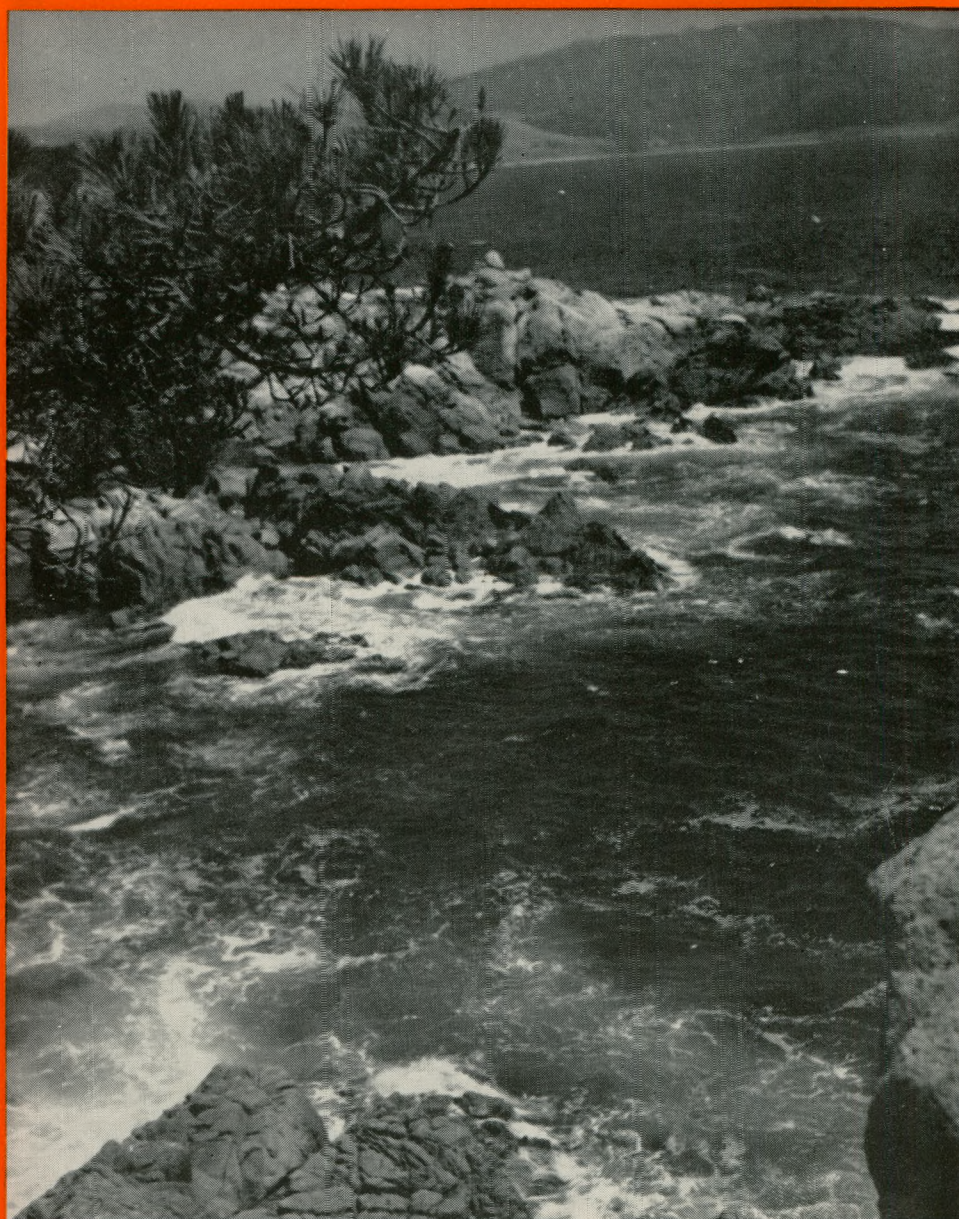


NORTHWESTERN *Banker*

**AUGUST
1948**



**How Machines Save
Time and Money for
Banks—Survey—Page 12**

CARMEL-BY-THE-SEA—Page 7

"Indispensable!"

Dependable day-to-day service is always available at the Merchants National in Cedar Rapids. Its officers are in continuous touch with business, farming and industrial leaders throughout the midwest. That's why so many banks say "The Merchants National is indispensable to us in the midwest."

*A Cedar Rapids Bank
Servicing The Midwest*



THE MERCHANTS NATIONAL BANK

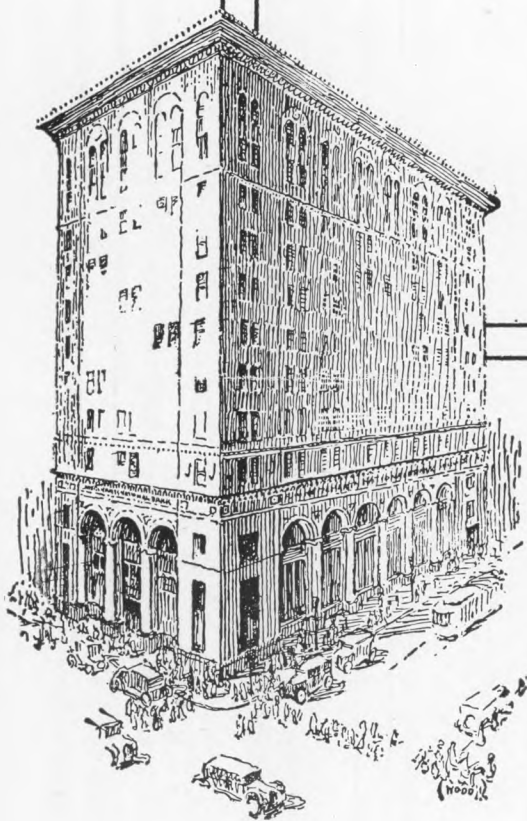
OFFICERS

JAMES E. HAMILTON, Chairman Executive Committee
S. E. COUILLETTE, Chairman of the Board
JOHN T. HAMILTON II, President
MARK J. MYERS, Vice President
FRED W. SMITH, Vice President
GEORGE F. MILLER, Vice President and Trust Officer
MARVIN R. SELDEN, Vice President

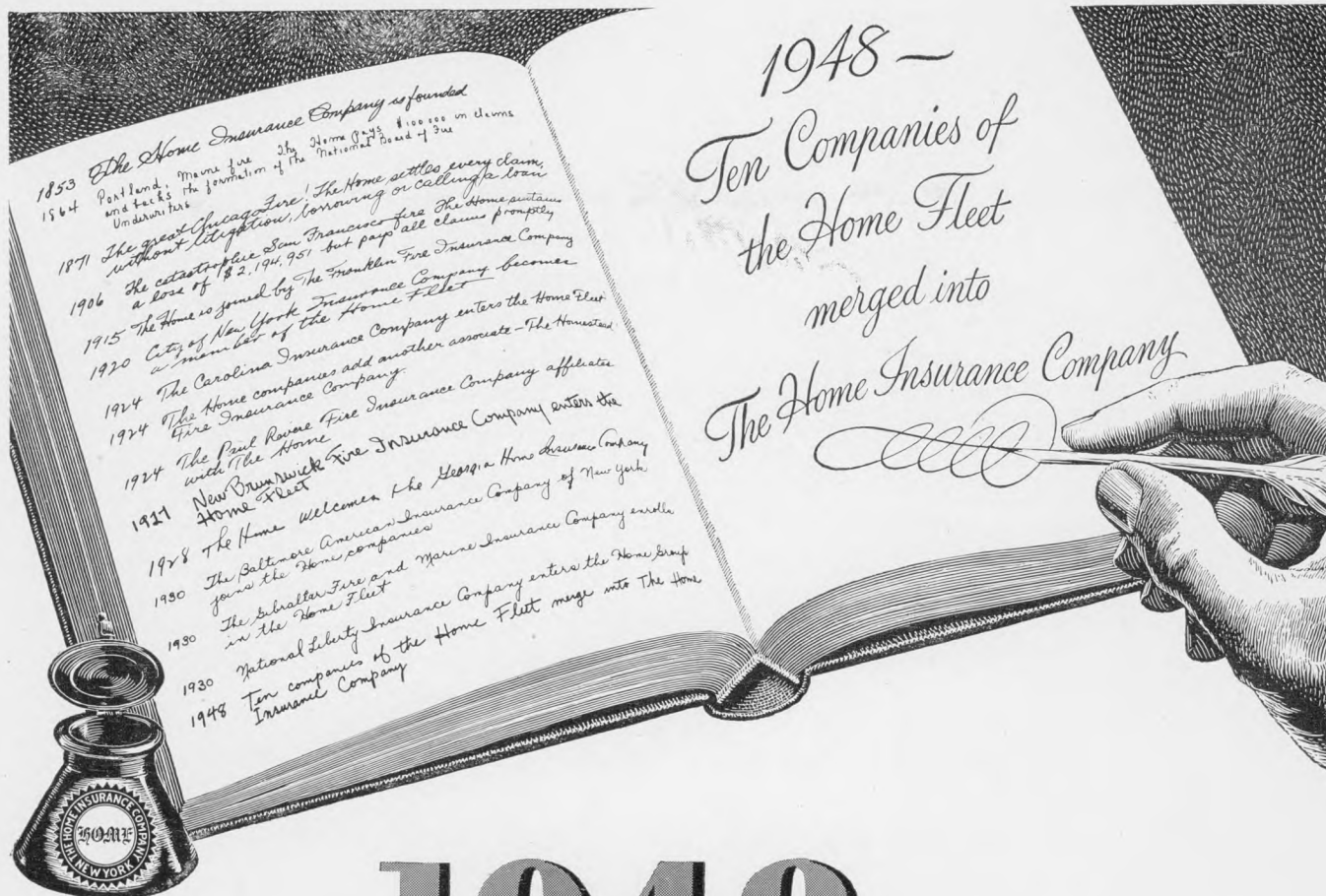
R. W. MANATT, Vice President
L. W. BROULIK, Vice President
PETER BAILEY, Cashier
R. D. BROWN, Assistant Cashier
O. A. KEARNEY, Assistant Cashier
STANLEY J. MOHRBACHER, Asst. Cashier
EVERETT C. PRATT, Assistant Cashier
C. F. PEREMSKY, Assistant Cashier
VICTOR W. BRYANT, Assistant Cashier
JAMES E. COUILLETTE, Assistant Cashier

Cedar Rapids Iowa

Member Federal Deposit Insurance Corporation



Northwestern Banker, published monthly by the Northwestern Banker Company, at 527 Seventh Street, Des Moines, Iowa. Subscription, 35c per copy, \$3.00 per year. Entered as Second Class Matter January 1, 1895 at the Post Office at Des Moines, Iowa, under Act of March 3, 1879.



1853 The Home Insurance Company is founded
 1864 Portland, Maine fire and backs the formation of the Union Mutual
 1871 The great Chicago fire! The Home settles every claim, without litigation, borrowing or calling a loan
 1906 The catastrophic San Francisco fire The Home sustains a loss of \$2,194,957 but pays all claims promptly
 1915 The Home is joined by The Franklin Fire Insurance Company
 1920 City of New York Insurance Company enters the Home Fleet as member of the Home Fleet
 1924 The Carolina Insurance Company enters the Home Fleet
 1924 The Home companies add another associate - The Home State Fire Insurance Company
 1924 The Paul Revere Fire Insurance Company affiliates with The Home
 1927 New Brunswick Fire Insurance Company enters the Home Fleet
 1928 The Home welcomes the Georgia Home Insurance Company
 1930 The Baltimore American Insurance Company enters the Home Fleet
 1930 The Gibraltar Fire and Marine Insurance Company enters the Home Fleet
 1930 National Liberty Insurance Company enters the Home Fleet
 1948 Ten companies of the Home Fleet merge into The Home Insurance Company

1948 -
 Ten Companies of
 the Home Fleet
 merged into
 The Home Insurance Company

1948...

Better Protection for a Better Tomorrow

LONG affiliated in the Home Fleet, the ten companies listed above have now been brought together under the single seal of The Home.

This significant step marks another entry in the record of The Home's continuing effort to provide security and peace of mind for American property owners.

To the businessman, homeowner and individual this action is important in that it offers the security of a fully integrated company. To agents and

producers it affords the advantages and economies of simplification and concentration of detail.

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

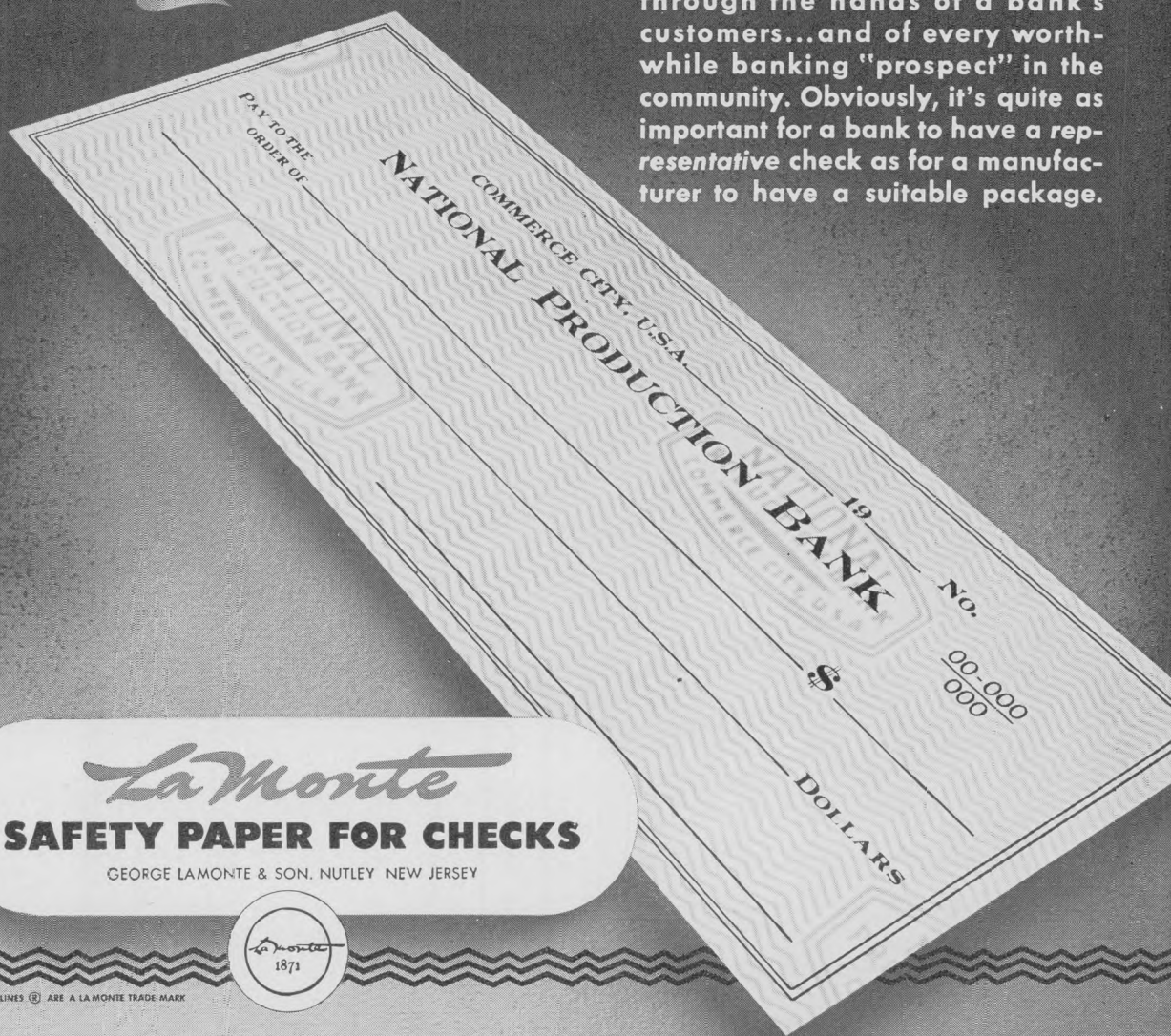
★ THE HOME ★
 Insurance Company
 NEW YORK

FIRE • AUTOMOBILE • MARINE

*"Dress up
your package"*

is good advice for **BANKERS** too

One of the primary functions of a commercial bank is the transfer of funds—and checks are the tangible evidence of that service. Distributed by banks at the rate of billions a year, checks are continually passing through the hands of a bank's customers...and of every worthwhile banking "prospect" in the community. Obviously, it's quite as important for a bank to have a representative check as for a manufacturer to have a suitable package.



La Monte
SAFETY PAPER FOR CHECKS

GEORGE LAMONTE & SON, NUTLEY NEW JERSEY

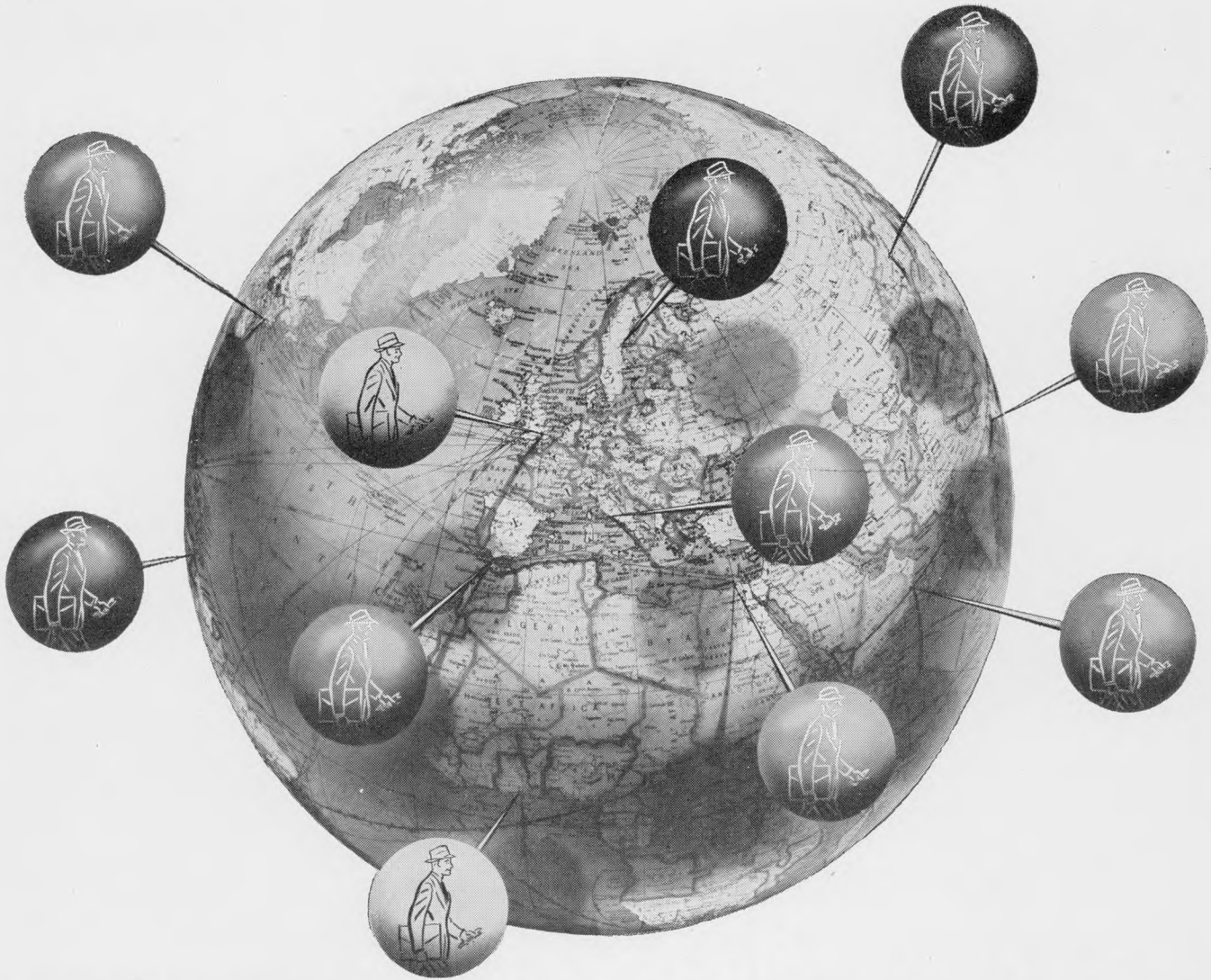


THE WAVY LINES © ARE A LA MONTE TRADE-MARK

A Check Paper All Your Own

Thousands of banks and many of the larger corporations use La Monte Safety Papers with their own trade-mark or design made in the paper itself. Such INDIVIDUALIZED check paper provides maximum protection against both alteration and counterfeiting — makes identification positive.

Northwestern Banker, August, 1949



HOW THE CHASE CAN BENEFIT YOUR BUSINESS OVERSEAS

The Chase makes banking facilities directly available in the world's commercial centers through its own foreign branches and close correspondent relationships with leading banks throughout the world. Among the services provided are:

- Cashing of drafts under Travelers' Letters of Credit
- Effecting Collections • Making Remittances
- Opening Commercial Letters of Credit
- Supplying Credit Information
- Assisting in arranging Business Connections
- Supplying information on Exchange Conditions and Regulations

Many Chase correspondents in the United States use these services extensively, having found that by so doing, they can save their customers both time and money in the transaction of their overseas business.

