrick Savings Bank, Hedrick, Iowa, L. B. Miller and Leroy I. Reynolds were appointed to the board of directors of the bank to fill vacancies created by the resignation of C. G. Miller and J. B. Thompson.

George F. Schweitzer was elected vice president to succeed C. G. Miller.

New Tingley Cashier

Walter Hyink, formerly of Hospers, Iowa, has been elected cashier of the Tingley State Savings Bank. He replaces Forrest Galbraith, who resigned recently to join the West Des Moines State Bank.

Count Gibbs

Count Gibbs, 61, cashier of the State Bank of Farley, Iowa, and the town's village clerk, died of a sudden heart attack at his home recently.

Mr. Gibbs was long active in the community life of Farley and had been in the state bank there for 30 years. In addition to his banking duties, he was in the insurance business, and served as village clerk for many years.

Murals in DeWitt Bank

Officials of the DeWitt Bank and Trust Company, DeWitt, Iowa, recently held open house in the newly remodeled and redecorated bank building.



"DISCOVERY" is the title of this mural in the directors' room of the DeWitt Bank and Trust Company. It depicts early Clinton County life when scouts, Indians and covered wagons were the buffalo's main competition.

An outstanding feature in redecoration of the bank is the directors' room, where a series of large murals (see photo above), depicting early Clinton county history, is on display. The murals were painted by Leo Daub, DeWitt artist, and were planned by J. Yvo Floerchinger, bank cashier.

They are mounted on the walls in walnut frames and were done in sepia with 17 different tones being used.

Other officers of the bank are George M. Smith, president; C. H. Arthur and W. H. Walker, vice presidents; Thomas Neessen, assistant cashier, and Paul Siegmund, trust officer. Directors are Mr. Smith, Mr. Walker, Mr. Arthur, H. L. Irvin, Harry Meints, A. F. Deke, and Mr. Floerchinger.

Sioux City News

A. G. SAM, president of the First National Bank of Sioux City, reports that he had a very pleasant trip

to the recent meeting in Minnesota. He has no immediate plans for being away from the bank until later in the summer.

Fritz Fritzson, vice president and cashier of the First National Bank, attended the South Dakota State meeting held at Sioux Falls June 20th and 21st. Joe Grant, assistant cashier, also attended the meeting.

D. A. "Joe" Noble was elected director at a recent board meeting at the Live Stock National Bank. Mr. Noble has been in Sioux City for 27 years. He graduated from Iowa State College.

UNION BANK AND TRUST CO.

OTTUMWA, IOWA

Member of Federal Reserve System

Statement of Condition as of June 30, 1947

RESOURCES

Loans and Discounts.....	\$ 3,830,215.75
Bank Building	91,500.00
Furniture and Fixtures.....	25,571.75
Stock in Federal Reserve Bank.....	30,000.00
Overdrafts	4,265.24
U. S. Bonds.....	\$5,083,505.26
Municipal Bonds	2,066,241.20
Other Marketable Bonds.....	519,193.18
Cash and Exchange.....	3,469,754.68
	<u>11,138,694.32</u>
	\$15,120,247.06

LIABILITIES

Capital	\$ 300,000.00
Surplus	700,000.00
Undivided Profits	108,182.31
Dividend Payable July 1, 1947.....	15,000.00
Deposits	13,997,064.75
	<u>\$15,120,247.06</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.

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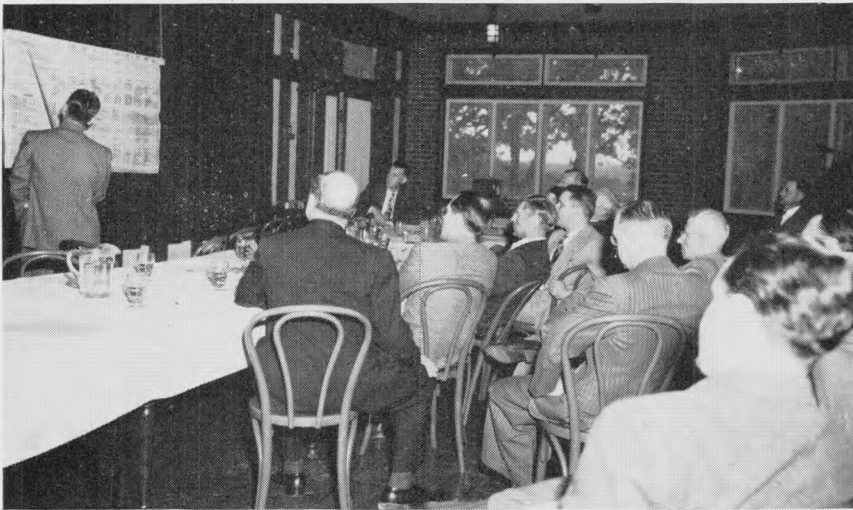
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Iowa Auditors Elect Officers



PRINCIPAL SUBJECT up for discussion at the annual meeting last month of the **Iowa Association of Bank Auditors and Comptrollers** was arrangement for a schedule to be followed by Iowa banks in the destruction of old and perhaps obsolete documents. The picture above was taken during the afternoon session while the group was working on the "destruction" list.

At the annual meeting and election of officers, **Harold E. Lemkau**, assistant cashier of the Muscatine Bank & Trust Company, was named president. **W. P. Ronan**, vice president of the Decorah State Bank was elected vice president, and **L. C. Siegner** assistant auditor of the Iowa-Des Moines National Bank, was named to the office of secretary and treasurer.

He is an extensive land owner and livestock feeder. His present business connection is owner of the Iowa Stock Pig Company which he has headed for the last 27 years. Mr. Noble is a past potentate of the Sioux City Shrine, a past member of the school board and one time president of the board. His family includes his wife and one son.

Kermit Scheibe, cashier of the Morningside State Bank, is spending his vacation in the north Minnesota lakes.

Des Moines News

F. S. LOCKWOOD was elected vice president and trust officer of the Bankers Trust Company at the board of directors' meeting last month. Mr. Lockwood has been with the Bankers



F. S. LOCKWOOD
Vice President, Bankers Trust Company

STATEMENT OF CONDITION FIRST NATIONAL BANK CEDAR FALLS, IOWA

June 30, 1947

RESOURCES		LIABILITIES	
Cash and Due from Banks.....	\$1,066,105.82	Capital Stock	\$ 100,000.00
United States Government Bonds.....	2,545,793.34	Surplus and Undivided Profits....	96,764.16
State and Municipal Bonds.....	322,962.49	Reserves	6,536.86
Stock in the Federal Reserve Bank.....	4,500.00	Deposits:	
Loans and Discounts.....	386,378.57	U. S. Gov-	
Overdrafts	761.83	ernment ..\$	95,112.00
Banking House	21,500.00	Demand and	
Furniture and Fixtures.....	1,494.17	Time	4,051,083.20
	\$4,349,496.22		4,146,195.20
			\$4,349,496.22

V. W. Johnson, President
J. B. Newman, Vice President

W. E. Brown, Cashier
H. C. Messerer, Assistant Cashier

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DES MOINES

Trust since 1924 and was advanced from the position of secretary and trust officer. He has been secretary 15 years and trust officer 10 years.

Mr. Lockwood came to Des Moines from Bayard where he had begun his banking career with the Farmers State Bank. He joined the Northern Trust Company here, which later was consolidated with the Bankers Trust Company. He attended Iowa University and Drake University.

John de Jong, vice president of the Iowa-Des Moines National Bank and Trust Company, was honored last month when he was awarded the Netherlands Medal of Gratitude at a ceremony at the Drake Hotel in Chicago.

This award of distinction was made to Mr. de Jong for his outstanding work in the interests of relief for Dutch people since the end of the war.

Mr. de Jong is directly responsible for a program which has aided more than 5,000 Dutch families, and he and his



JOHN DE JONG
Given Award of Merit from Holland

wife have sent an additional 1,000 packages to deserving families.

The presentation was made by **Jonkheer O. Reuchlin**, minister of the Netherlands in Washington, D. C. **Leo T. Crowley**, former chairman of the FDIC, also was given an award at the same ceremony.

Hal Chase, president of the Chase Investment Company in Des Moines, last month also became president of the West Des Moines State Bank following purchase of all stock by the Chase family.

Forrest Galbraith, new vice president and cashier, has been serving as cashier of the Tingley State Savings Bank. He is a member of the board of directors, along with Mr. Chase, **Marie M. Chase**, **Don McMurray** and **Ralph J. McKenzie**, all of Des Moines, and **Ray Spencer** and **William Berg**, both of West Des Moines.

Henry F. Reed has been appointed to the personal agency division of the Iowa-Des Moines National Bank's trust department by **Herbert L. Horton**, president. He will assist individuals, corporations and institutions with their investments.

Mr. Reed was born in Cresco, Iowa, attended Carleton College at Northfield, Minnesota, and graduated from the law college of the University of

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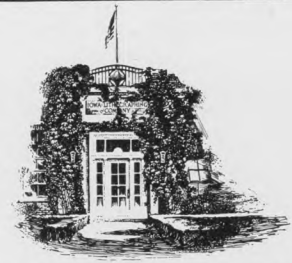
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Pres. and Sec. Asst. Sec.