Send for our booklet "How the Chase Can Benefit Your Business Overseas."

THE CHASE NATIONAL BANK OF THE CITY OF NEW YORK

Member Federal Deposit Insurance Corporation



Northwestern Banker, August, 1948



the **FASTEST GROWING
CUSTOMER SERVICE
IN THE BANKING FIELD!**

Evidence of the enthusiastic acceptance and approval of Burroughs Commercial Teller's Machines is contained in the steadily growing list of banks (now over 1,200) that are using them, and in the unqualified endorsements being received from banks all over the country.

Checking account customers like this new system because it saves time and gives the greater convenience and accuracy of registered deposit receipts. Tellers like it because serving customers is faster and easier, and so is cash balancing at the end of the day. Bankers praise the more efficient internal accounting it makes possible.

Your local Burroughs representative will gladly give you complete information about this fastest growing customer service in the banking field.

BURROUGHS COMMERCIAL TELLER'S MACHINE



WHEREVER THERE'S BUSINESS THERE'S

Burroughs

Dear Editor



The following letters are from Northwestern Banker readers. Your views and opinions on any subject are welcome in this column.

"50 Years a Subscriber"

"This coming November it will be 50 years that I started in banking and am still active and naturally am pleased to see my son, Cannon Helscher, take up the same kind of work. Have been reading the NORTHWESTERN BANKER for almost that long."

B. D. Helscher, President,
Keokuk County State Bank,
Sigourney, Iowa.

"Inestimable Value"

"The article concerning the organization of the Bettendorf Bank and Trust Company, Bettendorf, Iowa, which appeared on page 74 of the July issue of the NORTHWESTERN BANKER has been read with interest.

"I have always found the information concerning banking subjects, news items and other features in the NORTHWESTERN BANKER interesting and informative. Also, the data contained in the Iowa-Nebraska Bank Directory are, in my opinion, of inestimable value to anyone interested in the banking field."

Frank A. Lettow, 1906
Grant Street, Bettendorf,
Iowa.

ON THE COVER

The cover page photo is the work of Jerry Moorhead, 18-year-old son of the NORTHWESTERN BANKER's Associate Publisher Ralph W. Moorhead, and was taken on their recent vacation trip to the west coast. It pictures the turbulent waters just north from Carmel-By-The-Sea, on the famous 17-mile Toll Drive which many NORTHWESTERN BANKER readers doubtless have enjoyed. This strip of Pacific beauty, while restful to the eye, has taken a heavy toll of ships, as attested by numerous markers along the beach which designate spots where various ships have been wrecked.

NORTHWESTERN Banker DES MOINES

Oldest Financial Journal West of the Mississippi • 53rd Year • No. 733

IN THIS AUGUST, 1948, ISSUE

EDITORIALS

Across the Desk from the Publisher..... 8

FEATURE ARTICLES

Dear Editor 7
Frontispiece 11
How Machines Save Time and Money for Banks—A NORTHWESTERN BANKER Survey.....12, 13
Touring the West..... Mr. and Mrs. Ralph W. Moorhead 14
News and Views of the Banking World..... Clifford De Puy 16
Bankers You Know—Charles S. McKinstry..... 18
When Can a Will Be Withdrawn from Probate—Legal..... 20
Away from Horse and Buggy Days..... John Doe 22

BONDS AND INVESTMENTS

How Will the Election Affect the Bond Market?...Raymond Trigger 25

INSURANCE

For Life Salesmen All Selling Signals Say "Go"....Benny Maynard 29

STATE BANKING NEWS

Minnesota News 31
Twin City News..... 32
South Dakota News..... 35
Sioux Falls News..... 35
North Dakota News..... 37
Nebraska News 39
Omaha News 40
Iowa News 45
Coin Collectors' Column..... 53

IN THE DIRECTORS' ROOM

New Twists to Old Straight Gags..... 54
Conventions 54

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,
Des Moines Insurance Directory, Iowa-Nebraska Bank Directory.

Northwestern Banker, August, 1948



Across the Desk From the Publisher

Dear Presidential Candidates:

Dewey, Truman and Wallace

It is the opinion of the NORTHWESTERN BANKER that Tom Dewey, governor of New York, will be the next president of the United States and elected on the Republican ticket.

Harry Truman's speech at 2:00 o'clock in the morning at the Philadelphia convention was the best speech he had made up to that time, but neither that nor subsequent speeches will win him the election.

Henry Wallace will secure perhaps 3 to 4 million votes, but these will be taken from the Democratic party and thus help the Republicans.

The next 4 years will present difficult domestic as well as foreign problems. The next 3 or 4 months will be difficult ones, even before the new administration takes over in 1949.

Business is riding a wave of inflation, and unless it can be controlled without a severe depression sometime during the next 4 years, the Republican administration will have a real problem in keeping control of Congress and of re-election.

Governor Dewey's advisers, of course, realize this better than anyone, and we feel sure they will do their best to iron out the business curves and prevent a drastic deflation.

In the meantime, our situation with Russia is still critical, and needs the best possible guidance,

even before the Truman regime is out of office.

So, as a prediction, we say Hail to our new chief, Governor Dewey, and farewell President Truman, about whom many people say, "I am just **mild** about Harry."

P. S. Oh yes, Henry, have fun fighting capitalism which has made you rich with your hybrid seed corn—but please don't give us any more of your Soviet sorcery.

Dear Philip Murray:

President C.I.O.

In a recent issue of the "C.I.O. Economic Outlook," you stated that "a mere handful of people control the nation's big corporations and decide the basic economic policy of America."

This is certainly very interesting, Mr. Murray, when you consider that just 2 unions, yours, the Congress of Industrial Organizations, with 6,500,000 members, comprising 40 unions, and the American Federation of Labor, with 100 unions comprising 7,400,000 members, practically control the entire labor situation in the United States, although we have some 60,000,000 employed people.

In other words, your 2 unions have 13,900,000 members of approximately 15,000,000 members in unions in the United States.

May we, therefore, paraphrase what your own organization said by stating "a relatively small group of C.I.O. and A.F. of L. executives decide the basic policies of labor in the United States."

Furthermore, Mr. Murray, where are your financial statements, so that all of the public can see how much money you take in and how it is spent?

Every corporation in America is required by law to publish its financial statement regularly. Why don't you do the same?

Dear Eleanor Roosevelt:

Ex-boss of the White House

Since you have become a columnist, it is certainly interesting to "read the workings of your mind."

We are glad that we have lived long enough to see you pay a tribute to capitalism and to the system which has really made America great, and we think of all the years that you and your associates used to tear down and ridicule our so-called free enterprise system in this country.

So we were pleased and delighted, Eleanor, when you said recently, "It is interesting to find that we have reached a peak of employment in this country which many people once thought unreasonable and even impossible to suggest as a goal. In fact, we are over the figure of 60,000,-

Dear Harold R. Deitemeyer:

Chairman, Nebraska Bank Management Committee

The first annual operating survey of Nebraska banks which has just been issued by your Bank Management Committee is most interesting.

According to your survey, questionnaires were sent to all of the 410 banks in the state and you received reports from 172, thus representing a participation of 41 per cent. It is to be hoped, Mr. Deitemeyer, that next year and in the following years, you will be able to get a larger percentage of the banks to report, although the NORTHWESTERN BANKER believes the figures which you have compiled give a very good cross section of what all your banks are doing in the various groups.

The combined averages for all of the groups indicate that **Government Securities** represented 57.4 per cent of the total assets of the banks reporting, and that **Loans** for all of the groups represented 14.1 per cent of the total assets.

These figures and some additional comparisons are shown in the following chart:

Group	Deposit Volume	Banks Reporting	Gov't Securities	Loans	Interest Gov't Sec.	Earnings On Loans	Service Charges	Salaries Officers	Salaries Employees	Total Expenses	Net Profit
1	Less than \$ 1,000,000	48	57.6%	14.2%	39.2%	36.9%	12.1%	23.3%	11.3%	59.8%	29.4%
2	\$1,000,000 to \$ 1,500,000	33	58.9	14.9	41.0	39.1	11.5	18.8	12.3	55.7	34.9
3	\$1,500,000 to \$ 2,000,000	16	58.6	12.9	41.4	34.3	13.1	21.9	11.5	55.8	31.1
4	\$2,000,000 to \$ 3,000,000	36	56.5	14.4	40.4	41.6	8.4	17.8	12.4	55.9	35.7
5	\$3,000,000 to \$ 5,000,000	21	58.0	14.4	43.2	37.6	9.6	16.2	16.4	59.3	29.1
6	\$5,000,000 to \$15,000,000	18	55.1	14.0	42.3	35.7	11.4	13.6	16.8	58.8	31.9
		172	Av. 57.4%	14.1%	41.3%	37.5%	11.0%	18.6%	13.4%	57.5%	32.0%

Sources of earnings based on a percentage of the total earnings show that **interest on U. S. Government securities** accounted for 41.3 per cent; **earnings on loans** represented 37.5 per cent of the total earnings and **service charges** represented 11 per cent of total earnings.

Expenses, based on a percentage of total earnings, indicated that **salaries for executive officers** amounted to 18.6 per cent; **wages for junior officers and employees** amounted to 13.4 per cent and

that **total expenses** of all kinds amounted to 57.5 per cent of total earnings.

Net profits amounted to 32 per cent after deducting **net losses** of 3.2 per cent and **taxes on net income** of 7.3 per cent.

Items not shown in the above chart and which are of interest to all bankers show that—

1. **Interest on U. S. Government securities** average 1.4 per cent
2. **Interest and dividends on other securities** average 2.1 per cent
3. **Interest on loans** average 5.6 per cent.

In the various deposit volume groups, there was only a difference of 4.1 per cent from the highest and lowest, as far as **total expenses** were concerned, while there was a difference of 6.6 per cent between the highest and lowest groups when **net profits** were figured.

Group No. 4 had the highest net profits and is covered by the deposit volume of from 2 million to 3 million.

The NORTHWESTERN BANKER believes that similar bank management surveys in other states have proven most valuable, and congratulates

you, Mr. Deitemeyer, and your committee on this report.

Banks, if they are to continue sound must be successful. No depositor wants to put his money in a bank that is likely to fail, therefore, banks should make a profit, should build up their capital structure by adding substantial amounts from time to time to their surplus and profits account.

That the banks in Nebraska are in a strong and enviable position is indicated by this report.

000 employed which was set as the desired number to give us steady prosperity.

"It also means that the capitalistic system still works for the benefit of the great majority of people in the United States."

Yes, indeed, the capitalistic system does work for the great majority of people in the United States, and will continue to do so unless we allow it to become undermined by the Communists.

One of the best recent tributes we have had to our economic system was the speech by Winston Churchill when he said, "**When I see the**

present socialist government denouncing capitalism in all its forms, mocking with derision and contempt the tremendous free enterprise, capitalistic system on which the mighty production of the United States is founded, I cannot help feeling that as a nation we are not acting honorably or even honestly."

So thanks, again, Eleanor, as it is a pleasure for us to agree with you at least once in awhile.

Clifford DePuy

Northwestern Banker, August, 1948

**A Complete Correspondent Service
Rendered in an Efficient and Friendly Manner**

**CENTRAL NATIONAL
BANK & TRUST CO.**

**CENTRAL NATIONAL BANK
and Trust Company • Des Moines, Iowa**

Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1948



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, August, 1948

How Machines Save Time and Money for Banks

Users of Modern Equipment Tell How They Have Speeded Up Clerical Operations and Reduced Overhead

THIS is the fourth and last of a series of articles on modern bank equipment and how its use saves money for banks. The first article was published in the May issue of *The Northwestern Banker*.

B. M. DE LAY

Assistant Cashier, De Lay National Bank
Norfolk, Nebraska
(Population 11,000—Deposits \$9,073,000)

"In our bank we use the unit-posting method in all of our commercial and savings operations. We also have installed a Recordak Machine within the past year and have a separate proof department which is entirely operated by machines.

"We have cut our operating costs in our bookkeeping department by at least one bookkeeper, even though our individual accounts have increased considerably from the time of the initial installation. We first installed this unit method of posting in 1943, at which time we had approximately 3,000 individual checking accounts and were employing on a full-time basis four bookkeepers. As of January 1, 1948, we have 4,500 checking accounts and are employing three full-time

bookkeepers to take care of all bookkeeping operations. Before the installation of subject machines, our tellers filed at least 50 per cent of the checks but now our three full-time bookkeepers take care of this with a minimum of outside help, certainly not more than 10 per cent of another employe's time. We estimate our proof department through the medium of machine operations (batch system) save in operating cost the time of one individual working on a half-time basis.

"Since the installation of our Recordak machine (we photo only outside transit items), we estimate this procedure saves between one and one-half hours a day. At least our experience has been that our employes are finished with their transit work in the above mentioned period of time.

"The above methods of machine bank operations have saved us approximately \$200 per month and in these days of increased costs of supplies, etc., \$2,400 a year is a sizable item.

"We are contemplating and considering the installation of individual teller adding machines which in effect will

do away with the pass book system of operation, which in itself will be a considerable saving in the purchase of supplies. It is my personal opinion in a bank of our size or smaller, we could follow some larger banks in the adoption of this particular operating procedure. Certainly if we were starting a new institution we would do away entirely with the pass book method."

W. L. MATTIS

Assistant Cashier
Security-First National Bank of Los Angeles
(Population 1,806,000—Deposits \$1,651,000,000)

"There are several points that should be considered in deciding when the use of mechanical equipment is advisable. They are, namely:

1. To save labor.
2. To save time.
3. To promote accuracy.
4. To maintain proper records and controls.
5. Employee morale.
6. Customer service.

"The first two points, saving labor and saving time, should be considered together. To effect a saving in labor you should actually be able to reduce staff by one or more persons. A hypothetical saving of a half a person's time is actually never realized through a reduction in payroll costs. Unless you have a large volume of work it is not always possible to reduce staff by the installation of mechanical equipment. However, this does not mean that you would not benefit by additional equipment even with a small volume. Through the saving of time you actually may be able to establish more regular hours for your employes, smooth out operations in general, and overcome bottlenecks.

"Promoting accuracy and maintaining proper records and controls should also be considered together. You are all aware of the necessity and importance of neat, accurate records insofar as banks are concerned. Also the importance of proper controls which can be maintained with the use of certain types of equipment. This is especially important today from the auditor's



FULLY MECHANIZED—This picture was taken in the Drovers National Bank, Chicago, and shows a battery of Allen-Wales machines in operation.

Northwestern Banker, August, 1948

standpoint because of the huge volume of work being handled by banks, in that it is possible only to check a small percentage of transactions.

"Employe morale is an important factor which must be considered. If you are going to get the desired efficiency and production from your employes, you must supply them with the proper tools. In this mechanized age people are accustomed to using machines and labor saving devices whether it be in the home, farm, or factory. There is a certain amount of satisfaction in working in a modern, well-equipped office.

"It is the desire of every bank to improve its customer service. This can be accomplished through mechanization—by speeding up the handling of various transactions—fewer errors and neater records. Customers expect banks to be an example of efficient operation.

"No single piece of equipment is going to permit you to reduce staff and cost of operations. However, the benefits derived from the use of modern equipment on every job and wherever practical can certainly be noted. It may forestall an addition to the staff or enlargement of quarters and certainly will result in better customer service and employe relations."

G. L. COON

**Purchasing Agent, First National Bank
Omaha**

**(Population 270,000—Deposits
\$87,500,000)**

"We have used Addressograph equipment for over 30 years in our bank for addressing envelopes, heading statement sheets, and addressing transit letters. We were getting along all right with the old Addressograph equipment. It was 10 times faster than typewriter method and gave assurance of 100 per cent accuracy and uniformity on all addressing work.

"However, like other banks, we are always looking for ways to reduce costs of operations and improve efficiency, and purchased new equipment.

"We are now handling a greater volume of work with one girl than we did previously with two girls. The statements, envelopes, and transit letters that used to take about two weeks time for two girls to hand-feed to the old Addressograph, now take one girl only about three days. This saving, plus the saving in time of embossing plates on the new Keyboard Graphotype, enables us to operate with one less girl in the Addressograph department. In addition we get better quality work from the new equipment and better registration on the forms.

BOOKKEEPING — Offering many efficiency features bankers want, this Burroughs bank bookkeeping machine is a modern and complete unit making for accurate and rapid work.

"We now have time to do a considerable amount of mail advertising for the personal loan department, without disrupting our regular work, and without hiring additional help."

BYRON DUNN

**President, National Bank of Commerce
Lincoln, Nebraska**

(Population 87,000—Deposits \$39,000,000)

"We have just begun to realize what satisfaction in economy and general business efficiency modern Addressograph equipment is providing in the accurate and speedy identification of the great volume of paper work items in the many functions of our banking business.

"In our bank we use Addressograph plates for many different purposes. Our plate file is composed of two main groups—banks and checking account customers. One set of plates serves many different purposes, as we have each particular classification indicated by tabs in proper positions at the top of the Addressograph plates and by proper setting of the automatic selector on the Addressograph printing machine we can make only those plates print that we want to print from on a particular job.

"Our Graphotype provides ease and speed in making up plates for new accounts and minor corrections on plates of old accounts. Information on new accounts and changes on old accounts are referred to the Addressograph department for making plates which are proofed and then used to imprint all forms for the bookkeepers and file clerks, thus making for uniformity and accuracy of account names, ad-

HAS MANY USES — Banks which have installed Addressograph equipment find its use can be adapted to many details of bank operation. The Addressograph machine at the right is a new model in the First National Bank, Omaha, which has been a user of Addressograph for more than thirty years.

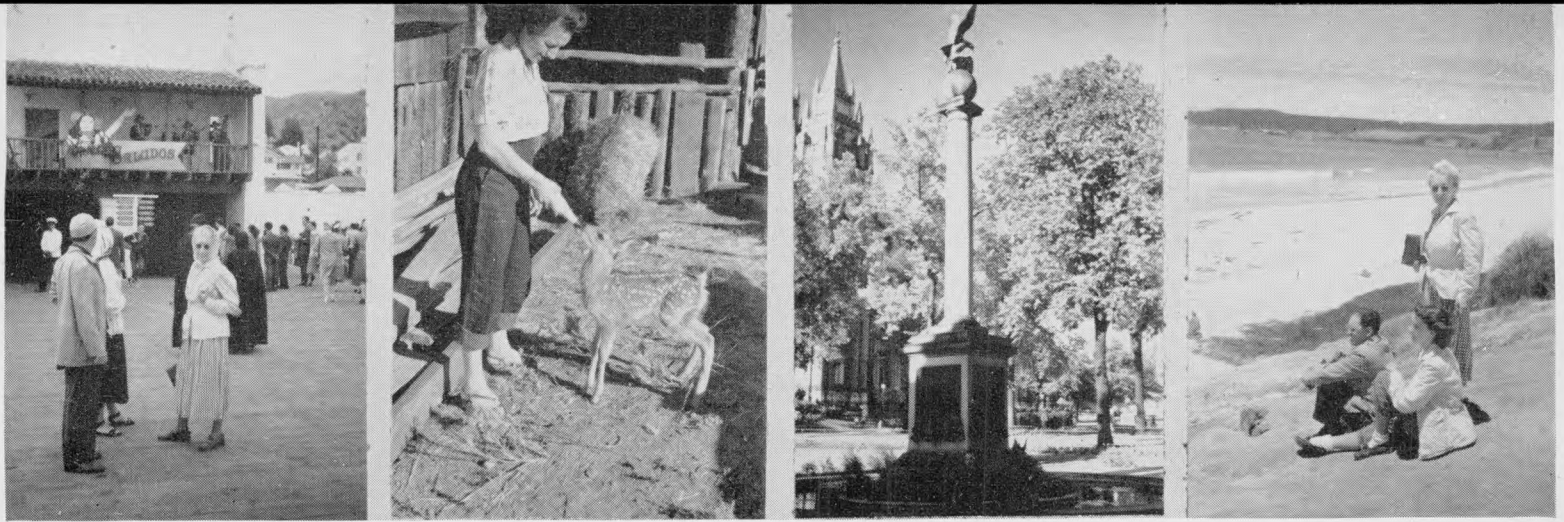


resses and related data on all bank forms. This practice also saves a large amount of clerical time, by the elimination of duplicate typing and necessity for checking out errors.

"We have found our Addressograph equipment advantageous for many jobs of which we list a number: statement and ledger sheets, check file indexes, central file cards, daily mailing lists for envelopes and remittance letters, advice cards, payroll records, time cards, house organ, and select lists of various types of accounts for statistical information from our list of checking account customers.

"We continue to find additional uses for our Addressograph equipment as we uncover or develop repetitive data writing jobs that can be handled with Addressograph plates and machines.—
The End.