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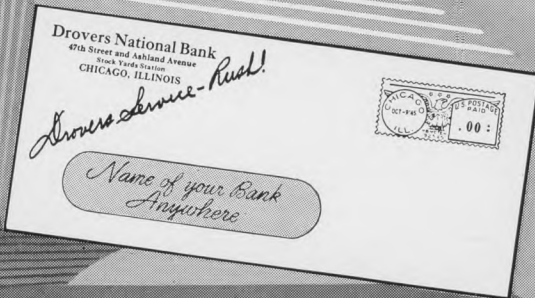


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OMAHA

Iowa in 1936. He practiced law until entering the army in 1942, where he served four years. Mr. Reed has served as county attorney of Howard county and more recently was assistant secretary of the state senate in the last session.

James M. Camp, head of the United Federal Savings and Loan Association, was elected president of the newly formed Greater Des Moines Savings and Loan League. **Hubert James**, Des Moines Building-Loan and Savings, was named vice president, and **Jonathan Fletcher**, Home Federal Savings and Loan, was elected secretary-treasurer.

Members of the association are: Des Moines Building-Loan and Savings, First Federal Savings and Loan, Home Federal Savings and Loan, Insurance Plan Savings and Loan, Iowa Savings and Loan, Polk County Federal Savings and Loan, State Savings and Loan, and United Federal Savings and Loan.

Elmer E. Miller, president of the Des Moines Building-Loan and Savings Association, announced last month that total assets of the company had passed the \$10,000,000 mark. In celebration of this event the entire personnel of the association attended a dinner at the Commodore Hotel. Present at the dinner were two direc-

tors who have been board members since the organization in 1916. They were **A. H. Minnis**, founder and chairman of the board, and **E. S. Tesdell**, counsel.

Mr. Miller said dividends payable to shareholders for the first half of 1947 were \$149,228.

DEAR EDITOR

(Continued from page 15)

necessary for me to tell you of my pleasure in finding that some of my views are concurred in by the oldest financial journal 'west of the Mississippi'."

*J. L. Robertson, Deputy
Comptroller of the Currency,
Washington, D. C.*

"An Excellent Example"

"During the Illinois State Bankers Association's convention I ran across the enclosed—and I believe very interesting—published statement of condition which is the work of J. R. Drake, Executive Vice President of the Pella National Bank, Pella, Iowa.

"It strikes me that this statement is an excellent example of how fiscal information can be presented in a way that leads to better bank-community relations.

"As you can gather from the prefatory material, the annual tulip festival is a big event in Pella. Mr. Drake has undoubtedly created a lot of good will for his bank. I am sending this along for your information."

*C. A. Hemminger, Director
of Public Relations, American
National Bank and Trust
Company, Chicago, Illinois.*

"A Good Job"

"I enjoy more of the articles in the NORTHWESTERN BANKER than in any other

Statement of Condition

June 30, 1947

ASSETS

Cash on Hand and on Deposit with Banks.....	\$ 7,710,437.37
United States Government Securities.....	14,446,030.91
Other Bonds and Securities.....	142,211.38
Loans and Discounts.....	5,168,035.90
Security National Bank Building, Vault and Fix- tures	342,037.07
Federal Reserve Bank Stock.....	27,000.00
Other Assets	3,756.42
	<hr/>
	\$27,839,509.05

LIABILITIES

Capital	\$ 500,000.00
Surplus	400,000.00
Undivided Profits	91,556.34
Deposits	26,847,952.71
	<hr/>
	\$27,839,509.05

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*
Daniel B. Severson, *Vice President*
R. Earl Brown, *Cashier*
Frank H. Abel, *Assistant Cashier*
Robert W. Lewis, *Assistant Cashier*
Charles H. Walcott, *Assistant Cashier*
Orville Boe, *Assistant Cashier*

Howard Johnson, *Trust Officer*
D. W. Jurgemeyer, *Assistant Trust Officer*

SECURITY
NATIONAL BANK
of Sioux City

Member Federal Deposit Insurance Corporation

Bankers:

We specialize in
writing

**Automobile
and
Fire Insurance**



**CENTRAL STATES MUTUAL
INSURANCE ASSOCIATION**

Mt. Pleasant, Iowa

E. A. HAYES, President
O. T. WILSON, Secretary

Established 1929

SOLVES HOUSING PROBLEM



Wayne C. Currell, president Emmet County State Bank, Estherville, Iowa, has been helping to solve the housing problem in his community by assisting in the financing of the houses shown in the picture above. Other communities are following the example of Estherville including Britt and Charles City, Iowa. In the latter community, 50 houses are being financed by the local banks.

publication of its kind. You are doing a particularly good job of giving us the banking news in the northwest. Best regards and continued good luck and prosperity."

Ray G. Stevens, President,
Citizens Bank, Vermillion,
South Dakota.

"Chief Keokuk"

"I appreciate very much your interest in our new checks which we hope to have in circulation the first part of July. All types are not on hand yet, but I am enclosing a sample of one of our counter checks. We believe the design will be appealing to our customers.