LEFT ABOVE: In Spanish, "Salados" is not a salad but "Howdy" and on the balcony, a Spanish band greeted us with the strains of "Avalon" when we, with 2,500 other tourists, docked at the little town of **Avalon**, on **Catalina Island**. This is 25 miles from the mainland, and a lovely one-day trip. Next, at **Arrowhead Lodge**, Poudre Canyon, Colorado, **Mrs. Stan Case** gives "Bucky," her tame fawn, one of his every-three-hour feedings. She and her husband own and operate Arrowhead Lodge, which is familiar to many mountain lovers from Iowa and Nebraska. Next, the world's only statue to a sea gull. It's in **Temple Square, Salt Lake City**, and perpetuates the legend that when the early Mormons were about to lose their first bounteous crop to grasshoppers, the gulls flew in from the lake, devoured the grasshoppers and thus saved the Mormon colony from starvation. Right, viewing the Pacific along the sand dunes north of **Carmel-by-the-Sea**, California.

Touring the West

By **MR. AND MRS. RALPH W. MOORHEAD**

Editor's Note: This summer, Associate Publisher Ralph W. Moorhead, with Mrs. Moorhead, their 16-year-old daughter, Janet, and 18-year-old son, Jerry, took a motor trip to California. They went by way of Santa Fe, the Grand Canyon, Hoover Dam, Las Vegas, with a week in Los Angeles, a week in San Francisco, then they returned through Reno, Salt Lake City and Cheyenne. On this and following pages are their impressions of the trip. The paragraphs in bold face type are written by Mrs. Moorhead, an experienced news reporter, and the others are by Associate Publisher Moorhead.

○ **N** OUR southern route, Santa Fe was beautiful and interesting. Founded in 1610 by the

Spaniards, elevation 7,000 feet, it is fascinating. Population is 27,000, probably the only city of its size in America without a railroad. You connect with a railroad 15 miles away by bus. It is a city of fiestas and siestas, where "manana" really means "tomorrow." We were royally entertained there by a fellow publisher, G. D. Mathews, who publishes *Bank News* at Kansas City, and who is summering near Santa Fe with Mrs. Mathews. In Santa Fe people spend their lives learning how to enjoy life. Thirty-five miles north, at Los Alamos, atom bomb center, people are spending their lives learning how to destroy life. In the famed Palace of Governors, General Lew Wallace wrote his immortal book, "Ben Hur,"

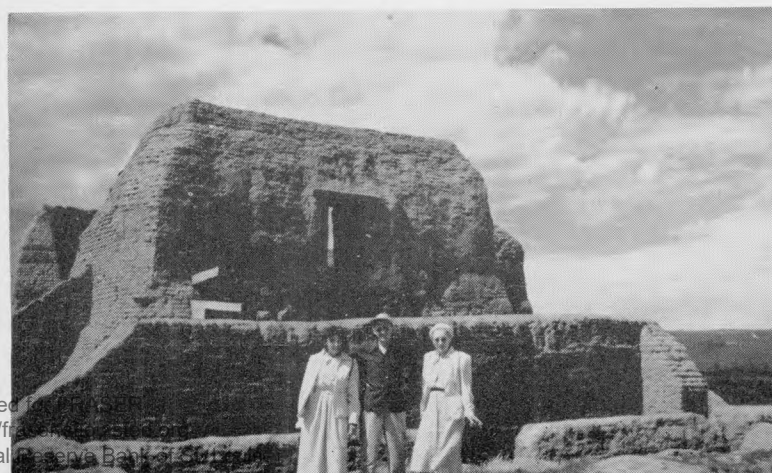
while commanding the garrison there in the early days.

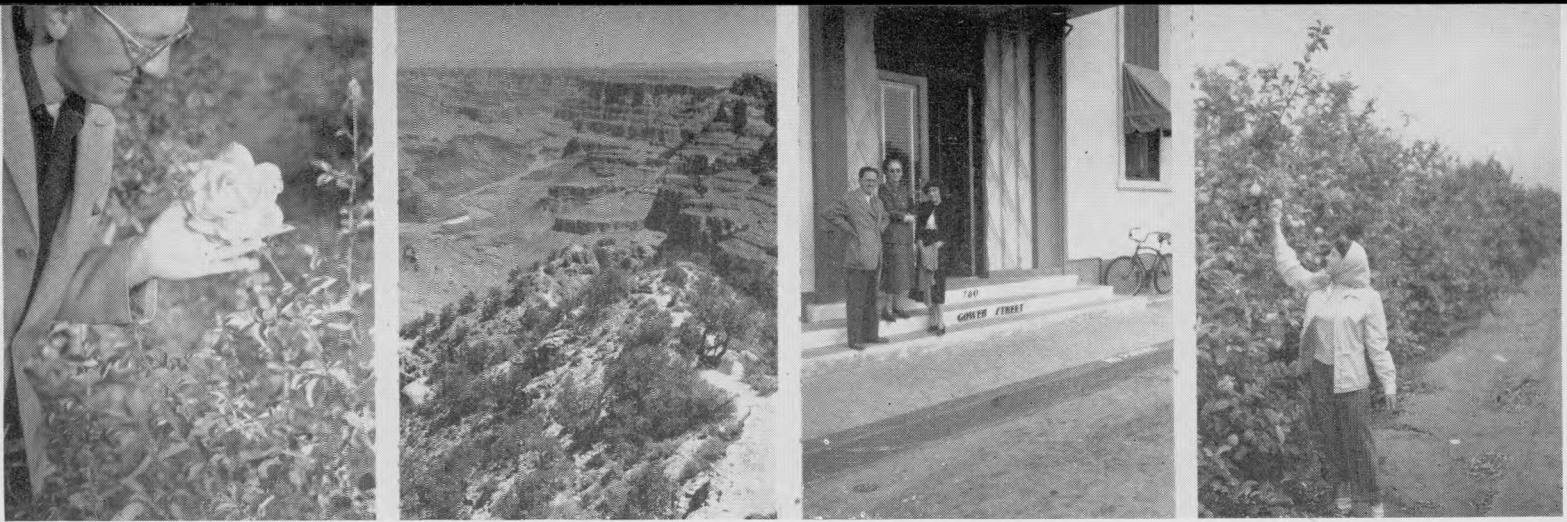
Many of the small towns in the west that lie at the foot of a mountain range have the name of the town painted white on rocks high above the town. Some of the larger towns like Golden, Colorado, and Trinidad, Colorado, have modernized the names with electric lights so the name can be read at night.

The night we were in Trinidad, the last three letters were blacked out, which called for the pun, "Dad isn't lit up tonight."

Las Vegas must be seen to be believed. It is the gambler's paradise, but out there it is "gaming," rather

BELOW LEFT: Ruins of an ancient pueblo near **Pecos**, New Mexico, the **Moorheads** in the foreground. This pueblo dates back more than three hundred years. Right, the patio of the old **Spanish Mission** (1772) at **San Miguel**, California, where even the life of a cactus can be glamorous and beautiful.





ABOVE, LEFT TO RIGHT: Roses like the one above, as large as the hand of Associate Publisher **Ralph Moorhead** who holds it, don't grow in Iowa but they thrive in **San Luis Obispo, California**; next, the **Colorado River** has gotten itself in a terrible groove, and they call it the **Grand Canyon**, with just a glimpse of the river in the left center; next the Moorheads snapped at the gates of the **Press Department, RKO Studios, Hollywood**, where they had just spent a most enjoyable afternoon on the RKO lot; right, **Miss Janet Moorhead** posing with a lemon (which she picked and brought back to Iowa) from a lemon grove near **Santa Cruz**.

than "gambling." Gambling houses, with every conceivable game, faro, roulette, poker, dice, thousands of slot machines, and even "bingo," await your stray money, from nickels to the sky-is-the-limit. Thus does Nevada, a poor state with only mining and ranching to support it, gain its state revenue—by its taxes on the gaming tables of Las Vegas, Reno, Elko and the other cities there. The gaming houses are beautiful, wide-open to anyone except minors, and with their neon lights, they resemble Times Square in glare and glitter. Every gaming establishment is just as crowded at 7 a. m. as at any other hour of the day or night. They never close.

Seeing such places as the naval ammunition depot near **Hastings, Nebraska**, the **Kingman Army air field near Kingman, Arizona**, the **Sioux ordnance depot near Sidney, Nebraska**, looking like shuttered summer cabins at a lake, one couldn't help but wonder if their hundreds of acres would again show activity. One would wish they

could be relegated to the same status as the **Pueblo ruins near Pecos, New Mexico**.

At Hoover Dam, which the Democrats renamed Boulder Dam, but which has since been changed by law back to Hoover Dam, one sees what miracles can be wrought by human brains and modern engineering. There in the Black Canyon the wild Colorado River has been tamed. It now supplies untold wealth to the farm and industrial empire of the Southwest. It provides most of the electric power for Los Angeles, and 14 other cities in southern California. Its waters, by irrigation, the fertile Imperial Valley of California and southwestern Arizona. Costing \$137,000,000 it has paid back to Uncle Sam, through the sale of power, \$42,000,000, and will eventually pay off in full. To understand the project, the tourist should go first to Boulder City and see the hour-long movie of the entire construction of the dam, which is shown continually each hour at the Government house there, then return to the Canyon and take

the "Dam" tour, under the efficient Government guides.

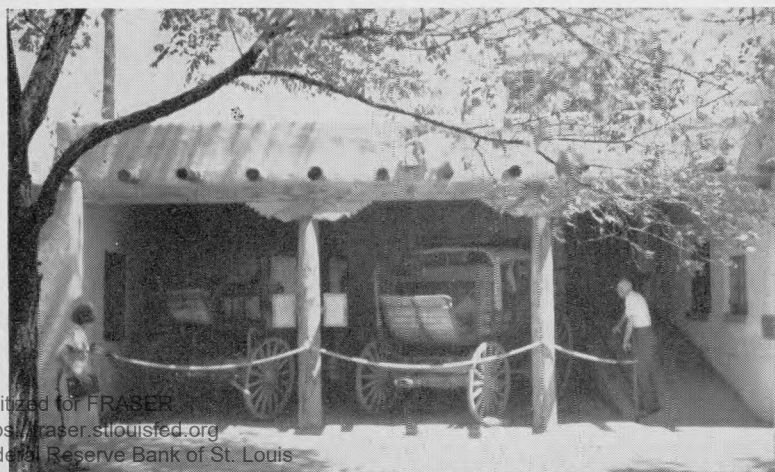
Santa Fe, New Mexico, is certainly a "no" town—no street signs, no traffic lights, no parking meters and no house numbers. Traveling the narrow and crooked streets one wonders if the natives haven't hit on the right idea for "no callers."

Also the city has no railroad and no station—no country club. There is something about the whole delightful town that reminds one of that old song, "Yes, We Have No Bananas."

At the California Bank in Los Angeles, we enjoyed a breezy chat with **W. G. Sixsmith**, advertising department (at the helm there in the absence of **Michael Donnelly**, who was ill). "Bill" is a bright young newspaper man from Minnesota, raised at Mora, schooled at Minnesota University, then graduated from the School of Journalism at Missouri. He likes California, but wants to keep his mid-western contacts, too.

(Turn to page 49, please)

BELOW LEFT: Stage coaches in the museum at the **Palace of Governors** in quaint old **Santa Fe, New Mexico**; right, three Iowa tourists (**Mrs. Moorhead, Janet** and the author) awed by the giant **Redwoods** in **Muir Woods**, near **San Francisco**.



News and Views

OF THE BANKING WORLD

By HENRY H. HAYNES, Editor

CHARLES G. GAMBRELL, vice president of the Irving Trust Company, One Wall Street, invited us to dine with him in their private dining rooms in the Tower of their building when we were in New York recently.

This location still affords one of the most picturesque views in New York.

The menus are always interesting because you order everything by number which makes for convenience and improved service.

In discussing the United States debt, the **Chamber of Commerce of the United States** points out that, "Reduction in the gross debt from current surpluses during the first half of calendar year 1948 was accompanied by a substantial decrease in demand deposits in the banks and thus tended to be a check upon inflation. Other factors, however, worked in the opposite direction.

"While the per capita burden of debt has been decreasing, the computed annual interest rate has been rising because of higher short-term rates and a shift to trust fund obligations."

The gross debt at the end of the fiscal year 1948 on June 30th was 252 billion dollars and a reduction of almost 6 million dollars during the past year.

Since people are making more money, savings are on the up-grade for the first time in 4 years, according to the United States Department of Commerce.

Incomes of individuals in the first quarter of 1948 indicated an annual rate of 209 billion 200 million dollars. Of this amount, about 23 billion dollars will be paid in taxes but over 12 billion 900 million dollars or 7 per cent of this was being saved after income tax was paid.

With Congress returning, there is one authority who believes the war threat crisis over Berlin may be somewhat lessened, and believes that war remains very improbable with Berlin as the cause since he thinks that a war fought to feed two and a half million Germans would hardly make sense.

Northwestern Banker, August, 1948

William Vogt has a very interesting article in *Harper's Magazine*, "**A Continent Slides to Ruin**," and says, "All except three or four Latin-American countries are overpopulated. They are able to feed and shelter their citizens, and supply water for their many needs, only by a progressive and accelerating destruction of natural resources; biological bankruptcy hangs over their heads like a shaking avalanche."

Charles C. Hawley, advertising manager, New York Trust Company, in addition to his many other duties, is also "Editor-in-Chief" of *The Index*, published by his very fine institution.

In a recent issue the interesting subject of "**Sports as an Industry**" was discussed and in referring to golf the following facts were presented:

GOLF

"Some four million men and women in the United States are estimated to play golf with annual expenditures amounting to \$500 million or more. These annual expenditures of the private club golfer are broken down by the publication, *Golfdom*, as follows: average annual dues, \$100; caddie fees \$35; golf balls, \$30; playing equipment, \$20; services by professional, lessons, \$10; locker rental and other clubhouse services, \$10; guest green-fees, \$25. To this annual cost of \$230 there should be added \$50 to cover the expenditures of other members of the family. This total of \$280 does not include the money spent for meals, beverages, entertainment, clothing and accessories, estimated to amount to several hundred dollars a year.

"There are 4,870 golf courses in the United States valued at \$726 million, according to *Golfdom*. This includes the value of the land, course, clubhouse, equipment and furnishings."

James K. Vardaman, Jr., a member of the board of governors of the Federal Reserve System, called the attention of the *NORTHWESTERN BANKER* to a letter which he has written to **Winthrop W. Aldrich**, chairman of the board of the Chase National Bank, endorsing in principle Mr. Aldrich's suggestion that Congress create a commission for the purpose of studying

our monetary, banking and bank-supervisory and credit structures.

In a part of Mr. Vardaman's letter he says, "**From time to time during the past year, I have discussed this subject informally with several United States Senators and have found them to be cognizant of the present confused situation and seemingly anxious to do something about it. These conversations encourage me in the hope that your suggestion will receive a cordial and constructive welcome in the Congress.**"

John D. Goodloe, former chairman of the Reconstruction Finance Corporation, has been elected secretary of the Coca-Cola Corporation at a salary of \$75,000 a year. His former salary with the R.F.C. was \$15,000.

Evidently "the pause that refreshes" has proven a profitable business.

John J. Barry, vice president of the National Shawmut Bank of Boston, in a recent letter to the *NORTHWESTERN BANKER*, told us that, "When telecasting started in Boston recently, the Shawmut Bank assumed commitments for the largest telecasting schedule of any sponsor in the city.

"The entrance of a bank into this new medium on such a scale has occasioned nationwide curiosity in financial circles and the experiment has also been the subject of inquiry from the broadcasting industry, inasmuch as service organizations have not as yet turned to television."

Roland I. Robinson, professor of banking in the School of Commerce, Northwestern University, has written a very interesting article on "Bank Capital and Dividend Policies" in a recent issue of the *Harvard Business Review*.

Professor Robinson has pointed out that "**Considering the relative adequacy of bank capital for risk coverage, the policies of banking supervisors are unrealistic and unreasonable.**" —The End.



OVERNIGHT COLLECTION AND TRANSIT SERVICE



Direct Sending

- We are strategically located to give you the quickest collection and transit service.
- To insure the best results flowing from our central location we send your items by air or rail mail, whichever is faster.
- To save time and money, we route all collections and transit items direct, wherever possible.



The Omaha National Bank

Member Federal Deposit Insurance Corporation

FARNAM AT SEVENTEENTH

Northwestern Banker, August, 1948



Bankers You Know

Charles S. McKinstry

President, The National Bank
of Waterloo, Iowa

"Participation in public affairs broadens perspective"

THE recognized stability of modern banking stems from the sound financial thinking and foresighted policies adhered to by the nation's bankers during the present decade of great national and world-wide problems. Typical of these straight-thinking financiers is Charles S. McKinstry, president of The National Bank of Waterloo, Iowa. His highly regarded business ability results from a keen interest in all phases of bank work, implemented by his active participation in public affairs which broadens his perspective of the city's overall business picture.

The concern of all bankers over one of today's most difficult inflationary problems is expressed by Mr. McKinstry when he says: "A cautious view of all extensions of credit should be taken by the bankers at this time. Good, sound loans, of course, should be made, but loans tending to further increase the price structure and those of a speculative nature should be avoided."

Mr. McKinstry's first banking experience was gained at the old Commercial National Bank in Waterloo

where he started as a bookkeeper in 1917. In 1926 he was elected assistant cashier. His association with The National Bank of Waterloo dates back to 15 years ago when he was named cashier of that institution in 1933. The following year he was elected vice president, then was moved up to the presidency by the board of directors in 1945.

Mr. McKinstry was born in Rowan, Iowa, February 18, 1897. He attended Iowa State Teachers College High School and Iowa State Teachers College at Cedar Falls. When World War I broke loose he became a part of the Army Air Service (now the Army Air Forces), serving 16 months overseas as a sergeant. He has enjoyed a long association with the American Legion. In 1930 he was Post Commander in Waterloo and in 1931 was Iowa Vice Department Commander.

He was married June 30, 1921, to Bernice Edleman. They have three sons, Richard, 25, Robert, 22, and James, 20.

He has long been active in local politics and has been a member of the School Board in Waterloo for 18

years, the past 13 as president and is still serving in that capacity. Recently he completed a three-year term as director of the Waterloo Chamber of Commerce of which he is also past treasurer. An important civic task with which he is currently engaged is his position as chairman of the finance committee of the Mayor's Citizens Action committee, a committee for long-range planning for Waterloo. His friendly attitude toward employees in the bank and his demonstrated administrative ability for preparing and carrying out plans, particularly fit him for this latter job.

In the lighter vein, Mr. McKinstry is an avid sports fan. High school and college football and baseball seem to be his favorites, especially since his son, Jim, was All-State quarterback in Iowa high school football in 1945 and won a highly-treasured Kinnick Scholarship to Iowa University for athletic and scholarship achievements. A claim often voiced by Mr. McKinstry is that his associates always maneuver him into supporting the wrong World Series team.

(Turn to page 22, please)

Northwestern Banker, August, 1948

★

Use the



in Chicago

AS YOUR BANK

You are cordially invited to use The First National Bank of Chicago as your correspondent. To serve you, and to insure prompt attention in all correspondent bank relationships, there is an experienced group of officers which devotes its entire time to this work.

EDWARD E. BROWN, Chairman

JAMES B. FORGAN
Vice-Chairman

BENTLEY G. McCLOUD
President

BANK AND BANKERS DIVISION OFFICERS

JOHN J. ANTON

Vice-President

THOMAS J. NUGENT

Vice-President

HAROLD W. LEWIS

Vice-President

MELVIN H. THIES

Asst. Vice-President

VERNE L. BARTLING

Asst. Vice-President

CHARLES F. NEWHALL

Assistant Cashier

EDWARD DECKER

Assistant Cashier

VICTOR C. VON MEDING

Assistant Cashier

The First National Bank of Chicago

Building with Chicago and the Nation Since 1863

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Northwestern Banker, August, 1948

LEGAL

When Can a Will Be Withdrawn From Probate?

Q. Bradley died leaving a will naming various heirs as beneficiaries of his estate and appointing a trust company as his executor. He had lived a rather full life and surviving him were various parties who felt they had a claim to his bounty, some of whom were named in the will and others not. The will was duly presented for probate. Before the court could act thereon some of the parties named asked the bank to withdraw it from probate due to certain publicity attending it. Some of the others, however, refused to consent to a withdrawal. In the absence of unanimous consent, could the bank, under the law applicable in most jurisdiction, withdraw the instrument from probate?

No. The general rule applicable to situations similar to those outlined in the question is that, in the absence of the consent of the parties interested, an executor or other proponent of a will for probate may not, as a matter of right, withdraw such will from probate or have the proceeding dismissed. It has been so held in Nebraska, Missouri and other states. Illinois permits the proponent of a will to withdraw it from probate if he chooses to do so.

Q. Warbler, a Minnesota banker and real estate dealer, sold a house in that state to Swain. In doing so he represented that it was connected with the city water main and sewer and also that gas was connected and installed in the premises. These were false and, by examining the premises, Swain could have determined that such was the case. He did not consider this necessary, however, and relied upon Warbler's statements. When he discovered the fraud he sued for damages. Could he recover?

Yes. It has long been settled in Minnesota that a purchaser can recover from a seller for fraudulent representations made by such seller which he has relied upon even though, by making an actual inspection of the property, the true condition of the premises would have been disclosed.

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

This is at somewhat of a variance to the usual let-the-buyer-beware (caveat emptor) attitude of most courts and should be borne in mind in connection with real estate transactions there.

Q. Clardy owned certain shares of common stock in a utility company in Iowa. There were also outstanding various issues of preferred stock. All of the stock was reclassified into common stock and, for his old common stock, Clardy received certain new shares. Litigation ensued in which it was asserted that the old common stock was worthless and that Clardy should not receive any of the new common stock. Such assertions were ultimately upheld. After the litigation commenced Clardy transferred some of the new common stock that had been issued to him to others. Was the stock they received valueless?

Yes. The judgment holding that Clardy was not entitled to receive anything in the reclassification of the stock meant that the new common stock he received was not to be recognized as having any value. This, in effect, cancelled it and rendered it valueless. Those to whom Clardy transferred the stock after commencement of the litigation were bound by the decision, as, under the law, they took their certificates subject to its outcome. This principle received recognition recently in the Iowa Supreme Court in a case involving the Iowa Southern Utilities Company.

Q. As public spirited citizens, bankers quite often find themselves on city councils or other municipal governing bodies which are charged with the responsibility of adopting and making effective sewer and drainage plans which are appropriate and satisfactory. As an incident to such activities is it necessary that such plans be ade-

quate and can circumstances arise in which the municipality may be held liable for damages in the event the drainage plan fails?

Yes. Ordinarily municipalities are not liable for damages resulting from the inadequacy of sewers or drains due to mere errors in judgment in adopting sewage or drainage plans. They are, however, liable where the utilization of inadequate plans results from negligence in adopting a palpably insufficient plan, or, in adopting a plan without the aid of skilled persons, or in failing to change a plan after its inadequacy has been demonstrated upon its being put into operation. Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Nebraska, and Wisconsin are among the states in which municipal liability is recognized on these matters.

Q. Cider, a banker, purchased certain real estate at a delinquent tax sale and procured a deed thereto from the taxing authorities. There were certain fatal defects in the tax sale, and Farrell, the true owner, had the tax deed declared invalid. Cider, however, had gone into possession when the tax deed was issued to him. Was Farrell, under the general rule on these matters, entitled to recover the rents and profits from Cider which had accrued while he, Cider, was in possession?

Yes. It is the general rule, supported by the great weight of authority, that the lawful owner of land is entitled to recover the rents and profits from the holder of a tax title in possession whose title has been adjudged invalid or void. Alabama, Arkansas, Kentucky, Louisiana, Michigan, Mississippi, Missouri, Ohio, Oklahoma, South Dakota, Texas and West Virginia are among the states so holding.

Q. Hamilton, a Nebraska banker, also had a construction concern which did resurfacing work on streets in various cities there. Certain streets

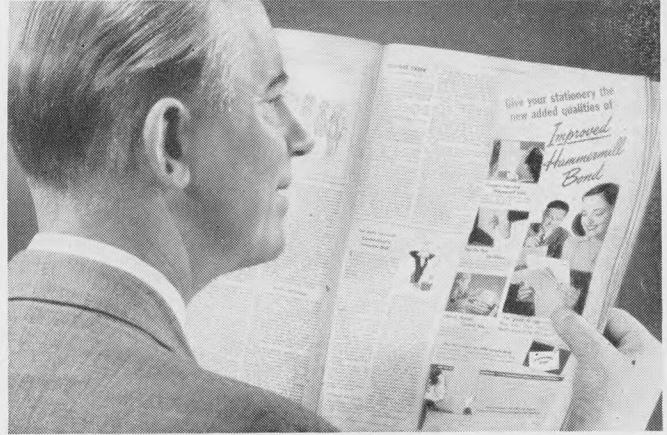
(Turn to page 28, please)

THE CHECK PAPER THAT SAYS:

“Reliable Service”



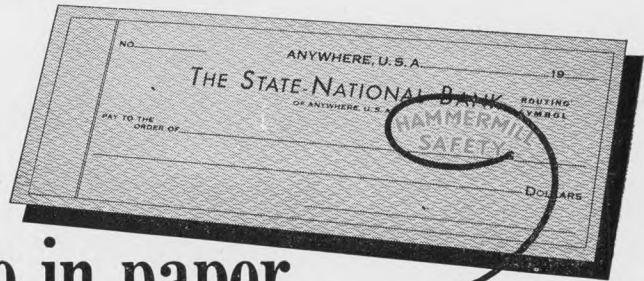
Your customers use Hammermill paper in their business, for letterheads and essential forms. Hammermill is a name they know well, trust and respect.



For more than 35 years they have seen Hammermill papers advertised in the magazines they read. The name itself means “reliable service” to them.

**GIVE YOUR BANK’S CHECKS
THE ADVANTAGES OF**

The best known name in paper



Because Hammermill papers have earned and maintained their position of leadership for many years, checks on Hammermill Safety provide a “plus” that no other paper can offer you. They are a continuing, unobtrusive factor in the building of good public relations.

They are a reminder that even in the matter of choosing checks, sound judgment guides your bank management. We’d like you to know this fine

check paper better, and invite you to mail the coupon below. It will bring you a sample book showing Hammermill Safety in a variety of colors and three pleasing background patterns. No salesman will call.

**Mail the coupon
below now for this
FREE sample book!**



Hammermill Paper Company,
1513 East Lake Road, Erie, Pennsylvania

Please send me—**FREE**—a sample book showing **HAMMERMILL SAFETY** in available colors and surface designs.

Name _____ Position _____
(Please attach to, or write on, your bank letterhead) NWB—AU

THE ONLY SAFETY PAPER MADE COMPLETE IN ONE MILL

Away From Horse and Buggy Days

By **JOHN DOE**
Banker

THINK more bankers should render better service to the public, in many ways which, in the long run, would mean more profit and prestige for them. One of the ways they can do this is to carry an insurance policy that would eliminate the cost and trouble of keeping a complete description of the transit letter in their banks. Such insurance is a progressive step, and no banker can afford to close his mind to progress.

"When I first heard about the cash letter policy originated by Scarborough & Company, I was a little skeptical, but after four years of coverage I now wouldn't be without it in our bank. We, of course, gave a lot of thought to our responsibility to our customers. But we soon discovered there was no reason to worry about the predicament we would be in if we could not allocate an item of which we did not have a complete descrip-

tion. A survey showed us that even in our busy bank we did not have one request a month from a customer for a description of checks he had deposited with us for collection.

"We didn't drop a life-long habit of record-keeping without first looking at every possible angle. We asked our auditor to ascertain if not keeping the transit items would in any way weaken our position in the event of embezzlement within our institution. After his analysis we concluded our audits and controls would be in no jeopardy whatsoever.

"When we make up our cash letter today, of course, we have an adding machine tape and the deposit slips. They are held together in sequence, and the cash letter can easily be reconstructed. In a test, our auditor came up with 80 per cent of the items in one day's sendings, allocated to depositors, after working only two and a half hours. We discovered that the premium on the cash letter policy was less than one-third of what we had been spending over the years on record keeping.

"One thing I like most about this new form of insurance is what I call the good will clause. Our bank is not required to charge back a customer's account when after diligent effort he has been unable to get a duplicate check. You will agree there is no quicker way to lose the good will of a customer than to exercise the depositor's agreement and charge his account.

"So, everything considered, we wouldn't be without the cash letter policy in our bank. It is a new form of protection that we want to have. My mind is wide open to change, for it is only as new things take the place of old that we can improve our methods and do a better job. Let's get the horse and buggy days out of banking in as many ways as we can."—The End.

BANKERS YOU KNOW

(Continued from page 18)

Mr. McKinstry's "hobby" is overseeing his 200-acre farm located about three miles from Waterloo. He operates the farm with a tenant, but can be found there quite often. He is interested in all soil conservation activities and any project for improvement of farm products and livestock.

an investment service

... tailored
for
your bank

The individual investment requirements of your bank can be met efficiently by our Investment Division.

We invite you to make use of this service when you are purchasing or selling U.S. Government, state or municipal securities. Our practice of executing your buying and selling orders in the open market assures you of the best available prices at no cost to you.

The fine background of experience of the men in our Investment Division may also be of value to you in the analysis of the bonds in your bank's investment account.

Why not discuss your investment problems with us?

AMERICAN NATIONAL BANK AND TRUST COMPANY OF CHICAGO

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

LA SALLE AT WASHINGTON



in one operation

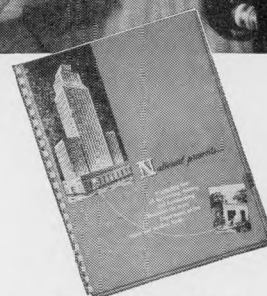
—this machine mechanically proves each deposit • creates outgoing letters • controls sort of items • establishes controls for all departments • accumulates separate debit and credit totals • and provides identification for all items.



Its automatic error-detection feature — which literally *locks out error* — is found in no other machine. It keeps the work absolutely in balance every minute of the day. At the end of the day, control figures are immediately available for final balancing of all departments.

A bank handling even so few as 2000 items a day can keep one of these National Central Control and Proof Machines busy with profit. One large bank operates a battery of 65, providing definite proof and control on all incoming items, and eliminating peaks and bottlenecks by keeping an even flow of work going to all departments from the time the bank opens until it closes.

For fuller description of this, and all the other National Accounting Machines, ask your local National representative for your copy of the handsome and helpful illustrated 64-page booklet shown at the right. Or, write to The National Cash Register Company, Dayton 9, Ohio. Sales and Service Offices in over 400 cities.



A NEW, ILLUSTRATED 64-PAGE BOOKLET describes the services of each of the National line. Shows how they can speed work in every department of your bank. Ask your local National representative to bring you your copy. You'll find it informative and helpful. Have it handy when accounting problems arise.



THE NATIONAL CASH REGISTER COMPANY

Northwestern Banker, August, 1948

Consult



Henry H. Byers

When you
are in the market to
Buy or Sell
BANK STOCKS

Either control or minority
interest carrying an
active Executive Position

Twenty-four years of efficient,
confidential, personal service in
selling banks. Ask the country
bank department of any reserve
city bank.

BANKS FOR SALE

We have banks for sale rang-
ing in size from one million to
twenty million dollars and re-
quiring investments of \$50,000
to \$500,000 for control.

Bankers Service Co.

HENRY H. BYERS, President

Box 1435 Tel. 2-7800

Des Moines 5, Iowa

(Offices in the Register & Tribune Bldg.)

Announces Promotions

Manufacturers Trust Company, New York, announces that Herbert L. Grant, William F. Landriau and Harold A. Walsh have been advanced from assistant secretaries to assistant vice presidents.

Both Mr. Grant and Mr. Landriau came to the bank in 1932 through the merger with the Chatham Phenix National Bank, Mr. Grant having begun his banking career with the Royal Bank of Canada in 1914, and Mr. Landriau with the same bank in 1915. Mr. Walsh has been with the bank since 1931, having started with the old Gotham Bank in 1915.

At present all three men are in the bank's Business Development Department. Mr. Grant represents the bank in southern New England and Long Island, Mr. Landriau in New York State, and Mr. Walsh in North Dakota, Minnesota and Wisconsin.

1949 Convention

The 58th convention of the Illinois Bankers Association will be held in the Hotel Jefferson, St. Louis, Missouri, June 15, 16, and 17, 1949, and the Mid-Winter Conference and Dinner of the association will be held at the Sheraton Hotel, Chicago, on January 27, 1949, it was announced by Association President Harry E. Emerson, cashier, secretary and trust officer of the First Bank and Trust Company, Cairo, Illinois.

President Emerson also announced that the Fall Group Meetings of the association will be held the week of October 11th for the northern part of the state and the week of October 18th for the southern part of the state.

Assistant Secretaries

Manufacturers Trust Company, New York, announces that Nathan E. Evans, Angus M. MacDonald and Charles F. MacLellan have been appointed assistant secretaries.

Mr. Evans came to the bank in 1918 through the merger with the Columbia Bank. At present he is in the controllers department and has been treasurer of the Manufacturers Safe Deposit Company since 1941.

Mr. MacDonald came to the bank in 1932 through the merger with the Chatham Phenix National Bank.

Mr. MacLellan became affiliated with the bank in 1940, and after an absence of several years with the Armed Forces, returned to the bank in 1946. He is now in the business development department and represents the bank in the southwestern states.

Guaranty Trust Company

Increases in deposits, loans, capital funds and total resources are shown in the statement of condition of Guaranty Trust Company of New York as of June 30, 1948. The statement shows total resources of \$2,799,933,625.27, as compared with \$2,760,369,125 at the time of the last published statement, March 31, 1948; deposits \$2,352,216,496.36, as compared with \$2,332,835,818.18, and loans and bills purchased \$870,076,683.69, as compared with \$810,899,654.62. Holdings of U. S. government obligations are \$1,123,217,847.28, a decrease of \$34,840,526.82 from the preceding quarter.

The company's capital and surplus remain unchanged at \$100,000,000 and \$200,000,000, respectively, and undivided profits now are \$63,848,493.22.

Effective co-ordination

of all departments assures rapid, efficient handling of every type of banking transaction. You are invited to use any or all of our facilities.

CITY NATIONAL BANK AND TRUST COMPANY of Chicago

208 SOUTH LA SALLE STREET

MEMBER FEDERAL DEPOSIT INSURANCE CORP.



How Will the Election Affect the Bond Market?

The Prudent Manager of Investments Will Shorten Maturities and Up-grade the Portfolio in General

By RAYMOND TRIGGER
Investment Analyst
New York City

INASMUCH as the authorities in Washington have almost absolute control of money and the markets for government bonds and this is an election year, the following observations, taken from a recent letter by Phillips Barbour, a vice president in the New York offices of The First Boston Corporation, are timely and wise:

"We don't know how widespread is the anxiety regarding the possible change in government fiscal policy, given a new administration, but it is a paralyzing influence in certain quarters. Some commentators on the subject have felt that Elliot V. Bell, at present superintendent of banks in New York State, and who has been a student of governmental finance for many years, will have an important influence in directing the government's policy should the Republicans be returned to full control. He has been chief financial adviser to Mr. Dewey for many years. If one may judge by Mr. Bell's public comments on the subject and by the testimony of those who have known him well for a long period, one might conclude that his influence would be toward a policy very much in line with that of the present administration. They say there is no basis at all for fear that he would advise any action which would be fair to call radical and that he would go mighty slow in advising changes until he made thorough tests to determine the solidity of his position. Mr. Bell and Mr. Sproul of the Federal Reserve of New York seem to have been pretty much in agreement as to fiscal policies in recent years.

"A change of administration has always been a cause for anxiety among the banking and investing public even when the new incumbent in the White House was the man they most wanted to see there. In these days when the

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.

control of interest rates and bond prices are in the hands of a few men the conservative investor is apt to move cautiously until he knows who the new pilots will be and can feel safe with them at the controls."

It will be noted at once that Mr. Barbour does not rule out the possibility of change, but that he underlines the likelihood that Mr. Bell, should he move into a national position with Mr. Dewey this fall, will make haste slowly. Still, both Mr. Dewey and Mr. Bell have splendid reputations for realism. Further, neither is to be burdened with any New Deal inheritances. There is nothing in their record to support the notion that 2½ per cent is sacrosanct.

An Election Year

In any election year, thoughtful investors must weigh the possibility of new policies. Before they are considered, though, what if the incumbents are returned to power? Presumably, the present economic dictators will hold the line laid down by their predecessors as long as possible. The "pegs" will not be pulled till all is lost. But, this support has lately undergone a test and proved to be less than fully satisfactory. Prices, of course, did not dip under the "support" level, but confidence that the "pegs" would hold under any circumstances

was sadly lacking. Otherwise, there would have been ample buying power above the support levels on the theory that one might make a good profit and couldn't lose much in any event.

Should the Democrats be the winners, they might, flushed with victory, and confident of at least a four-year tenure in office during which many things can be forgotten, retreat from the 2½ per cent line. Or, they might battle on, regardless of the economic facts of life.

Stable Interest Rates

In the first instance, government bond prices would decline. In the second, how long can the line be held? The National Association of Savings Banks was treated to an address by Murray Shields, a vice president of the Bank of Manhattan Company, who has a high reputation for knowing his way about among the mazes of finance and economics. Some of Mr. Shields' meatier observations are given below:

"We shall probably have to learn from hard experience that stable interest rates contribute to instability in business. Fluctuations in the price of credit are essential if the intricate mechanisms of money and credit are to fulfill their proper function.

"Representations by government officials of their intention to control or set the pattern of interest rates may come to be taken much less seriously than has been the case of late. At the end of the war fiscal and central bank officials issued many statements declaring that no material declines in bond prices or advances in interest rates would be tolerated.

"But in fact the past two years may be described as a postwar bear market in government bonds. French obligations are 28 points under where they were early in 1946. British consols are off 23 points in the past year and a half. Our own government securities declined sharply a few months

ago. We are learning that it is just as true of credit as it is of commodities that in the long run price controls are not likely to work very well.

"How will the Treasury, the Federal Reserve and the policy of pegging the price of long-term governments fit themselves into a rising interest rate picture? If the next period of prosperity is not to degenerate into a boom, the Federal Reserve must have power to curtail or stop the expansion of bank credit. This they cannot do as long as they have an implied commitment to peg the market for government securities.

"Interest rates and bond yields over the longer future are likely to reflect the threat of a world-wide shortage of capital. This shortage has its origin in the well-nigh universal socializa-

tion of the tax structure, which constricts savings in the high-savings income brackets. Meanwhile, the world is at the beginning of a period of vigorous expansion in industrial capacity.

"Our government is counted on to spend billions of dollars to shore up the economy in case private business slumps. It has insured tens of billions of deposits, billions of mortgages and the level of agricultural prices. It has tens of billions of demand obligations outstanding which holders may redeem in depression.

"Where will the government get all these funds? The debt is already a quarter of a trillion dollars. The government is already collecting and spending 40 billion in taxes per annum. Leverage in our tax system is high. Revenue will decline sharply if business slumps. Where will the money come from for the government to use in preventing a slump from developing into a long depression?

"The government has been on a 15-

year financial binge. This clearly is no time to be lulled into a sense of false security as to the need for real quality in loans and investments, carefully adjusted maturity positions, and old-fashioned standards of credit worthiness."

Reverting to the political arena, the situation could almost be summarized by saying that if the Democrats stay at the helm they won't be able to stem the tide and that if the Republicans get in, they won't even try to. The task is too big for the Democrats and the Republicans are too well informed to tackle the impossible, if the records of Mr. Dewey and his high lieutenants mean anything at all.

The Prudent Manager

It is hardly necessary to spell out the significance of the foregoing. The prudent manager of investments will shorten maturities and upgrade the portfolio in general, as has so often been counselled in recent months in this column. The question of peg or busted peg need not be even entered into. Portfolio composition should take no account of artificial support, but should be constructed on the basis that, soon or late, there will be a free market in money and governments.

If this means lower prices for long 2½s, it also means a softening market in best grade corporates and, perhaps, a really soggy market in the lower grades. This does not mean calamity, or anything like it. An aftermath of World War I was heavy discounts on governments in the open market, but the country survived, prospered and, till '29, boomed.

The 2½ per cent rate proved too much for Britain, and, in mid-July, Canada borrowed \$150,000,000 at 3 per cent for 15 years from three big insurance companies in this country. This financing did not provide the country's commercial banks with an opportunity that they might well have eagerly embraced, but the door does not appear to have been closed for good.

Almost a year ago, Canada's finance minister pointed out that Canada normally sought U. S. dollars by selling its obligations to banks or other private investors in the U. S. This time, the banks were left out and, no doubt, are envying the good fortune visited upon the insurance companies. Still, Canada may come back into this market for medium-term funds and may seek it, through underwriters, from banks and others. A 3 per cent return from Canada can hardly be considered as anything but a great bargain under prevailing conditions.

For contrast, and to point up the difficulties Uncle Shylock is encountering in his efforts to put Europe back together again, the beneficiaries of the

Diebold

I N C O R P O R A T E D

Now includes

York Vaults—McClintock Alarms

Canton 2, Ohio

★

**BANK VAULT EQUIPMENT
BURGLAR ALARMS • SAFES,
CHESTS AND VAULT DOORS
MICROFILM • ROTARY, VERTICAL
AND VISIBLE FILING EQUIPMENT**

★

*Nation-wide Service
by Factory Trained Experts*

*Factory Branches in
CHICAGO, DES MOINES
and ST. PAUL*

MUNICIPAL and CORPORATE SECURITIES

Underwriters and Distributors

•

Wheelock & Cummins, Inc.

200 Equitable Bldg. Des Moines, Iowa
Phone 4-7159 A.T.T. DM 184



INVESTORS STOCK FUND, INC.

Prospectus on request from Principal Underwriter
INVESTORS SYNDICATE
MINNEAPOLIS, MINNESOTA

Marshall Plan are complaining bitterly that 3 per cent is too much for them to contract to pay on the modest amount of aid they are expected to borrow and, in the improbable event, repay.