"This same design is carried out through checks, drafts, bank money orders, cashier's checks, and will be on our passbooks. It shows old 'Chief Keokuk' as he now appears in bronze on a monument in our city park overlooking the 'Father of Waters'."

E. A. Ebersole, Vice President and Cashier, The State Central Savings Bank, Keokuk, Iowa.

"Many Contributions"

"Many thanks not only for your letter, but likewise the plug that you gave this corporation on page 17 of the June issue of your splendid NORTHWESTERN BANKER.

"We sincerely trust that business or pleasure will bring you to the Nation's capitol in the not too distant future, furthermore, that while here you will include us on your busy itinerary.

"Appreciating the many contributions that you have made to banking, both personally and through your excellent publication, I am, believe me, with every good wish for your continued success.

Cordially and sincerely,
Maple T. Harl, Chairman,
Federal Deposit Insurance
Corporation, Washington,
D. C.

Chemical Bank

The Chemical Bank & Trust Company reported as of June 30, 1947, deposits of \$1,168,958,598, and total assets of \$1,293,093,043, compared respectively with \$1,114,939,997 and \$1,238,076,886 on March 31, 1947. Cash on hand and due from banks amounted to \$325,011,456 compared with \$282,009,-

STATEMENT OF CONDITION

June 30, 1947

RESOURCES	
Cash and Due from Banks.....	\$ 3,222,581.45
Loans and Discounts.....	2,804,006.62
Bonds.....	
U. S. Governments.....	\$6,025,826.92
Federal Land Banks.....	312,282.09
Municipals.....	727,378.98
Other Marketable Securities.....	1,086,209.51
Stock in Federal Reserve Bank.....	8,151,697.50
Banking House.....	18,000.00
Furniture and Fixtures.....	36,005.54
Accrued Interest.....	7,537.36
Overdrafts.....	45,671.06
Other Resources.....	818.71
	4,490.92
	\$14,290,809.16
LIABILITIES	
Capital.....	\$ 400,000.00
Surplus.....	200,000.00
Undivided Profits.....	131,257.59
Reserve for Taxes, Interest, Contingencies, etc.....	89,159.85
Discount collected but not earned.....	20,621.88
Deposits.....	
Demand.....	\$8,929,931.51
Time.....	4,426,975.81
U. S. Government War Loan Account.....	92,862.52
	13,449,769.84
	\$14,290,809.16



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\$5,000 — Maximum Insurance for Each Depositor — \$5,000

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We will buy for cash or sell on commission truckload or carload quantities of distressed or surplus raw materials and merchandise.

If you have goods of this character as collateral, we may be able to sell it for you.

Write, phone or wire your problem.

M. B. COSTELLO & CO.

325 Insurance Exchange Building

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DES MOINES 9, IOWA

Did you know that our Cash Letter Policy not only gives protection but enables you to cut operating expenses substantially? Ask us for details. You will not obligate yourself.

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 4325

Scarborough & Company

Insurance Counselors to Banks



Northwestern Banker, July, 1947

919; holdings of United States Government securities to \$463,613,551 against \$471,050,209; bankers' acceptances and call loans to \$84,155,716 against \$51,087,881; and loans and discounts to \$284,925,140 against \$309,746,354.

Net operating earnings for the second quarter of 1947 amounted to \$1,782,938 as compared to \$1,703,362 for the

preceding quarter. Net profits and recoveries on securities amounted to \$349,797 against \$497,557.

Capital was unchanged at \$25,000,000, but surplus was increased by \$5,000,000 to \$75,000,000 and undivided profits were \$7,289,613 against \$9,150,365 on March 31st. The indicated net earnings on the bank's 2,500,000 shares (par \$10) amounted to \$.71 per share for the second quarter of 1947 as compared with \$.71 in the first quarter.

"What's an operetta?"

"Don't be dumb — it's a girl who works for the telephone company."

KLIPTO

LOOSE
LEAF
CO.

MASON CITY, IOWA
Bank Supplies

STATEMENT OF CONDITION

MERCANTILE-COMMERCE

BANK AND TRUST COMPANY

Locust-Eighth-St. Charles
ST. LOUIS, MISSOURI

JUNE 30, 1947



THE RESOURCES

Cash and Due from Banks	\$83,516,709.15
United States Government Obligations, direct and guaranteed (incl. \$14,531,541.18 pledged*)	149,715,961.85
Other Bonds and Securities	17,390,601.74
Demand and Time Loans	92,419,148.16
Stock in Federal Reserve Bank in St. Louis	600,000.00
Real Estate (Company's Building)	2,790,536.40
Other Real Estate (Bank of Commerce Building)	700,000.00
Overdrafts	78,245.82
Customers' Liability on Acceptances and Letters of Credit	2,657,523.96
Other Resources	224,576.47
	<u>\$350,093,303.55</u>