Canada's Credit Good

Canada's finance minister, with proverbial Canadian courtesy, put it this way: "The purchase on such favorable terms of this substantial issue of Canadian bonds by three large insurance companies in the U. S. is a tribute to the high credit standing of Canada in the U. S. market."

It was an at least equally sincere tribute to the sagacity of the buyers, but the Prudential, the Equitable Life and the Metropolitan Life haven't grown to their present eminence by overlooking many bargains in the investment field.

The practical lesson for the commercial banker is to wait and be patient; he may have similar opportunities before too many months have gone by. Meanwhile, he will shorten sail, question the ability of the present and the willingness of the next administration to sustain government bond prices, and look about for suitable investments in other fields.

On this head, he could do worse than to examine into certain tax-exempt municipal revenue issues, of which there may be a fair number before election. They are likely to be priced at levels that will provoke interest on the part of the insurance companies, generally much more concerned with yield than tax shelter. Banks, too, probably will find the time and effort spent on appraising these situations well worthwhile.—The End.

Heads Directors' Board

James F. Twohy of Santa Monica, California, former governor of the Federal Home Loan Bank Administration, was elected chairman of the board of Investors Syndicate, nationwide investment firm, following his election as a director by stockholders.

Directors re-elected to the Investors Syndicate board were E. E. Crabb, B. C. Gamble and C. C. Raugust of Minneapolis; Galen Van Meter of New York, and C. R. Martin of Wilmington, Delaware.

Incumbent officers re-elected were E. E. Crabb, president; Galen Van Meter, vice chairman of the board; D. W. Green, H. K. Bradford, W. C. Carr, Grady Clark, D. F. Gruenhagen, C. D. McGuiggan, C. J. Moore, J. R. Ridgway, Sr., vice presidents; N. B. Wagg, vice president and comptroller, and J. B. Racey, secretary-treasurer.

Named Director

Jules F. Schneider, vice president of

was named a director-at-large of the National Tuberculosis Association. His term of office will expire at the time of the annual meeting of the association in 1950.

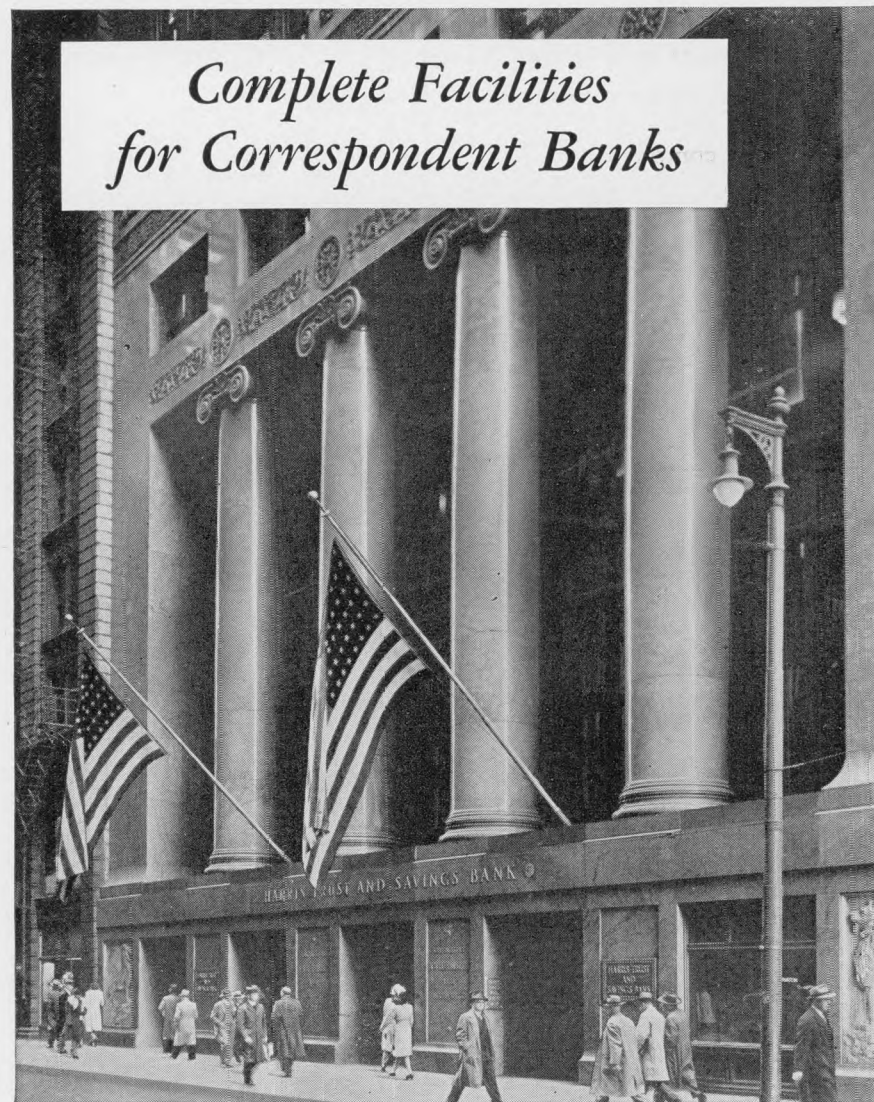
Mr. Schneider has served as treasurer and director of the Missouri Tuberculosis Association since 1942.

Bank of America

Featuring the highest total resources in the history of the institution, the June 30, 1948, statement of condition of the Bank of America shows assets totaling \$5,859,234,000, an increase of \$389,451,000 over a year ago. Total deposits were \$5,433,396,000, an increase of \$320,106,000 in the same period. Mississippi Valley Trust Company,

The statement also shows investments in securities totaling \$2,110,417,000 and loans and discounts outstanding totaling \$2,602,110,000.

The bank's net profit for the half year ended June 30, 1948, was \$27,516,000, or \$3.23 per share, compared with \$24,718,000 or \$2.90 per share in the first half of 1947, on the 8,531,710 shares of capital stock outstanding. Out of this net profit dividends amounting to \$10,664,638 were paid for the half year at the rate of \$2.50 per share per annum, and \$16,851,000 was added to capital funds, which now total \$278,542,000, exclusive of the reserve for possible loan losses of \$35,270,000. This is an unallocated reserve to which an appropriation is customarily made at the year end, and it is



*Complete Facilities
for Correspondent Banks*

Harris Trust and Savings Bank

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

115 West Monroe Street, Chicago 90

Member Federal Deposit Insurance Corporation

to provide protection in addition to capital funds against any possible future loan losses.

As the result of an increase of approximately 50 per cent in the rate of savings interest initiated by the Bank of America since January 1, 1947, the institution's depositors were paid ap-

proximately \$14,800,000 interest for the first half of 1948.

California Bank

California Bank's loans, as reported in the June 20 statement of condition, totaled \$100,270,533, a gain of approximately \$12,000,000 since June, 1947.

Frank L. King, president, pointed out that deposits totaled \$429,525,018, showing a slight decline from the \$430,916,305 reported a year ago. However, total resources of the bank of \$452,283,202 compared with \$451,411,361 a year earlier.

Capital funds of the bank increased to \$17,661,627 from \$16,932,456 a year ago.

Federal Reserve Officers

Appointment of W. W. Turner as vice president, H. Fred Wilson as assistant vice president, and Russel A. Swaney as assistant cashier of the Federal Reserve Bank of Chicago was announced by Clarence W. Avery, chairman of the board of the bank.

Mr. Turner has been assistant vice president and is in charge of the check collection functions of the bank. He has been with the Federal Reserve Bank of Chicago since 1918. He has been in charge of the credit department, was a loaning officer for several years, and was in charge of fiscal agency functions during the war.

Mr. Wilson has been manager of the bank and public relations department since its organization in 1945. Prior to that time he was manager of the research department.

Mr. Swaney is the bank's representative in Michigan and has been with the bank since 1946. Prior to that time he was with the United States Treasury in charge of bond drives in Michigan during the war.

LEGAL QUESTIONS

(Continued from page 20)

were resurfaced by him for a municipality under a contract which it was authorized to make, but which developed to be unenforceable because of the various irregularities in its execution. Since the municipality received and retained substantial benefits, could Hamilton recover from it their reasonable value?

Yes. A similar situation was before the Nebraska Supreme Court recently and it was there held that a recovery should be allowed. In so holding the court pointed out that under strict legal principles no recovery could be had, but it would be so unfair to permit one party to have the benefit of the labor and property of another without recompense that compensation should be provided. In providing for compensation, however, the court allowed only the actual cost of the services rendered and materials furnished plus interest. It refused to make an allowance for profits, pointing out that generally they will not be allowed in matters of this kind.

**FORTY YEARS
of Progress**

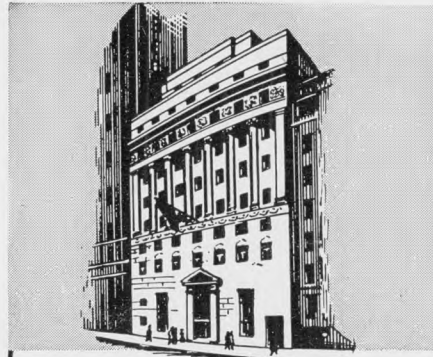
We are proud of our record in the Insurance field and of our Banker Representatives.

We write a complete line of **Fire - Windstorm - Automobile & Plate Glass Insurance**

**WESTERN MUTUAL
FIRE INSURANCE COMPANY**

NINTH & GRAND DES MOINES 8, IOWA

"Mutual Insurance Is American Insurance"



The
**PUBLIC
NATIONAL
BANK**

*and Trust Company
of New York*

37 BROAD ST., NEW YORK CITY

25 Offices
Throughout Greater New York
Member Federal Deposit Insurance Corp.

**THERE ARE 2 TIMES WHEN ...
YOU NEED A GOOD AGENT BAD**

1. When you Purchase Protection
2. At Claim Time

Your Allied Mutual agent is a good man to know better. First of all, he is trained to recognize your casualty insurance needs . . . and to advise you intelligently on a casualty program tailor-made for you.

And, at claim time, you'll find your Allied Mutual agent right on the job to save you time and worry. Be safe, be thrifty. Be insured with your home town Allied Mutual agent.

Automobile
Public
Liability
Workmen's
Compensation

**ALLIED MUTUAL
CASUALTY COMPANY**

Harold S. Evans, President

Hubbell Building Des Moines 7, Iowa



For Life Salesmen

All Selling Signals Say "Go"

**There Are No RED Signals
Except in the Mind of the Man Who Is Making the Sale**

By **BENNY MAYNARD**
Assistant Manager
Mutual Life of New York
Wichita, Kansas

I WOULD like to think with you about "traffic signals." There are only three basic lights on a traffic signal—green, amber and red.

There are trends today which exist and have always existed which are GO signals to us. A few of these are:

The increase in marriages.

The increasing birth rate.

The demand for and the increase in new homes.

Inadequate insurance programs because of inflated conditions.

Increased number of new businesses.

Increased products and higher prices for these products.

The constantly increasing desire for more security and the increasing difficulty in attaining it.

Lower income taxes.

There are trends today which may have a tendency to make us think in terms of amber:

The unrest in the world, which has the tendency to make people have the "What's the use" attitude.

The feeling that may occur to us sometimes that people have all the life insurance they will ever buy and that the market has reached the saturation point.

Conditions are too uncertain.

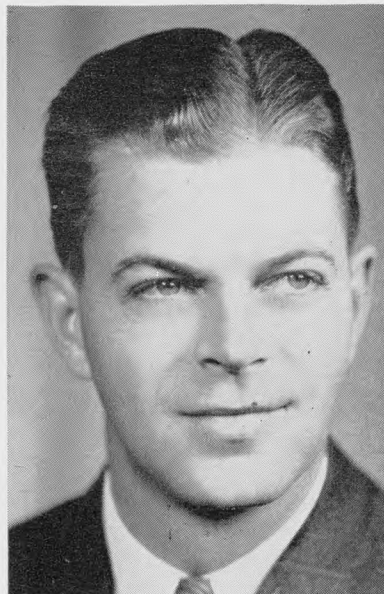
Conditions are too good.

These amber signals have always existed and will continue to exist but they have always been overshadowed by the GO signals. We know that the GO signal has always been on ever since life insurance was first instituted. It has proved itself and will

continue to grow to be the mainstay of security for all people.

Don't Be Afraid

During my first year in my work, I was located in a small town of about



BENNY MAYNARD
"Let's Not Be Late in '48"

6,500. I was active in the Junior Chamber of Commerce and was closely associated with the president of the Senior Chamber. I wanted to visit with this man but was hesitant. The reason for my being hesitant was that I thought he was so successful that he probably had a fine insurance program

and also because of his looks. He always seemed to have a sneer on his face. I thought I would do some checking and I visited with his brother. I learned that they did all their business with one particular established insurance firm and he felt that neither of them would want to change. I decided that I was going to visit this man and, if nothing else resulted, I would try to develop him for a center of influence. It took a lot of courage for me to see him but I did. All through the interview I had the feeling that he was just tolerating me because he had that condescending sneer on his face. I found that he did have a good insurance program but I also found that he was building a new business and had borrowed \$15,000 on an open note and had been thinking of some plan to underwrite this. I explained briefly plans that would accomplish this for him and asked to make a proposal to show him. I did this and he bought the contract. Later, I asked about this man's appearance and was told that he always looked that way when he was happy. This was a definite traffic signal to me in that I am never bothered now because of a man's attitudes, objections or personal oddities.

I have always been told to be curious—not nosy—just curious. This idea of curiosity was illustrated to me by my manager about an underwriter who noticed two very unusual bricks in a brick yard and by inquiring who was buying that type of brick and fol-

Did you know that your Banker's Blanket Bond does not protect your Cash Letter while it is in transit by mail or express? Ask about our Cash Letter Policy, which fills the gap.

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 4325

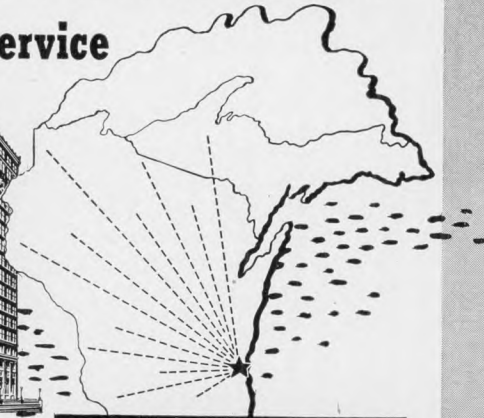
Scarborough & Company

Insurance Counselors  to Banks

Northwestern Banker, August, 1948

FOCAL POINT

for Co-ordinated Regional
Service



MILWAUKEE

Wisconsin's Bank for Banks

This outstanding bank—established in 1853—serves as Milwaukee depository for over 92 per cent of all the banks in Wisconsin!

With unparalleled correspondent "coverage" of Wisconsin, the First Wisconsin National Bank of Milwaukee is not only "the point of prompt collection" for Wisconsin checks and drafts, but also the focal point for unique Co-ordinated Regional Service keyed to the needs of national corporations operating branches, sales divisions, distributorships, retail outlets or other units in this area.

Bankers as well as business executives are invited to write for further information.

FIRST WISCONSIN NATIONAL BANK

of Milwaukee

MEMBER OF THE FEDERAL DEPOSIT INSURANCE CORPORATION



lowing it up, wrote a very large volume of quality business. Recently I was visiting one of our representatives in his town and, as we were driving into the country, I noticed some kind of construction work going on. I asked my associate what it was and he didn't know. As we drove on, the brick story stuck in my mind. I turned around and we decided to find out. We found the owner, a former G. I., who had purchased a large amount of used barracks and was building several homes with air strips behind them. He planned to live in one and said he had the others already sold. We discussed life insurance and he is now a policyholder—all because of curiosity.

Choose the Right Time

Timeliness is another signal. I had talked with a friend of mine about keeping his National Service Life Insurance and he appreciated the information that he received. About five months later he told me that he was planning to go deer hunting and was telling me about his guns and where he was going. I struck up a conversation with him about my having lived in Minnesota and how many hunters were usually there in the woods and told from actual experiences of men who had been killed. One day after I had finished work with my manager, my wife told me this man had called. I called him and he said he understood that my boss was in town and he thought it might be good for me to write an application. I agreed with him and made an appointment for the following morning. I started through with my presentation and was about half way through when he said, "That's what I want." I asked him what he wanted and he said, "I want that." I started filling out the application, now knowing just what he wanted. Within 30 minutes, he had signed an application for \$20,000, especially with double indemnity. He left my car and took his physical after paying a semi-annual premium. This is an unusual case but there are timeliness signals in front of us all the time.

One of the finest traffic signals that a man can show other people is his smile and sense of humor. I've always believed in sincerity but I also believe in having fun in my work. A smile is so much easier to carry than a frown.

I have not listed any red signals. I believe that there are none—except in our own thinking. Our companies have given us the training, opportunity and materials. These are GO lights to us. I am sure we will all make the most of our opportunities in 1948. By not making use of these opportunities is the only way that the light will ever turn red.—The End.



M. O. GRANGAARD
President
Minneapolis

Minnesota NEWS



ROBERT E. PYE
Secretary
Minneapolis

Announce New Officers

Directors of the State Bank of Darfur, Minnesota, made two executive officer changes at their meeting last month. H. O. Johnson, who has been serving as vice president and cashier since 1936, was elected president. C. N. Englin, assistant cashier since 1946, was named cashier.

Mr. Johnson joined the State Bank of Darfur 30 years ago, after completing a business course at Gustavus Adolphus College at St. Peter, Minnesota. Mr. Englin has been with the bank since 1941, except for three and one-half years' army service. Prior to working in the bank he took a business course at Mankato Commercial College and worked for two other firms as bookkeeper.

Appoint Director

At its regular meeting last month, the board of directors of the Farmers & Merchants State Bank at Preston, Minnesota, appointed Attorney Philip B. Gartner to fill out the unexpired term of the late Senator Henry A. Larson.

Other members of the board of directors are: A. G. Olson, A. H. Langum, C. H. Utley and Wils Garratt.

William Burkhart

William Burkhart, 76, retired Mankato, Minnesota, business man, who was a civic leader in that community for more than a quarter century, died in a Mankato hospital recently.

Prominent in banking circles, Mr. Burkhart was vice president of the First National Bank of Mankato at the time of his death. Previously he had served as president of the bank and was a First National director for many years.

He also was a past president of the Mankato Lions Club, and served for several years as director of the Mankato Chamber of Commerce.

Open House Celebration

With an estimated crowd of 3,000 visitors, the Union National Bank of Rochester, Minnesota, last month celebrated its eightieth anniversary with an open house.

Approximately 50 floral tributes

were received from banking institutions or from other places of business.

Bankers from all parts of the state attended the anniversary, including the entire staff from the bank at Lanesboro, where O. U. Habberstad, Union National president, was once associated.

Among the visitors were J. C. Thompson and Von Luscher, president and vice president respectively of Northwest Bancorporation, with which the Union National is affiliated.

The present board of directors includes 93-year-old board chairman, Dr. Christopher Graham, Mr. Habberstad, C. E. Knowlton, W. W. Lawler, E. C. Weinhold, R. W. Chadwick, T. H. Johansen and G. S. Withers.

Active officers and employees are Mr. Habberstad, president; Mr. Weinhold, vice president; Edward H. Lundquist, cashier; Herbert G. Halvorson, Miss Mona Carson and Donald H. Grina, assistant cashiers.

Resigns in Mankato

Wilbur R. Miller, assistant cashier of the National Citizens Bank, Mankato, Minnesota, last month resigned his position and assumed new duties in the office of the Guaranteed Sand and Gravel Company, in Mankato.

An employe of the bank for 18 years, he began as messenger on June 15, 1930.

Vote Bank Stock Dividend

Directors of First Bank Stock Corporation at a meeting last month declared a dividend of 40c per share on the capital stock of the corporation, payable September 10, 1948, to stockholders of record at the close of business August 20, 1948. A dividend of the same amount was paid on March 10, 1948. Consolidated net operating earnings of First Bank Stock Corporation and its affiliated banks and other active affiliates for the first half of 1948 were \$3,207,699, equivalent to \$1.13 per share. This compares with \$2,725,515 for the first half of 1947, equivalent to 96c per share.

The figures shown are after accruals for estimated taxes based on income and are subject to usual year-end adjustments.

Deposits reported by the bank affiliates in published statements as of June 30, 1948, aggregated \$1,095,634,694.

Attend Banker Clinics

A series of seven Clinics were held throughout the state of Minnesota the last two weeks in July for the benefit of regional bankers' associations. The Clinics, with State Association President M. O. Grangaard presiding, were held at Duluth, Bemidji, Thief River Falls, Alexandria, Redwood Falls, Faribault and St. Paul.

Current popular banking topics were discussed by well-informed speakers. The subjects and speakers were: "Prevention of Crimes Against Banks," by Elmer Stovern, superintendent of Bureau of Criminal Apprehension; "Simplified Service Charges" by H. M. Johnson, chairman, association subcommittee on service charges, and president, First National Bank of Fairmont; "Job Relations" by Bob Rutherford of American Bankers Association; "Banking From a Supervisor's Viewpoint" by F. A. Amundson, commissioner of banks in Minnesota, and "A.I.B. Study Groups" by Chris Ries of the Federal Reserve Bank. Banquet speaker was Tom Collins, City National Bank of Kansas City, Missouri.

President of Willmar Bank

Norman T. Tallakson has been elected president of the Bank of Willmar, Minnesota, to succeed George J. Johnson, St. Paul, who resigned due to ill health. Dr. B. J. Branton was named vice president to succeed Mr. Tallakson.

Elected Cashier

Election of Robert L. Breitenbach as an assistant cashier of the First State Bank of Litchfield, Minnesota, has been announced by G. A. Hollaar, president. In his new position, Mr. Breitenbach will be active in the insurance department.

Recently he completed a training course of several weeks at Philadelphia, Pennsylvania, conducted by the Insurance Company of North America. The course covered all forms of insurance associated with fire and extended coverage and casualty lines, and qualifies him to handle insurance matters of all types.

Mr. Breitenbach is a native of Meeker county and was graduated from Washington High School in Litchfield. He served in the Marine Corps during the war and, following his discharge, joined the bank's staff in 1946. For the past several months he has been serving as teller and has been taking an increasingly active part in insurance work.



Twin City News

TWO Minneapolis suburban banks are contemplating construction of new buildings to house expanding operations.

The **Wayzata State Bank** is planning construction of a building one block east of its present location. A one-story structure with a two-story setback is contemplated. The bank has occupied its present home since its founding in 1908.

First Robbinsdale State Bank has purchased property a few doors north of its present location as a site for a building. **J. W. Roche**, vice president, announced.

The bank was organized in 1918 as the Security State Bank of Robbinsdale. It changed its name to First Robbinsdale State Bank in 1946, and is affiliated with First National Bank of Minneapolis. Other officers are **T. P. Howard**, president; **Sven Grundstrom**, cashier, and **Mr. Howard**, **Mr. Roche**, **H. A. Morse** and **Dr. Martin Nordland**, directors.

Edward L. O'Malley, a guard at the American National Bank of St. Paul for eight years, died recently at the age of 66.

Gold wrist watches were presented to members of the Quarcent club of **Midland National Bank** of Minneapolis at the bank's annual summer party. The Quarcent club is composed of 20 members who have been employed by the bank for 25 years or more.

George J. Johnson of St. Paul has resigned as president of the Bank of Willmar, Minnesota, because of poor health. He was succeeded by **Norman H. Tallakson**.

Election of **James F. Twohy**, former governor of the Federal Home Loan Bank administration at Washington, as chairman of the board and a director of Investors Syndicate of Minneapolis was announced by **E. E. Crabb**, president, following the annual meeting of stockholders.

Northwestern Banker, August, 1948

The **First National Bank** of St. Paul has been upheld by the Minnesota supreme court in a decision of extreme importance to banks.

The high court ruled that the bank was within its rights in refusing a St. Paul woman access to a safe deposit box rented by another woman, now deceased.

Only court-appointed legal representatives of deceased persons have the right to open such boxes, the court held.

The decision reversed a Ramsey County (St. Paul) district court ruling giving title to the contents of the box to the woman and ordering judgment against the bank for wrongful detention. The bank had refused the woman access to the box on grounds that she was not the legal representative of the estate as named by the probate court.

Ben S. Woodworth, assistant cashier of First National Bank of Minneapolis, has been elected treasurer of the Orchestral Association of Minneapolis, which sponsors the Minneapolis Symphony Orchestra.

Charles F. Poppenberger of St. Paul, a director of the First Merchants State Bank of St. Paul, died recently at the age of 63. Services and burial were in St. Paul.

James A. Murphy of the First National Bank of Minneapolis is treasurer of the Hennepin county (Minneapolis) unit of the American Cancer society which recently completed its drive for funds.

Gordon M. Malen, also of the First National Bank of Minneapolis, served as public relations chairman during the drive.

Appointment of three Twin Cities men as account executives was announced by the First Acceptance Corporation, Minneapolis discount banking firm.

They are **George Wilkens**, **Kenneth W. Rahn** and **Donald E. Bates**. Mr.

Wilkens formerly was agricultural economist for the Minneapolis Federal Reserve Bank. Mr. Rahn has been western representative of American Business Credit Corporation of New York. Mr. Bates has been manager of the St. Paul branch of Industrial Credit Company.

Jack Ewing, former personnel supervisor and counsellor at the Minneapolis Federal Reserve Bank, has joined the personnel staff of the First National Bank of Minneapolis. He will assist **Alan Moore**, who will continue as officer in charge of the personnel department. Mr. Ewing during the past year was president of the Minneapolis chapter, American Institute of Banking.

Alan Giles has resigned as executive secretary of the Minneapolis chapter, American Institute of Banking. He has held the position three and one-half years. Mr. Giles plans to move with his family to Pasadena, California. His successor in the Minneapolis post has not been named.

Formation of the Columbia Heights Insurance Agency, Inc., of Columbia Heights, Minneapolis suburb, was announced by **Herbert S. Woodward**, president. The new concern will succeed to the business of the Columbia Heights Insurance Agency conducted by Woodward since organization of the Columbia Heights State Bank in 1947 for the benefit of its stockholders.

Among incorporators are Mr. Woodward, executive vice president, and **Clarence T. Olsen**, cashier of Columbia Heights State Bank. Directors besides Mr. Woodward and Mr. Olsen are **Jay W. Craig**, **Arthur L. Gluck**, **Walter B. Hobart**, **Harold C. Larson**, **Herbert W. Mogg**, **Joseph D. Sullivan**, and **F. Wesley Weldon**. All also are directors of the bank.

Deposits in Minneapolis area banks are back over the billion-dollar mark, according to response to the bank call for a report on their condition.

The 14 national, nine state and one

savings banks reported total deposits of \$1,028,562,181, or \$36,844,958 more than they had on deposit April 12th, date of the last bank call.

It was the fifth year in succession that Minneapolis deposits have passed the billion-dollar mark, starting with December 30, 1944, and reaching their peak December 31, 1945, at \$1,158,901,799.

Chr's Ries of the Minneapolis Federal Reserve Bank was among speakers at Duluth at the first of a series of seven "bank clinics" held in Minnesota. F. A. Edmundson, Minnesota state banking commissioner, presided as moderator. Other clinics in the series sponsored by the Minnesota Bankers Association were held at Mankato, Thief River Falls, Alexandria, Redwood Falls, Faribault and St. Paul.

Nine members of the staff of First National Bank of Minneapolis have completed 28 years of service with the bank. They are **Raymond C. Hogg-lund, Carl P. Johnson, Myrtle R. Johnson, Esther E. Pease, Viola A. Pederson, Elroy M. Peterson, Winfrey E. Redburn, Loretta F. Ring** and **Selma T. Sandeen**.

Bank debits for 133 cities in the Ninth Federal Reserve District were up 20 per cent in June over the same month a year ago, the **Minneapolis Federal Reserve Bank reported**. Debits reached a total of \$2,934,791,000 for June, compared with \$2,452,508,000 for June last year.

Minneapolis debits for June totaled \$1,111,683,000, compared with \$918,940,000 in June, 1947, a gain of 21 per cent. St. Paul in June had a total of \$496,643,000, a gain of 14 per cent. The Minnesota total was \$2,129,121,000 against \$1,794,917,000 in June, 1947.

Francis A. Gross, 77-year-old retired Minneapolis banker, has been elected president emeritus of the Minneapolis park board, on which he has served for 31 years.

Mr. Gross served as president of the board for 13 terms. Since his retirement from the banking business 15 years ago, he has given his time to civic projects. The former Armour golf course in Minneapolis has been renamed Francis A. Gross course in his honor.

Election of **Roland L. St. Clair** and **Robert B. Willette** as assistant cashiers of First Produce State Bank was announced following a recent meeting of the bank's directors.

C. Herbert Cornell, Fidelity State

Bank, and **Harold G. McConnell**, Federal Reserve Bank, both of Minneapolis, were members of the 1948 graduating class at the A.B.A. Graduate School of Banking. Graduation ceremonies took place last month.

The Annual Men's Golf Stag of the **Northwestern National Bank** of Minneapolis was held at Golden Valley Golf Course last month, with sore feet, aching muscles and good food the order of the day.

Convention Special

Special arrangements have been made through the office of State Association secretary **Robert E. Pye**, for

Minnesota bankers going to the A.B.A. convention, to run special parlor cars on the New Twin Cities Hiawatha which operates between the Twin Cities and Chicago. Mr. Pye's office has informed all association members wishing to entrain on the special to write his office immediately for reservations so necessary arrangements can be made.

The train will leave the Twin Cities September 25th at 7:50 a. m. and will arrive in Chicago at 2:40 p. m. From Chicago the Pennsylvania-Wabash Railroads are providing special parlor car trains for the five-hour trip. The convention special leaves Chicago Union Station at 4:00 p. m. Central Stand-

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

WHAT ABOUT THAT CHECK DEPARTMENT?

About five years from now we may be asking this same question. By then, however, check departments in banks may be quite common, so perhaps we'll follow up with something like this: "Do you still have check inventories at every teller's window? In each officer's desk? Do customers have to wait in line for their check-books? Are you still paying the bill for checks, or are your customers buying their imprinted checks? If you haven't started one, this is the time to do it."

But now, since very few banks have check departments, we cannot become too disturbed over the fact that thousands of banks do not. Nevertheless, as one bank at a time installs this control, we will be watching the development and we hope soon to mark it as a trend. It's coming sure as shootin' because the growing use of imprinted checks will make it necessary. And it will pay for itself. . . in addition to which it will establish better control of check distribution.

Peering just a little further into the

future, we can see greater emphasis being given to the dignity of the checkbook . . . more ceremony as it is ordered and delivered. And why not? Isn't the checkbook just about the most important instrument in the financial field? Isn't it the personal currency of the individual? Why shouldn't it command more respect and attention than an ordinary piece of stationery? It should, it does, and it will!

As observers we see these developments start and, because they affect our operations, we watch them closely. For the past ten years we have been watching the development of Personalized Checks. At first just a little interest. Then gradually an accelerated interest. And now a nationwide interest with such momentum that two things are almost certain to come about: one, that all people who have checking accounts will some day use imprinted checks; two, that one person, or one department in each bank, will control their distribution. So what about that check department?



Manufacturing Plants at:

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

ard Time, Saturday, September 25th (two hours after arrival of Twin Cities train in Chicago), and will arrive in Detroit at 10:00 p. m. Eastern Standard Time at Fort Street Station. Cost of round trip fare by coach for the Twin City to Chicago and Chicago to Detroit trip is \$49.28. Parlor car round trip fare for both legs of the journey is \$55.96.

The A.B.A. annual convention officially is scheduled for September 26th to September 29th, official headquarters being at the Statler and Book Cadillac Hotels. Hotel reservations in Detroit must be made through the convention hotel committee. Earl J.

Failor, Post Office Box 116, R.P.A., Detroit 32, is chairman.

New Assistant Cashier

H. L. Jacobson of Walhalla, North Dakota, has accepted a position as assistant cashier of the First National Bank of Hawley, Minnesota. Mr. Jacobson served as assistant cashier of the Walhalla State Bank before moving to Hawley.

New Cashier at Mora

The directors of the Kanabec State Bank, Mora, Minnesota, at their regular meeting last month elected Frank J. Grahn as cashier, succeeding V. W.

Peterson who has held the position for the past six and a half years and who had previously resigned, effective July 10th. Mr. Grahn was born and raised in that community. After graduating from the Mora High School in 1938, he entered the employ of the Kanabec State Bank as a bookkeeper and later was advanced to the position of teller, where he served until he enlisted in the United States Navy in July, 1942.

Upon his discharge from military service in October, 1945, he again entered the employ of the bank and was elected assistant cashier, which position he has held until his recent promotion. He has been active in the American Institute of Banking and the American Legion and is married.

Mr. Peterson will continue to serve as secretary-treasurer of the Kanabec Credit Company, an affiliate corporation, and will devote his time to its management, handling loans, insurance, investments and real estate.

Releases Interim Report

J. Cameron Thomson, president of Northwest Bancorporation, Minneapolis, in releasing the interim report of Northwest Bancorporation and affiliated banks and companies, covering operations for the six months ended June 30, 1948, said the consolidated net income was \$2,678,499. This was equal to \$1.73 per share, compared with \$2,141,159, equal to \$1.38 per share, for the same period in 1947, an increase of \$537,340, which is largely accounted for by reduced income taxes as a result of change in method of computing taxable income.

Net cash income of the holding company was \$856,753 for the six months ended June 30, 1948, compared with \$874,354 for the same period in 1947. A dividend of 40c per share, in the aggregate amount of \$619,107, was paid May 25, 1948.

Capital Increase

The capital and surplus of Northwest Bancorporation increased from \$57,488,587 at December 31, 1947, to \$59,699,013 as of June 30, 1948, equivalent to a book value for the corporation stock of \$38.57 per share as of June 30, 1948, as compared to \$37.14 per share as of December 31, 1947. The book value of the stock excludes reserves for contingencies and reserves for losses on loans, which aggregated \$16,714,419 as of June 30, 1948, and \$16,316,263 as of December 31, 1947.

Combined deposits of affiliated banks as of June 30, 1948, were \$1,262,199,683 (including War Loan deposits of \$22,546,847), compared to \$1,305,127,032 (including War Loan deposits of \$13,166,205) as of December 31, 1947.

The BANK



at the YARDS

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

STANLEY W. EVANS
Field Representative

Service to All!

The Live Stock National Bank in Sioux City offers correspondent services valuable to all banks—and especially to agricultural banks. We invite your inquiry—no matter where you are located in South Dakota, Iowa, Nebraska or Minnesota.

The
LIVE STOCK
National Bank

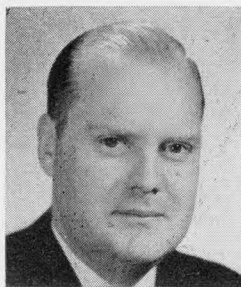
of SIOUX CITY

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



J. M. LLOYD
President
Yankton

South Dakota NEWS



CARL E. BAHMEIER, JR.
Secretary
Huron

H. R. Kibbee, Sr.

Funeral services for Howard R. Kibbee, Sr., 81, president of the Commercial Trust and Savings Bank, of Mitchell, South Dakota, were held last month.

Mr. Kibbee had recently returned from Palo Alto, California, where he had been living with his daughter, Mrs. William M. Kelley, since last February.

He had been hospitalized in California with a broken hip bone after an automobile accident there.

Howard Ryland Kibbee was born August 16, 1866 at Eldora, Iowa. He moved to Mitchell in 1880 in a covered wagon with his father, C. H. Kibbee. After two years as a clerk in the post office, he began his banking career in 1883 with the First National Bank, then resigned to become cashier of the Security Bank of Mitchell where he remained until 1897 when he organized the Commercial Trust and Savings Bank there. Since that time he had been president of the organization.

Golf Champion

The 1948 South Dakota amateur golf champion is Ivan Steen, assistant manager of the Brookings Branch, Northwest Security National Bank of Sioux Falls, Brookings, South Dakota. In the finals he met Bob Walworth, assistant cashier of the First Citizens National Bank of Watertown and defeated him 9 and 8 in this 36 hole final match.

Mr. Steen was a runner up in last year's tournament and Mr. Walworth is a former titlist, having won the state title in 1943.

New Cashier

Darwin Behl has accepted the position of cashier at the Farmers & Merchants State Bank of Scotland, South Dakota. He replaces Mrs. Clara Weiland, who resigned and moved to the west coast.

Mr. Behl has been working in the bank for about four years, two of them before he was called into the services and two since he was discharged.

Geo. Behl is president of the bank,

Richard Muhmel is vice president, L. K. Johnston is assistant cashier.

Heads Commercial Bank

H. R. Kibbee was elected president of the Commercial Trust and Savings Bank, Mitchell, South Dakota, by the bank's board of directors at their semi-annual meeting held last month.

Other officers elected were J. W. Bryant, vice president; E. A. Loomer, vice president; G. W. Toft, cashier;



H. R. KIBBEE, JR.
Elected President

H. W. Fredine, assistant cashier. Mr. Toft was also made a director to fill the vacancy on the board of directors.

Other routine business was transacted at the meeting.

Assistant Cashier

Harold C. Seierson, formerly connected with the Bank of America at San Bernardino, California, has moved his family to Wessington, South Dakota, where he has been named assistant cashier of the Bank of Wessington.

114th Dividend

Directors of the Pierre National Bank, Pierre, South Dakota, have declared the 114th dividend since the bank was organized on September 1, 1889, it was announced by J. R. McKnight, president. During the first few years of existence an annual dividend was declared. A policy of declaring semi-annual dividends has been followed for more than fifty years, without interruption.

The dividend declared was a 5 per cent semi-annual dividend.

The bank's board of directors recently was increased by the addition of Carl T. Fischer, Ft. Pierre, and H. Varro Wegner and T. B. Roberts of Pierre to the membership. Bank officers and employes include J. R. McKnight, president; W. H. Burke, executive vice president; E. W. Stephens and Karl Goldsmith, vice presidents; C. B. Mateer, cashier; Royal Van Camp, assistant cashier; and Mrs. Fred Heck, Mrs. Richard Lindbloom, and Alma Pulles, clerks.

Sioux Falls News

A. BRAY, assistant cashier of the Northwest Security National Bank, was installed as recorder of Alpha Council No. 1, Royal and Select Masters, a Masonic organization.

Tony Westra, agricultural and livestock representative of the Northwest Security National Bank, discussed scientific developments in weed and insect control before the Kiwanis and Rotary clubs.

Frank E. Duffy, manager of the insurance department of the Union Savings Bank, spent two weeks taking a refresher course for reserve officers at Salina, Kansas.

Mrs. Marion A. Schryver, a former employe of the First National Bank and Trust Company, with which she was connected for 16 years, died at the age of 38. Her husband, a son, her parents and a brother survive.

The **First National Bank and Trust Company** of Sioux Falls and **C. J. Devine & Company, Inc.**, of Chicago, purchased school bonds amounting to \$600,000 on a low bid of 1.4 per cent interest, plus a \$360 premium, as bids were opened by the local board of education. The issue was authorized by Sioux Falls voters June 15th. It is to finance a new school building in the southwestern part of the city, and other improvements.

Lawrence J. Larson enjoyed a vacation from his duties as cashier of the National Bank of South Dakota.

John S. Hinman, assistant cashier of the Northwest Security National Bank, was appointed state vice president for South Dakota of the National Association of Bank Auditors and Comptrollers.

J. V. Lowe, vice president and cashier of Northwest Security National Bank, took a vacation trip to Winni-

peg, Canada, recently, accompanied by his family.

Employees and their families of the Sioux Falls, Madison, Dell Rapids and Brookings branches of the Northwest Security National Bank held their annual picnic at the Sioux Empire fairgrounds in Sioux Falls with about 175 in attendance. The Chamberlain and

Gregory branches held their joint picnic in American island, at Chamberlain, about 50 being present.

M. A. Brown, vice president and director of the Chamberlain branch of the Northwest Security National Bank, attended commencement exercises at Oxford university, Oxford, England, his son, **Gerald**, being a

member of this year's graduating class there. He expected to return around August 1st. Gerald Brown will re-enter the legal department of the Santa Fe railroad in Los Angeles. Father and son were both Rhodes scholars at Oxford.

C. A. Christopherson, chairman of the board of directors of the Union Savings Bank, was elected to a two-year term as director of the Minnehaha county chapter of the American Red Cross.—The End.

Chase National Bank

The statement of condition of the Chase National Bank for June 30, 1948, showed loans outstanding of \$1,461,069,553 (the largest total reported on any quarterly date in the past 17 years), compared with \$1,405,956,869 on March 31, 1948, and \$1,203,007,457 on June 30, 1947.

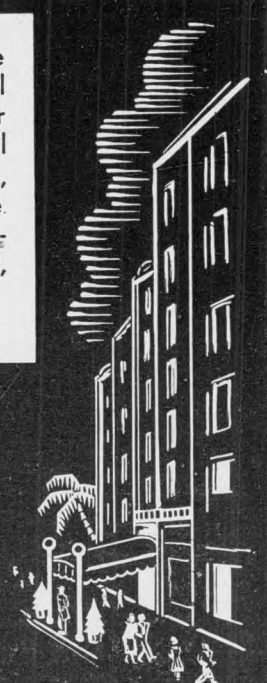
Total resources on June 30, 1948, were \$4,551,331,951, compared with \$4,675,876,955 on March 31, 1948, and \$4,814,277,130 on June 30, 1947. Deposits were \$4,154,808,627, compared with \$4,295,185,055 and \$4,445,081,221 on the respective dates.

Investments in United States government securities on June 30, 1948, were \$1,632,762,060, compared with \$1,725,368,801 and \$2,168,562,691 respectively. Cash in the bank's vault and on deposit with the Federal Reserve Bank and other banks was \$1,203,034,945, compared with \$1,267,487,348 and \$1,113,745,115.