THE LIABILITIES

Capital Stock	\$12,500,000.00
Surplus	7,500,000.00
Undivided Profits	4,743,340.20
Reserve for Dividend Declared	250,000.00
Reserve for Interest, Taxes, etc.	1,904,679.23
Unpaid Dividends	3,369.55
Bank's Liability on Acceptances and Letters of Credit	2,657,523.96
Other Liabilities	258,635.11
Deposits, Secured:	
U. S. War Loan \$	1,943,305.95
Other Public Funds	5,566,358.82
	\$ 7,509,664.77
Other Deposits:	
Demand	\$255,008,196.15
Savings	56,736,645.72
Time	1,021,248.86
	<u>\$312,766,090.73</u>
	<u>\$320,275,755.50</u>
	<u>\$350,093,303.55</u>

* All securities pledged are to the U. S. Government or its Agents, State of Missouri and the City of St. Louis, to secure deposit and fiduciary obligations.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

NEWS AND VIEWS

(Continued from page 20)

director, were elected assistant cashiers.

Mr. Clarke, who joined the bank's investment division in 1935, is a graduate of the University of Michigan. He is past president of the Investment Analysts Club of Chicago and has lectured on investments at a number of bank study group conferences and banking and insurance conventions.



J. H. CLARKE

Mr. Herrmann, who became associated with the bank in January, 1947, formerly was vice president and general manager of Workmen Service, Inc. Prior to that he was in charge of the personnel department of the Peoples Gas, Light and Coke Company.

Mr. Hemminger, who joined the bank on March 1st, was formerly advertising and publicity manager of Bankers Trust Company, New York City. Previously, he had been director of public relations with the New York State Bankers Association. He was graduated from the University of Illinois in 1930 and from the Graduate School of Banking, Rutgers University in 1946.

Foss Davis, warden of the Men's State Reformatory at Anamosa, Iowa, acted as host for a number of the women and some of the bankers who were attending the bankers convention of Group 8.

We were interested to find out that the majority of those who are admitted to Anamosa are between the ages of 18 and 30. There are now 656 inmates in the institution, of which 114 are insane, 542 are sane, 27 are negroes and 629 are white.

The institution was opened in 1872 and part of the building was then used for a women's reformatory, but this is no longer the case. The high registration number is 18,992.

All members of the institution who are sane are taught some useful employment like weaving, printing, or some form of manufacturing.

Dr. Samuel Garvin, professor of the University of Dubuque, speaking before a recent bankers convention, emphasized that in his experience as a pastor for over 40 years, that "more divorces have been caused from lack of finances than from any other three causes combined."

Orvil E. Miles, assistant secretary of the Irving Trust Company, One Wall Street, New York, paid a visit to the NORTHWESTERN BANKER office when he was swinging around the circle last month.

Mr. Miles attended some of the Iowa Group Meetings and also was at St. Paul for the Minnesota Bankers Convention.

After graduating from Earlham College at Richmond, Indiana, Mr. Miles attended Harvard Business School and received his degree from there in 1926, at which time he became associated with the Irving Trust Company where he has been ever since.

In a recent issue of *Life* there was a story about Sauk Centre, Minnesota, reviewing the conditions since the time when **Sinclair Lewis** wrote his novel "Main Street."

In discussing the various prominent citizens of Sauk Centre, the article said, "**Ben DuBois**, bank president and secretary of the Independent Bankers Association, is definitely a member of the town's elite. Though a man of quick imagination, quiet humor (unusual in the loud-laughing midwest) and wide knowledge, he is content to stay in Sauk Centre. He likes Sauk Centre's kindly people. Nevertheless,

he loves to shock them with simple statements like, 'My great-aunt was one of the most notorious prostitutes in Syracuse, New York,' or with his New Deal columns on current events, which he runs as advertising in the *Sauk Centre Herald*. He is one of the town's few Democrats, proudly proclaims himself a member of no church, reads voraciously from Harold

Laski to Montaigne. His political philosophy contains the great contradiction which has virtually killed off liberalism, the great dilemma at the core of the democratic crisis; he advocates a strong central state to act as umpire over economic affairs, and yet he also deplores the increasing regimentation and standardization of human beings. His many political oppo-

Opened for Business October 15, 1934

Statement of the

IOWA STATE BANK & TRUST COMPANY

Iowa City, Iowa

June 30, 1947

RESOURCES

Cash and Due from Banks.....	\$2,459,916.07
U. S. Bonds	5,475,596.88
Other Bonds and Securities	89,692.30

CASH OR ITS EQUIVALENT	\$ 8,025,205.25
Loans and Discounts	2,887,727.34
Overdrafts	128.64
Banking House	50,000.00
Furniture and Fixtures	25,000.00
	\$10,988,061.23

LIABILITIES

Capital Stock	150,000.00
Surplus and Undivided Profits.....	154,419.35
Deposits	10,683,641.88
State Treasurer Fuel Tax Fund.....	NONE
	\$10,988,061.23

■ ■ ■

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 M. B. GUTHRIE
 GEORGE A. THOMPSON GUY A. STEVENS
 BEN S. SUMMERWILL
 W. W. SUMMERWILL

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Incorporated 1933

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This is Iowa's oldest surety company.