On June 30, 1948, the capital of the bank was \$111,000,000 and the surplus \$154,000,000, both amounts unchanged in the past year. Undivided profits on June 30, 1948, were \$58,940,688, compared with \$57,399,074 on March 31, 1948, and \$52,316,584 on June 30th a year ago.

**5 MINUTES FROM DOWNTOWN
LOS ANGELES**

At the Chelsea, every guest room is a large outside room, with its own private bath. All are beautifully decorated and designed for comfort. A truly outstanding downtown hotel perfect for those who wish to be in mid-city, and yet prefer a quiet home-like atmosphere. The Chelsea is near—Radio Center, Huntington Library, Forest Lawn Memorial Park, China City, Movie Studios, Beaches.
Rates from \$3.00



**THE
CHELSEA
HOTEL**

504 SOUTH BONNIE BRAE

Safe Loans through WAREHOUSE RECEIPTS

Many of your customers have inventories which could provide the basis for sound, profitable loans, when secured by warehouse receipts of the St. Paul Terminal Warehouse Company.

CUSTOMER CONVENIENCE? *The inventories remain stored on your customers' premises. Your investigation is invited!*

St. Paul Terminal Warehouse Co.

ST. PAUL, MINNESOTA

Des Moines Office

515 Iowa-Des Moines
National Bank Building
T. C. CANNON
District Manager

— Other Offices —

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

Omaha Office

1105 First National
Bank Building
ELMER J. OTTESON
District Manager



ARNE A. GREGOR
President
Leeds

North Dakota NEWS



C. C. WATTAM
Secretary
Fargo

Elected Vice President

Mayor Fred Zerr of Napoleon has been elected a director and vice president of the Stock Growers Bank, Napoleon, North Dakota. Mr. Zerr, former local hardware store operator, is a large real estate owner.

Cashier George Heitmann also announces that the bank is dropping the words "In Napoleon" from the title. Henceforth the bank will be known as Stock Growers Bank, the original name of the institution. The words "In Napoleon" were used after the bank changed from a national to a state institution several years ago.

Heads LaMoure Bank

G. A. Klefstad of Forman has been elected vice president of the First State Bank of LaMoure, North Dakota, succeeding Paul Adams, who has resigned.

Mr. Klefstad is president of the Sargent County Bank at Forman, and is also interested in the Bank of Hazelton and the Stock Growers Bank at Napoleon. He is a state representative from Sargent county.

Mr. Adams, who will continue as vice president and a director, has been president of the LaMoure Bank since 1938 and has been active in the institution since 1906.

Mrs. Olive Adams, a long-time director, also resigned. C. H. Alin continues as cashier, with the office of assistant cashier to be filled later.

Chester R. Hodge

Chester R. Hodge, 72, who since 1933 has been connected with the land department of the Bank of North Dakota, died in Jamestown last month.

Mr. Hodge was postmaster in Jamestown for three years and has been connected with banking activities since he was a young man. Born in Jacksonville, Illinois, he moved to Jamestown with his parents in the early '80s.

Survivors are a nephew, L. M. McElroy, Jamestown, and a niece, Rose Jennings, Los Angeles.

Fargo National Control

Control of the Fargo, North Dakota,

National Bank, founded by Martin Hector in 1897 and held by the Hector family for more than half a century, has passed to others in a stock transaction just completed.

F. J. Carlisle, chairman of the board of directors, and Earl L. Shaw, president, said that approximately 1,000 shares of stock—about two-thirds of the total—had been transferred by the heirs of Martin Hector to a group of Fargo business and professional men, in addition to present officers and directors, all of whom have increased their stock holdings.

With the broadening of the stock ownership, officers said it is likely the board of directors will be increased from the present five members at a regular stockholders' meeting in January.

The board is composed of Mr. Carlisle, Mr. Shaw, W. F. Burnett, George W. Crowe and W. H. Toussaint. Other officers include: T. D. Hughes of Minneapolis, vice president; L. E. Smith, vice president and cashier, and W. R. Braseth and C. S. Miller, assistant cashiers.

Previous owners of the stock now going to new owners are Mrs. Fred Hector, Mrs. Minnie Hector Smith, both of Fargo, and Mrs. W. H. McGill (Evelyn Hector) of Winchester, Massachusetts.

With the latest transaction, ownership of the bank is divided among more than two score stockholders, the officers said.

The Fargo National has footings of nearly \$10 millions, its statement of June 30 shows. Par value of capital stock is \$150,000, surplus \$200,000 and undivided profits \$81,778. Deposits total \$9,225,945.

The Fargo National has been in business on its present site at 52 Broadway since organization. The present building was erected in 1907, with an addition being recently completed. The original bank building was destroyed by fire.

Honored at Dinner

Ernest W. Hauser, who 25 years ago entered the employ of the James River National Bank, Jamestown, North Da-

kota, was honor guest at a dinner party recently.

P. J. Schirber, bank president, was toastmaster. Mr. Hauser was presented with a gift from the group with Mr. Schirber making the presentation.

Covers were laid for 25. The evening was spent informally. Mr. Hauser was first a clerk in 1923 and then a bookkeeper and teller. He was promoted to be assistant cashier and in 1943 to cashier.

M. L. Dryburgh

Death after an illness of several weeks ended the career of a prominent Grand Forks, North Dakota, investment firm head, and Fordville's first banker, M. L. Dryburgh.

Eorn in Kininmouth, Scotland, Mr. Dryburgh, came from his native land to Grand Forks in 1901, and became connected with the Birkholtz Co. in 1903. In 1905, when the town of Medford, now Fordville, North Dakota, was started, he came to Fordville and until 1911 was cashier in charge of the First State Bank. Resigning his position with the First State Bank in 1911, he organized the Farmers and Merchants Bank and was in charge there until in 1920 he sold his interests in that institution to the late C. C. Jacobson and P. B. Peterson, returning to Grand Forks.

Successful Year

The Graduate School of Banking of the American Bankers Association last month brought to a close its fourteenth annual summer resident session in colorful exercises when 244 bank officer students from 106 cities and towns in 33 states were graduated in what was the twelfth annual commencement of the school, which opened its doors for the first time in June, 1935, and graduated its first class in June, 1937. Diplomas were presented by Loring L. Gelbach, chairman of the board of regents of The Graduate School of Banking, president of the Central National Bank of Cleveland, Cleveland, Ohio, who urged upon the graduates "the development of such curiosity that shall recognize all that Victor Hugo meant when he said 'nothing is more mysterious than a key for one who does not know what it will unlock.'"

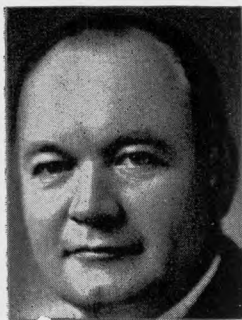
The Richard W. Hill Award, given each year to the oldest member of the graduating class, was awarded at commencement to Thomas H. Leahy, first vice president of Peoples Bank, Canton, Ohio. This is an achievement award, the aim of which is to encourage older bank officers to continue their education through the study courses of The Graduate School of Banking.

*FOR 92 YEARS
SOUND BANKING SERVICE*



The
UNITED STATES
National BANK of Omaha

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



J. O. PECK
President
Columbus

Nebraska NEWS

CARL G. SWANSON
Secretary
Omaha



Second Clinic a Success

ECHOES of the second Nebraska Bankers' Clinic had not died out yet last month when Clinic Chairman John Van Auken was requested to reserve dates at Doane College in Crete again for the third clinic, to be held there in June, 1949.

The registration of 182 at this year's clinic as compared with 115 the first year, an increase of 37 per cent, is ample evidence of the value placed on the three-day school by Nebraska bankers. With a similar show of enthusiasm next year, the registration will pass the 200 mark easily.

An impressive array of speakers appeared at the several sessions to give new and improved ideas for better bank management. Leading off was Otto Kotouc, Jr., vice president, Home State Bank, Humboldt, who discussed many of the legal phases of banking, including the Community Property Law.

Robert Lindquist, president, Financial Public Relations Association and vice president, La Salle National, Chicago, told the bankers that good public relations begins with employes in the bank, then went on to cover the field of bank public relations.

Trude D. Morse, president, Doane

Agricultural Service, gave a comprehensive explanation of the over-all agricultural picture; A. L. Jorgenson, president, The American National Bank, Sidney, discussed loans now used by banks, and Joe Johnson, RFC, Omaha, told about the new secondary market for G. I. loans.

Herbert V. Prochnow, vice president, First National Bank, Chicago, was guest speaker at the evening program. Mr. Prochnow reviewed the importance of world trade, pointing out how many European countries collapsed when their foreign trade and importing trade collapsed.

An interesting part of the clinic was Harold Deitemeyer's discussion of the association's bank management committee report. Mr. Deitemeyer is cashier of the First National Bank, Beatrice, and chairman of the above committee. The printed report covering a survey of Nebraska banks in various deposit groups was distributed for study by students at the clinic.

Don Cunningham, Sioux City, reviewed live stock lines of credit, drawing on his own personal background of experience in markets and marketing of livestock.

Nebraska Senator Hugh Butler was

unable to appear on the program because of illness. Governor Val Peterson was a concluding speaker, touching on the subject of soil conservation and urging banker support of the Pick-Sloan plan for middle west states.

Increase Kimball Capital

Directors of the American National Bank of Kimball, Nebraska, increased the surplus account from \$50,000 to \$75,000 at their last regular July meeting, according to an announcement by J. I. Christiansen, president.

Total capital, surplus and undivided profits now are over \$170,000, as of this date.

H. L. Wendland

Funeral services for H. L. Wendland, 57, of Bellevue, Nebraska, were held at Minden last month. Mr. Wendland at one time was cashier of the First National Bank of Minden and the bank at Plymouth.

Erect New Bank

The recently constructed Citizens Bank in Haddam, Nebraska, was open for inspection last month. The former bank, built in 1887, was torn down and the new building was erected on the same site.

R. S. Wilfley, formerly of Fairbury, directed planning and construction operations. He is the bank's executive vice president.

With Beatrice Bank

Joe Fuhr, who holds degrees from the University of Nebraska colleges of agriculture and business administration, has joined the staff of the Beatrice State Bank, Beatrice, Nebraska, as that bank's second agricultural consultant. A veteran, he is a native of Spencer, Nebraska.

Students and faculty of the Nebraska Bankers Association's second annual Bankers Clinic are shown below as they assembled on the lawn of Doane College, Crete, Nebraska, where classes were held.





EDWIN N. VAN HORNE, president of the Federal Land Bank of Omaha, will be the general chairman of the 1948 Omaha Community Chest campaign this fall.

Mr. Van Horne is a director of the Union Stock Yards Company of Omaha, a former member of the board of directors of the Omaha Chamber of Commerce, and immediate past treasurer of the Omaha Chamber. He served on the board of the United War and Community Fund. He was associate chairman of the Chest campaign last year.

His appointment was announced by **V. J. Skutt**, insurance executive, who is president of the Omaha Chest.

Gould Dietz, 80, Omaha civic and business leader, pioneer aviation enthusiast and a director of the Omaha National Bank, who died recently, left an estate valued at more than \$210,000. Most of the estate was willed to nieces, nephews, great-nieces and great-nephews. Under an agreement, he and his second wife, the former Alice Andreesen Kountze, maintained separate property.

Much of the estate is made up of stock in the Gould Dietz Investment Corporation and the Rivett Lumber and Coal Company of Omaha.

Mr. Dietz died at Lake Minnetonka, Minnesota, at the home of a niece, while he was attending the convention of the National Aeronautical Association. Mr. Dietz was widely-known

both in the United States and abroad and was acquainted with many of the world's notables. He often was host to celebrities at his suite in the Fontenelle Hotel. His collection of famous autographs was one of his most valued possessions.

Omaha business is mending after the 10-week packing house strike.

That was shown in the report of the condition of Omaha banks in response to the call from the Comptroller of Currency as of June 30th.

Deposits were \$10,565,032 higher than at the time of the April 12th bank call, although loans dropped \$35,884.

Three banks showed drops in deposits since April. Four reported drops in loans.

Figures reported by individual banks for June 30th:

	Deposits	Loans
Omaha National	\$129,918,236	\$26,795,737
First National	78,650,287	19,211,916
United States National	67,363,408	13,966,297
Live Stock National	57,625,102	20,149,371
Stock Yards National	23,009,078	4,242,169
Packers National	9,678,517	1,949,337
Douglas County Bank	8,247,971	1,622,637
North Side Bank	5,215,676	1,289,194
South Omaha Savings Bk.	2,194,698	1,658,939
Totals	\$381,902,973	\$90,885,597

Twenty-seven veteran officers and employees of the First National Bank of Omaha were honored at a luncheon recently at the Omaha Athletic Club. They have been with the bank 25 years or longer. **President Fred W. Thomas** of the bank presented watches to the honor guests.

Heading the list were **T. L. Davis**,

chairman of the board, 44 years; **O. H. Holmquist**, assistant cashier, 42 years; **R. L. Swanson**, assistant cashier, 41 years, and **Frances Stem**, teller in the women's department, 39 years.

Greenway & Company, Omaha investment bankers, announced recently the promotion to the sales staff of **Mrs. Vina P. Aitken**. Mrs. Aitken formerly was with the bond department of an Omaha bank. She has been associated with the Greenway Company for some time in various positions.

Charles W. Mead has been elected vice president of the Douglas County Chapter of the Red Cross.

The Omaha National Bank is completing the air-conditioning of the main banking rooms, savings department, safe deposit vaults, women's department and trust department. The project is part of the bank's present construction and remodeling program.

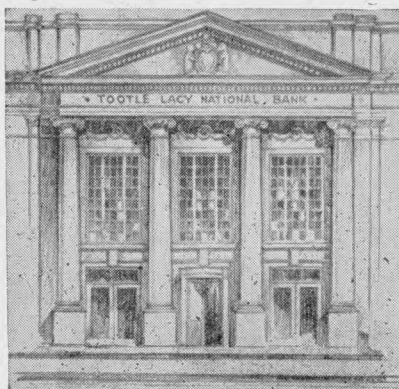
John Lauritzen, assistant vice president of the First National Bank of Omaha, has been installed as president of the Omaha Lions Club. He succeeds **Donald W. Lyle**, insurance man. **W. Leroy Wilcox** is first vice president, and **John T. Brownlee** is treasurer.

With many Iowa banks reportedly in favor of a five-day business week, Nebraska banks soon may act on the question.

At present, most Nebraska banks are open six days a week.

Quentin K. Deaver, native Omahan who is manager of the National City Bank's branch at Montevideo, Uruguay, has been visiting in Omaha. He was the guest of **Dale Clark**, president of the Omaha National Bank, at a luncheon.

Mr. Deaver, a resident of South America 22 years, was being "paid back" for hospitality shown by him



IN ST. JOSEPH
No Other Bank Gives You
MORE* for YOUR MONEY
Than the

TOOTLE-LACY

MILTON TOOTLE
PRESIDENT

FRED T. BURRI
CASHIER

R. E. WALES
VICE PRESIDENT

last year when an Omaha trade group visited South America. He headed the group that entertained the Omahans in Montevideo.

At the meeting with those Omahans who made the trip, it developed that Mr. Deaver, the South American resident, was the only native Omahan among those present.

The **Live Stock National Bank** of Omaha held its annual picnic for employees and their families last month. After a sumptuous chicken dinner with all the trimmings, games and contests were held—also a movie.

Mr. and Mrs. J. Francis McDermott have returned after a 10-day stay at Portsmouth, New Hampshire. Mr. McDermott is vice president of the First National Bank of Omaha. They accompanied Governor and Mrs. Val Peterson of Nebraska to the annual Governors' Conference.

Edward E. Ruzicka, clerk at the Federal Reserve Bank of Kansas City, Omaha Branch, died recently at an Omaha hospital. His wife and his mother survive.

Richard H. Mallory, vice president of the United States National Bank of Omaha and president of Omaha's Downtown Kiwanis Club, was one of those who conferred an "admiralcy" in the "Nebraska Navy" on **Dr. Charles W. Armstrong**, past International Kiwanis president, when the latter stopped in Omaha recently. He was on his way home from the Kiwanis convention in Los Angeles. Mr. Armstrong lives at Salisbury, North Carolina.

J. Cliff Rahel, Omaha investment banker, was chairman of the banking and investment division of the Security Loan Drive in Omaha and Douglas County. Mr. Rahel is first vice president of the Wachob-Bender Corporation.

He was assisted by **James F. McCloud**, secretary-treasurer of Kirkpatrick-Pettis Company, and **Manning E. Handler**, vice president of Stern Brothers & Company.

Herbert Meile, veteran Omaha banker, has been installed as president of the Benson Lions Club. He received the president's lapel pin from Past President **Earl Schroer**, with District governor **George Pratt** as installing officer.

Mr. Meile is vice president of the Douglas County Bank of Omaha, in suburban Benson.

The Curtis (Neb.) State Bank is paying a fourth 10 per cent dividend, the final distribution, **R. G. Taylor**, trustee for depositors, announced.

The engagement of **Miss Jean Pettis**, daughter of **Mr. and Mrs. Donald Pettis** of Omaha, to **Donald McDonald** of Philadelphia, formerly of Omaha and son of Mrs. Alan McDonald and the late Mr. McDonald, Omaha architect, was announced recently. The bride-to-be's father is an Omaha investment banker. She attended Brownell Hall at Omaha and Wellesley College and is a member of the Omaha Junior League.

Omaha civic clubs contributed more than \$2,500,000 toward the Omaha and Douglas County quota in the Security Loan Drive, according to **W. Dean Vogel**, chairman of the Community Service Club Division of the drive. Mr. Vogel is vice president of the Live Stock National Bank.

Walter V. Raynor, formerly associated with **John M. Douglas, Inc.**, Omaha investment banking firm, has opened his own office at 1219 First National Bank Building in Omaha. Mr. Raynor will conduct a general investment banking business.

John F. Davis, vice president of the

First National Bank of Omaha, has sold his suburban residence at 9015 Hickory Street to Bernard J. Boyle. Mr. and Mrs. Davis are moving to a home at 607 North Sixty-fifth Street which they bought from Dr. Eugene Simmons.

Sell Bank Building

The Stephens National Bank Building, Fremont, Nebraska, has been sold to the Hainelli Building Corporation of Omaha.

Recent owner was the Stephens Building Corporation, whose top officials live in Omaha.

Consideration was approximately \$45,500, according to revenue stamps on the deed which was filed in the register of deeds office. The deed showed that on July 1st, there was a mortgage totaling \$73,066.37 on the property.

The building was erected in 1914. It was owned by the Union National Bank up to 1936 when it was bought by S. S. Sidner, C. J. Malmsten and Eugene Diers. In 1947, Sidner, Malmsten, Eugene D. and Walter C. Diers (who got their father's interest when he died) sold out to the Stephens Building Corporation.

Besides the Stephens National Bank located on the ground floor, there are professional offices in the building.

Fills In at Malmo

J. Fred Peters, former head of the Citizens National Bank, Ashland, Nebraska, has been helping out at the Bank of Malmo as manager of the bank until appointment of a new cashier can be made. Cashier Gus Houfek was forced to resign because of illness, and Mr. Peters, who had just disposed of his Ashland bank interests, filled in at Malmo temporarily.

Mr. Peters, a former state banking director, has moved to Lincoln.

Moves to Hardy

Mr. and Mrs. Jack Heasty of Fairbury have purchased stock in the

*MORE personal service — *MORE types of service — *MORE
friendliness — *MORE people who are interested in you.

NATIONAL BANK ST. JOSEPH, MO.

GRAHAM G. LACY
CH. OF THE BOARD

E. H. SCHOPP
ASST. CASHIER

E. L. CRUME
ASST. CASHIER

Member Federal Deposit
Insurance Corporation

Northwestern Banker, August, 1948

Hardy State Bank, Hardy, Nebraska, and have moved to Hardy where Mr. Heasty has been elected assistant cashier. Eugene Aurland of Hardy will be president of the bank. Fred Murphy is cashier. Most of the stock will be locally owned. The Heastys have been connected with the First National Bank of Fairbury for several years.

15th Anniversary in Blair

The Washington County Bank marked its 15th anniversary in Blair, Nebraska, last month. In 1933 the bank was moved from Kennard to Blair. George T. Hedelund, president, revealed that when the bank opened for business 15 years ago in Blair, there were only 351 depositors. Since then the number has grown to 2,670 and deposits have increased from \$148,720 to \$4,139,787.

Federal Report

Reporting on the experience of the Federal Savings and Loan Insurance Corporation in its insuring function, William H. Husband, general manager of the corporation, announced that FS&LIC has not been called on for aid to any insured savings and loan association in more than four years.

In a statement reflecting activities of the Insurance Corporation up to the fiscal year-end on June 30th he also reported that no insured association has been placed in liquidation by supervising authorities since 1941.

"Although favorable business conditions of course have played a large part in this record of savings and home financing institutions throughout the nation in recent years, we should not overlook the performance of associations in building up their reserves," said Mr. Husband. "Since 1941 they have increased their com-

bined reserves from \$181,000,000 to \$585,000,000, a rate substantially above the rate of rise in their total assets."