A progressive company with experienced, conservative management.

We are proud of our hundred and fifty bank agents in Iowa.

To be the exclusive representative of this company is an asset to your bank.

Write to
E. H. WARNER
 Secretary and Manager

American Trust & Savings Bank

DUBUQUE, IOWA

Organized 1905

Incorporated 1912

STATEMENT OF CONDITION, JUNE 30, 1947

RESOURCES

Cash and Due from Banks.....	\$ 3,975,834.18
U. S. Government Bonds.....	10,655,054.95
Federal Reserve Bank Stock.....	18,000.00
State, County and Municipal Bonds	863,943.33
Corporate Bonds	152,598.28
Loans and Discounts.....	2,746,029.64
Overdrafts	89.77
Bank Building	50,000.00
Other Assets	52.60
	\$18,461,602.75

LIABILITIES

Capital Stock	\$ 250,000.00
Surplus	350,000.00
Undivided Profits	128,342.28
Reserves	125,000.00
Deposits:	
Demand	\$9,232,052.75
Time	8,241,299.38
U. S. Gov. War Loan Account.....	136,908.36
	17,610,260.49
	\$18,461,602.75

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, Vice President and Cashier
 N. J. GRETEMAN, Vice President
 M. J. BAUMHOVER, Assistant Cashier
 MERLYN B. KURT, Assistant Cashier
 J. L. RILEY, Assistant Cashier
 I. L. KIELER, Assistant Cashier
 HARLAN MELCHIOR, JR., Assistant Cashier

DIRECTORS

C. J. SCHRUP, Chairman
 D. B. CASSAT
 D. W. ERNST
 ROY F. GLAB
 W. N. GLAB
 OTTO F. HENKER

STATEMENT OF CONDITION
THE TOY NATIONAL BANK
 SIOUX CITY, IOWA

June 30, 1947

ASSETS	
Cash and Due from Banks.....	\$ 8,132,194.78
U. S. Government Securities.....	16,741,875.24
State and Municipal Bonds.....	165,869.65
Stock in Federal Reserve Bank.....	24,000.00
Other Marketable Bonds.....	80,003.50
Loans and Discounts.....	2,903,219.74
Banking House	105,507.66
Interest Earned Not Collected.....	76,336.40
	\$28,229,006.97
LIABILITIES	
Capital (common stock only).....	\$ 300,000.00
Surplus	500,000.00
Undivided Profits	144,774.44
Reserves	71,465.74
Demand Deposits	\$22,928,425.69
Time Deposits	4,275,126.08
Total Deposits	27,203,551.77
Interest Collected Not Earned.....	9,215.02
	\$28,229,006.97

Member of Federal Deposit Insurance Corporation

STATEMENT OF CONDITION
IOWA STATE BANK
 DES MOINES, IOWA

At the Close of Business June 30, 1947

ASSETS		LIABILITIES	
Cash and Due from Banks....	\$ 997,675.58	Capital Stock (Common).....	\$ 100,000.00
U. S. Government Securities...	1,392,100.00	Surplus	50,000.00
Other Bonds and Securities....	156.57	Reserves and Undivided Profits	144,454.28
Loans and Discounts.....	3,894,797.03	Deposits	6,015,620.24
Interest Earned But Not Collected	11,598.71		
Furniture and Fixtures (Less Reserve)	13,746.63		
	<u>\$6,310,074.52</u>		<u>\$6,310,074.52</u>

OFFICERS

WM. A. BROQUIST, President	CARL W. MOODY, Cashier & Tr. Officer
GEO. H. BORG, Executive Vice President	HAROLD J. GRIMES, Assistant Cashier
J. HAMILTON DAWSON, Vice President	F. T. LEWIS, Assistant Cashier
L. A. RODENBAUGH, JR., Vice President	W. L. WILDER, Assistant Cashier

Member Federal Deposit Insurance Corporation

Federal Home Loan Bank of Des Moines
 DES MOINES, IOWA

STATEMENT OF CONDITION, JUNE 30, 1947

RESOURCES		LIABILITIES AND CAPITAL	
Cash	\$ 447,159.30	Deposits—Members	\$ 5,210,711.96
U. S. Government Obligations and Securities fully guaranteed by U. S. 12,653,325.04		Accrued Interest Payable.....	39,226.65
Advances to Members.....	23,620,356.25	Accounts Payable	493.12
*Consolidated Obligations—Discount and Expense	19,791.66	Dividends Payable—July 8, 1947....	108,479.50
Accrued Interest Receivable.....	59,675.06	*Consolidated Obligations Outstanding	15,000,000.00
Other Resources	238.15	Capital Stock Subscriptions Paid In.	14,745,000.00
Furniture and Equipment (Cost \$10,467.76)	1.00	Surplus:	
		Reserves	\$1,552,170.10
		Undivided Profits	144,465.13
	\$36,800,546.46		<u>1,696,635.23</u>
			\$36,800,546.46

*Participation in \$140,000,000 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.

nents in the town tolerate Ben DuBois' once intolerable heresies, not merely because he is a solid citizen, but because it has become more difficult for Main Street to tell which is the true faith and which is heresy."

Ray R. Calkins, president of the American National Bank of St. Joseph, Missouri, has been elected president of the St. Joseph Clearing House Association, and follows in the footsteps of Milton Tootle, president of the Tootle-Lacy National Bank. Last month the officers of the American National Bank celebrated the 60th anniversary of that institution.

In a letter from James T. Anderson of George La Monte & Son, Nutley, New Jersey, he tells the NORTHWESTERN BANKER of the recent death of "Dan J. Lyons, who, as you no doubt know, has been with our company for nearly 33 years, and has had his office at St. Louis for many of those years."

George C. Williams, president of the State Bank and Trust Company, Evanston, Illinois, was elected president of the Illinois Bankers Association at the annual meeting.

Other officers of the Illinois Bankers Association are: Vice president, Harry E. Emerson, cashier, First Bank and Trust Company, Cario; treasurer, J. Weir Elliott, Jr., cashier, Elliott State Bank, Jacksonville. Continuing in office: Secretary, Harry C. Hausman, Mundelein; assistant secretary, Kirk E. Sutherland, Wilmette; assistant secretary, H. T. Wanberg, Evanston.

Frank H. Bellizzi, resident manager of the Hotel St. Paul, did an excellent job during the Minnesota Bankers Convention, which headquartered at his establishment during their meeting last month.

Frank always makes you feel "at home" and is never too busy to see that your slightest wish is taken care of if it is within his power—and he has lots of power, in addition to being a very handsome and charming gentleman. When Frank went in the hotel business, Hollywood lost a leading man.

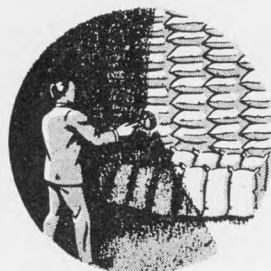
WANTED—Assistant Cashier for a county bank, town 550 located in Central North Dakota. Good living conditions. Single man preferred. Lutheran Community. Write M.W.A. c/o Northwestern Banker—527 7th St., Des Moines, Iowa.

IOWA BANKS WANTED

Wanted to Buy: Controlling interest in Iowa Banks. All inquiries will be treated with strictest confidence. Write G.H.5, the Northwestern Banker, 527 7th St., Des Moines, Iowa.

CONVENTIONS

- July 7-19, Agricultural Credit School,
Ames, Iowa State College.
- September 26-28, Assn. of Bank
Women, Claridge Hotel, Atlantic
City, N. J.
- September 28-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.
- October 6-9, Annual Convention, Fi-
nancial Advertisers Assn., New
York City, Hotel Waldorf.
- October 22-25, National Assn. Bank
Auditors and Comptrollers, Balti-
more, Md.
- November 6-7, A.B.A. Mid-Continent
Trust Conference, Chicago, Drake
Hotel.
- November 10-11, Annual Convention,
Nebraska Bankers Association,
Omaha, Hotel Paxton.



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Northwestern Banker, July, 1947



In the DIRECTOR'S ROOM



Daffynitions

Diplomacy—the art of letting someone else have your way.

Genius—anyone who has ever produced, directed or authored a motion picture which made money.

Fan Club—a group of people who tell an actor he's not alone in the way he feels about himself.

Extreme Mental Cruelty—tired of each other.

Mis-Typed

"Look here, waitress, I just found a needle in my soup."

Waitress (formerly a stenographer): "Merely a typographical error. It should have been a noodle."

Bare Facts

The Pullman conductor one night found a red lantern hanging on one of the upper berths, so he looked up the porter and asked, "George, why is that red lantern hanging there?"

"Well, boss, Rule 26 in the rule book says that you should always hang a red lantern when the rear end of the sleeper is exposed."

Deeply Affected

A young widow commissioned a monument dealer to inscribe on her husband's monument:

"My sorrow is more than I can bear."

Before the monument was erected, the widow married again, and the dealer asked her if she still wanted the inscription.

"Yes," she said, "but just add the word 'alone.'"

First Things First

First Golfer: "Shall we play another round of golf next Monday?"

Second Golfer: "Well, I was to be married on Monday, but I can put it off till Tuesday."

No Indoor Sport

He: Shall we sit in the parlor?

She: No, I'm tired. Let's play tennis.

After Iowa's Floods

First Farmer: "Boy, is this a tough season. My corn isn't an inch high yet."

Second Farmer: "You're doing well. The sparrows have to kneel down to eat mine!"

Old Buddies

A pink elephant, a green rat and a polka-dotted snake walked into a cocktail bar.

"You're a little early boys," said the bartender, "he ain't here yet."

Test for Tipplers

The fly and the flea

Flew up the flue.

Said the fly to the flea,

"What shall we do?"

"Let us fly," said the flea;

"Let us flee," said the fly.

So they fluttered and flew

Through a flaw in the flue.

Bad Guess

Traffic Officer: "As soon as I saw you coming around the curve, I said to myself, 'Forty-five at least!'"

Woman Driver: "Well, you're 'way off. It's this hat that makes me look so old."

New Deal Philosophy

"Only Americans have mastered the art of being prosperous though broke."

Four Time Loser

Mose had applied to the philosophic white gentleman for a loan. He was turned down, and as a parting admonition the gentleman said:

"You are strong and healthy and work is plentiful. Why don't you get a job? Hard work never killed anybody."

Mose said, "You sho is wrong about dat, Boss. I'se lost four wives from nuffin' else."

Slips Don't Count

1st Frosh: Did she blush when her shoulder strap broke?

2nd Same: I didn't notice.

Maggie's O.K. Now

Farmer: Be this the Woman's Exchange?

Woman: Yes.

Farmer: Be you the woman?

Woman: Yes.

Farmer: Well, then, I think I'll keep Maggie.

Skimming Along

One milk bottle: Let's neck.

The other: No, let's go curdle in the corner.

Sourcastic

Caller at phone office: These flowers are for the 'phone girls.

Supervisor: Oh, thank you, sir. You flatter our service.

Caller: Flatter nothing! I thought they were dead!

Sacrifice

The Colonel had insisted to his Negro cook that the Thanksgiving turkey be a domestic, corn-fed, no wild fowl. Came the day and the Colonel cut into a beautiful, done-to-perfection turkey, frowned, cut again, then sent for Sam.

"Didn't I tell you I wanted a domestic bird?" he thundered.

"Yas, suh, that's a domestic, corn-fed fowl."

"Well, what about this shot I'm finding?"

Sam shuffled from one foot to the other. "Dat shot, Colonel, suh, were meant fo' me."

Prescription

A grocer had difficulty with a doctor who was backward in paying his grocery bill. So the grocer put the matter into the hands of a collector.

The collector called on the doctor, who quibbled, and the man gave him a tongue lashing. When he returned to the grocer, the man was looking worried.

"What's the matter?" asked the grocer; "what'd the doctor say?"

"Well," replied the collector, "he said I wasn't looking well. Then he examined my tongue, and advised me to remain indoors for a few weeks."

Measuring the PROGRESS of 30 Years



Since the founding of this bank 30 years ago, thousands of men and women have discovered that our services offer increasingly greater advantages—not alone in strength of resources, but also in experience of personnel and soundness of viewpoint. We hope that many of our departments may aid your progress during 1947 and in the years ahead.

STATEMENT OF CONDITION

June 30, 1947

RESOURCES

Loans and Discounts	\$11,350,764.70
Other Securities	509,002.00
Stock in Federal Reserve Bank	60,000.00
Real Estate	6.00
Furniture and Fixtures	58,144.18
U. S. Government Bonds	\$35,743,481.56
Cash and Exchange	16,894,254.79
Customers' Liability on Letters of Credit and Trade Acceptances	7,720.00
	\$64,623,373.23

LIABILITIES

Capital (Common Stock)	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits	1,000,000.00
Reserve for Contingencies	1,000,000.00
Other Reserves	44,563.82
Reserve for Taxes and Interest	194,320.53
Deposits	60,376,768.88
Bank's Liability on Letters of Credit and Trade Acceptances	7,720.00
	\$64,623,373.23

STATEMENT OF CONDITION

June 30, 1917

RESOURCES

Loans and Discounts	\$1,310,145.65
Other Securities	86,683.07
Furniture and Fixtures	10,675.41
Cash and Exchange	407,886.49
	\$1,815,390.62

LIABILITIES

Capital	\$1,000,000.00
Surplus	100,000.00
Undivided Profits	110,629.72
Deposits	604,760.90
	\$1,815,390.62

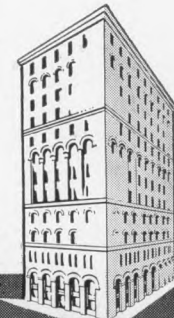
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Member Federal Deposit Insurance Corp.



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6th and Locust Des Moines



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