Established by Congress in 1934, the Federal Savings and Loan Insurance Corporation now insures the savings of nearly six million persons, up to \$5,000, in 2,566 savings and loan and similar home finance institutions, he said.

Dividend

Directors of California Bank have declared the regular quarterly dividend of 50 cents per share, payable August 2nd to shareholders of record July 20th.

Publishes Book

"How to Guard Against Loss Through Error, Negligence or Fraud" is a 16-page booklet just published by Cummins Business Machines Corporation, Chicago.

As the title indicates, the booklet discusses losses in business and suggests ways of preventing many of these losses. It contains ideas that will be of interest to practically every business man—auditors and controllers, as well as other executives. Printed in two colors, this booklet is clearly illustrated to show how controls can be strengthened to guard against fraud or other losses.

It will be sent free of charge, without obligation, upon receipt of a request.

Empire Trust Director

The election of John Thomas Cahill to the board of directors of Empire Trust Company, New York, was announced by Henry C. Brunie, president of the bank.

Mr. Cahill was admitted to the New York Bar in 1928; served as second assistant attorney general of New York from 1931 to 1933; special assistant to district attorney, New York county, 1936-1937; United States attor-



In Lincoln—The Continental—

A range of service
particularly adapted to
the every-day needs of
Correspondent Banks

The
CONTINENTAL NATIONAL
BANK
of
LINCOLN



Member Federal Deposit Insurance Corporation

First National Bank of Omaha

Oldest National Bank From Omaha West

Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1948

ney for the southern district of New York from 1939 to 1941, and at present is a partner of Cahill, Gordon, Zachry & Reindel. He is a graduate of Columbia College, 1924, and Harvard Law School, 1927.

With Irving Trust

Irving Trust Company announces the election of Earl S. MacNeill as an assistant vice president. He is joining the company's personal trust division to specialize in estate planning.

A member of the New York Bar, Mr. MacNeill was trust officer of The



EARL S. MacNEILL
Assistant Vice President

Continental Bank & Trust Company of New York, which was recently acquired by the Chemical Bank & Trust Company. He has been well-known for the past 20 years as a trust officer and attorney.

Currently Mr. MacNeill is president of the New York Financial Advertisers and previously has been chairman of the trust development section of the parent national organization, Financial Public Relations Association.

Retires

Daniel J. Murphy retired last month as vice president of the Crocker First National Bank of San Francisco after serving the institution for 44 years. He will, however, continue as a member of the executive committee and the board of directors of the bank.

Mr. Murphy will also continue to

manage the various interests of the Crocker family as vice president of the Provident Securities Company and the Crocker Investment Company, positions which he has held for many years. He will also continue his membership on the boards of directors of a number of San Francisco industrial companies.

Trust Officer

Donald S. Jones was elected assistant trust officer of the La Salle National Bank, Chicago, by the bank's board of directors at a recent meeting. Mr. Jones will continue in the investment division of the trust department.

G. Lyle Fischer

G. Lyle Fischer, second vice president of The Northern Trust Company, Chicago, died suddenly last month from a heart attack in his home in Glencoe. He was 50 years old.

Surviving are his wife, Mrs. Anne Clark, and two sons, John Lyle and Thomas Clark.

Mr. Fischer was born at Kewanee, Illinois, on August 23, 1897. He was graduated from the Kewanee High School in 1915 and from Harvard in 1920. Before joining The Northern Trust Company in October, 1932, he served five years as assistant cashier in the Savings Bank of Kewanee and for five years as assistant vice president in the Central Republic Savings Bank and Trust Company in Chicago.

Norman N. Feltes

Norman N. Feltes, vice president of the Harris Trust and Savings Bank, Chicago, died last month in Evanston Hospital at the age of 44. A graduate of Norte Dame University and Harvard University Business School, he joined the bank as a clerk in 1927. He was elected a vice president in 1944.

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

OFFICERS

G. E. PORTER
Chairman of the Board

J. A. GREENFIELD
President

T. J. McCULLOUGH
Vice-President

M. E. BLANCHARD
Cashier

LOUIS J. KOMER
Asst. Cashier

H. H. BROADHEAD, JR.
Asst. Cashier

The Live Stock Industry

and its problems are of special interest to us. Our officers are specialists in livestock financing and other stock yards business.

Let us put this specialized knowledge to work for you through a correspondent connection with the "Only Bank in the Yards."

First St. Joseph STOCK YARDS BANK

South St. Joseph, Mo.

"ONLY BANK IN THE YARDS"

Member Federal Deposit Insurance Corporation

Did you know that this company pioneered in putting Bank Insurance on a scientific basis and forcing rate reductions? Ask us about our counseling service.

Scarborough & Company

Insurance Counselors to Banks

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 4325

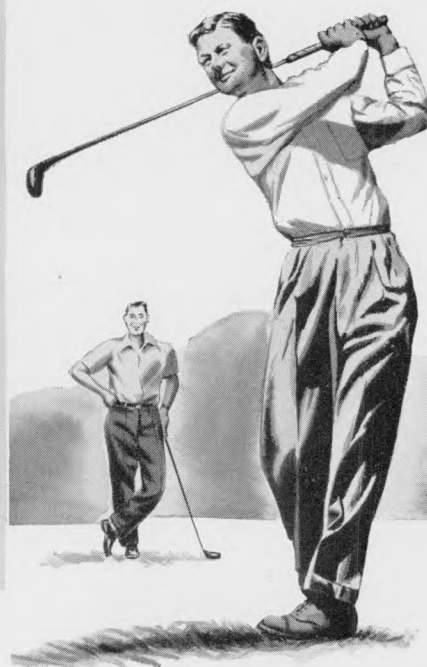
Northwestern Banker, August, 1948

A NOTE ABOUT YOUR BANK OF FRIENDLY SERVICE, WHERE —

BANKER'S HOURS

GIVE WAY TO

"BANKING" HOURS



There's an old joke about "Banker's Hours"—about the easy-going bankers who quit at two for the golf course. Every banker knows, of course, that a great amount of work is necessary before ten and after two just preparing to serve customers.

At your Bank of Friendly Service, "Banking Hours" mean even more. Even after 5 o'clock, part of our staff is on duty to provide correspondent banks with 24-Hour Transit Service, an important part of our complete correspondent facilities. At any hour, too, our trained staff of officer-specialists is on call to give quick, personal service on your particular correspondent banking assignments.

We believe this schedule of "Banking Hours" is necessary in order to give us a complete knowledge of your needs and an ability to serve you fully and well. The confidence of more than 400 local banks we now serve warrants, we believe, an invitation to you to make Live Stock National, of Omaha, your correspondent bank.

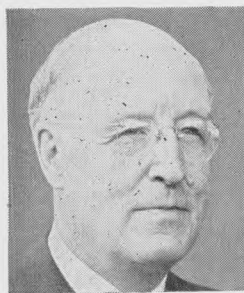
LIVE STOCK *National* BANK

OMAHA, NEBRASKA

THE BANK OF FRIENDLY 24-HOUR SERVICE

Member of Federal Reserve and Federal Deposit Insurance Corporation

Northwestern Banker, August, 1948



W. W. BLASIER
President
Jesup

Iowa NEWS



FRANK WARNER
Secretary
Des Moines

Bechtel Sells Holdings

George M. Bechtel, prominent investment and commercial banker in Iowa for 57 years, has sold his controlling interest in the First Trust and Savings Bank of Davenport to five Davenport business men. They are Charles Shuler, Otto Nobis, Leo Capen, Walter W. Paul and Wayne G. Cook. The first four men will be on the board of directors, while Mr. Cook becomes general counsel for the bank.

Mr. Bechtel had retired from the First Trust presidency in January, 1947, at which time he was succeeded by his son, Harold R. Bechtel, who is now head of the bank. No other changes in the staff are contemplated.

Mr. Bechtel began his financial career in 1891 at the age of 23, when he went into the investment business for himself. His success in this business became widely known, especially his reputation for a keen understanding of municipal bonds and the city legal structure behind them. The Bechtel Trust Company was formed in 1927, being reorganized into the First Trust and Savings Bank in 1935 with the elder Bechtel as president. This institution now has approximately \$9,000,000 in deposits, with capital, surplus and profits totaling \$500,000.

Named Assistant Cashier

Rolfe O. Wagner, president, Ankeny State Bank, Ankeny, Iowa, has announced the election of Noel J. Liechty as assistant cashier.

Mr. Liechty received his grade and high school education in the Ankeny schools and is a graduate of the State University of Iowa. He served three years in the U. S. Army during World War II and has been employed in Texas since his discharge.

Otto Schmitt

Otto Schmitt, 74, vice president of the Maynard Savings Bank at Maynard, Iowa, died last month. He is survived by his wife, a son, three daughters, nine grandchildren, two brothers and four sisters.

Sioux City Changes

R. R. Brubacher, president of the Toy National Bank and the Farmers

Loan and Trust Company of Sioux City, announced several promotions and a capital account addition following annual meetings of the two institutions last month.

Henry K. Larsen was elected assistant cashier and will be assistant manager of the Toy National's personal loan department. He replaces John Gordon, who now is acting as cashier of the First Trust and Savings Bank at Alta. Mr. Larsen has been with the bank since 1930, serving three and one-half years in the armed forces.

J. William Van Dyke and Carleton C. Van Dyke, formerly assistant cashiers of the Toy National Bank, were elected assistant vice presidents. The former has been with the Toy National since 1934, the latter since 1938.

E. H. Spiecker has been advanced from the office of secretary to that of vice president of the Farmers Loan and Trust Company, his former position now being occupied by U. H. Bunkers. A. J. McGowan was elected treasurer. Mr. Brubacher was re-elected president; E. A. Hoffman, J. William and Carleton C. Van Dyke were renamed vice presidents, and Miss Lillian Galvin was re-elected assistant secretary and treasurer.

At the Toy National's annual meeting directors added \$100,000 to the surplus account, providing the bank with total capital and surplus of \$1,000,000.

Joins Oskaloosa Bank

C. Cannon Helscher of Sigourney, Iowa, became associated with the Iowa Trust and Savings Bank in Oskaloosa last month, in the capacity of teller, and it is reported he will become assistant cashier within the next few months.

Mr. Helscher was born in Sigourney, where his father is president of the Keokuk County State Bank. He was graduated from the Sigourney High Schools, and received his bachelor of arts degree from Coe College in Cedar Rapids in 1940.

After working for a year as teller at the Guaranty Bank and Trust Company in Cedar Rapids, he entered the U. S. Air Force and spent four and one-half years in the service, including 20 months in the Southwest Pacific

theater of operations. He attained the rank of major.

Mr. Helscher was employed in the accounting division of the Maytag Company at Newton from the time of his discharge until last February. He was graduated recently in a class of 500 from the air command and staff school at the Maxwell Air Base in Alabama.

New President at Glenwood

Clyde Rhoads was elected president of the Glenwood State Bank of Glenwood, Iowa, at the annual meeting of stockholders last month, to succeed Rudolph Hopp, who resigned because of ill health. Mr. Rhoads had been vice president of the bank.

Cashier Leonard Dean was re-elected to that position in addition to being named vice president, succeeding Mr. Rhoads. Morris Moore and Francis Wilson were re-elected assistant cashiers.

Mr. Rhoads has been with the Glenwood State Bank since 1912, when he became cashier. Later he was elected vice president following the death of C. E. Dean.

Increase Surplus Account

At a recent meeting of the board of directors of the Sac City State Bank, Sac City, Iowa, the bank transferred \$50,000 from its undivided profit account to surplus. At the end of June the capital structure of the bank stood at capital \$50,000, surplus \$100,000, and undivided profits \$53,000.

Elect New Vice President

E. H. Parker has been elected vice president and James G. Armstrong has been elected director of the Farmers State Bank of Jesup, Iowa. These elections took place following the recent death of Vice President and Director Charles Frush. W. W. Plaisier, president of the Iowa Bankers Association, continues as president of the Farmers State Bank.

Mr. Armstrong recently was successful in the primary election as a candidate for state representative from Black Hawk county and has large farming interests near Jesup where he expects to maintain his home in the near future.

Two Changes at Rippey

Two officer changes were made at Rippey Savings Bank, Rippey, Iowa, last month when Dwight M. Crumley became executive vice president and H. A. Norgren succeeded him as cashier. Mr. Norgren previously had been assistant cashier. In another change, to fill a board vacancy created by the recent death of John Fouch, Mr. Norgren was named to the directorate.

Mr. Fouch had served as a director for 22 years and had been vice president, his death necessitating the changes in the official staff.

E. E. Kupfer continues as president. Directors, in addition to Mr. Kupfer, Mr. Crumley and Mr. Norgren, are C. A. Lofstedt and T. P. Gannon.

H. W. Meyerhoff

H. William Meyerhoff, 91, pioneer and early settler of Bremer county, died at his home in Readlyn, Iowa, last month after a long life of work and service to the community in which he had lived most of his life. Mr. Meyerhoff had been a director of the

Readlyn Savings Bank for 44 years, 34 in the capacity of president and the last 10 as honorary chairman of the board. Mr. Meyerhoff continued active participation in church, community and public office affairs until several years ago.

His son, August F. Meyerhoff, is president of the Readlyn Savings Bank.

Annual Meeting in Radcliffe

Stockholders of the Security State Bank of Radcliffe, Iowa, last month elected directors at their annual meeting as follows: Carroll Drake, Rachael Drake, A. C. Kramer, William Shafer and Otis Wierson. F. C. Varnum, a

director of the Security State Bank for the past 26 years and a prominent landowner and livestock feeder, died at his home several weeks ago.

Directors re-elected Mr. Drake president, Rachael Drake as vice president, James W. Ryan as cashier and John L. Erbes as assistant cashier.

Junior Bankers Meet

The Council of the Iowa Junior Bankers Association was scheduled to meet at the Des Moines Club in Des Moines August 7th, to consider backing an expanded American Institute of Banking program in Iowa. President Clarence D. Clausen, assistant cashier, Citizens National Bank, Boone, was to call the meeting to order at 2:00 p. m. The business meeting was to continue through the afternoon, followed by a dinner at the club. Guests of the Junior Bankers Association were to include officers of the A.I.B., plus officers of the Des Moines A.I.B. chapter, along with Iowa Banking Superintendent N. P. Black and Christian Ries, Federal Reserve Bank of Minneapolis, and an A.I.B. national officer.

Open Drive-In Window

The new drive-in deposit window of the Peoples Savings Bank in Waterloo, Iowa, was opened last month for use by bank customers. The window is located in the rear of the bank, allowing patrons to speed up deposit service and eliminate a parking problem around the bank. Radio equipment aids in contact between the depositor and teller, with the latter being protected by heavy shatterproof glass and bulletproof steel plating.

Ben J. Baumgartner

Ben J. Baumgartner, 56, cashier of the Elgin State Bank at Elgin, Iowa, died last month after suffering a heart attack. Mr. Baumgartner had been president of the northeast Iowa district bankers association and for four years was county chairman of the U. S. Savings Bond drives.

He is survived by his wife and one daughter.

Double Capital

Stockholders of the Farmers Savings Bank of Danbury, Iowa, last month voted to transfer \$25,000 from surplus and undivided profits to the capital account, thus providing that bank with total capital of \$50,000. The Farmers Savings Bank earlier in the month had marked its 17th banking anniversary, the institution having been founded in 1931 by Charles F. Seibold, who is still president; F. W. Kemp, the bank's first and only cashier, and several other stockholders.

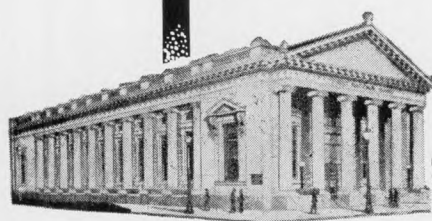
★ ★ ★

One Purpose

One purpose underlies all dealings of the First National Bank with its correspondents to make the relationship of mutual advantage to BOTH institutions. The effectiveness of this strategy is shown in the fact that so many banks in the midwest area already use First National Bank correspondent service in Sioux City.

Your account, too, will be welcome!

A. G. SAM, President	
J. T. Grant, Vice President	H. H. Strifert, Assistant Cashier
J. R. Graning, Cashier	K. J. Shannon, Assistant Cashier
E. A. Johnson, Assistant Cashier	W. L. Temple, Assistant Cashier
J. Ford Wheeler, Auditor	



First

NATIONAL BANK

in SIOUX CITY

MEMBER FEDERAL RESERVE SYSTEM
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

★ ★ ★



Your Feeder depositors will appreciate this service

Over three quarters of a century's experience has proved to us the value of speedy transmission of proceeds from the sale of live stock in Chicago. The Stock Yards postoffice is just across the street and we mail you the advice of credit on the day of receipt.

To give your depositors the advantage of this fast service, ask them to instruct their Chicago commission men to route the money through this bank. We shall be pleased to send you instruction cards.

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

ESTABLISHED 1868

UNION STOCK YARDS



Member Federal Deposit Insurance Corporation

Northwestern Banker, August, 1943

With Clutier Bank

Charles A. Grover became cashier of the Clutier State Bank at Clutier, Iowa, last month, filling the position left vacant by the recent death of A. H. Fischer.

Mr. Grover has been assistant cashier of the Rowley Savings Bank, Rowley.

Moves to Indianola

William Buxton, III, president of the Peoples Trust and Savings Bank in Indianola, Iowa, has announced the election of Andrew H. Agena as assistant cashier. Mr. Agena has been assistant cashier of the State Savings Bank at Baxter the past two and one-half years. He succeeds Guy Risinger,

vice president, who resigned to accept a position with an insurance firm.

Honor Woman Employee

Miss Marie Hayes, assistant cashier of the State Central Savings Bank of Keokuk, Iowa, was recently honored by officers and staff members at a dinner in recognition of her 35 years of service to the bank. Miss Hayes began working in the bank in 1913. She was presented with a beautiful wrist watch by President W. A. Logan and 35 roses by Fritz Breitenstein.

B. F. Kauffman

Iowa lost one of its most respected and well-liked bankers last month when B. F. Kauffman, 73, chairman of the board of the Bankers Trust Company, Des Moines, died in a Des Moines hospital. Mr. Kauffman had been in failing health several weeks prior to his death.

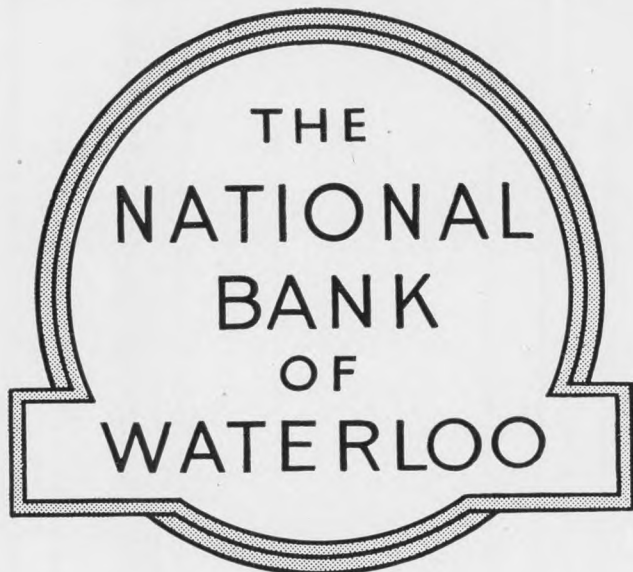
Mr. Kauffman was founder of the Bankers Trust Company, serving 30 years as its president, from the opening date on May 31, 1917, to May 31, 1947, when he became chairman of the board.



B. F. KAUFFMAN
1874-1948

His business career began in 1895 when he joined the old Des Moines Savings Bank after attending Iowa Wesleyan University and Amherst College. In 1898 he was an organizer of the insurance firm of Witmer & Kauffman (now Witmer, Kauffman, Evans Insurance Agency), handling insurance, real estate and real estate loans. In 1917 he organized the Bankers Trust Company. Prior to this time he had been a director of the Iowa National Bank before it merged with the Des Moines National Bank.

MARQUETTE *National* **BANK**
OF MINNEAPOLIS
"THE STRONG FRIEND OF THE INDEPENDENT BANKER"
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



HEADQUARTERS
NORTHEASTERN
IOWA BANKERS

Prompt, efficient, and complete
banking facilities make this
bank your logical choice for
Northeastern Iowa business.

Member . . . Federal Deposit Insurance Corporation
Federal Reserve System

Northwestern Banker, August, 1948

In 1933 Mr. Kauffman was elected president of the Iowa Bankers Association. During the depression days he was called upon to serve as chairman of a special credit committee of the Iowa Association, and was vice-chairman of the Iowa loan committee of the RFC. He also served as a member of the Iowa State Banking board and was very active in Des Moines civic and charitable affairs.

Mr. Kauffman's keen judgment and reputation for fair play were well known outside the banking field. For many years he was prevailed upon to arbitrate disputes between labor and management groups, his ability to bring these men together on common ground gaining for him a widespread reputation as a labor-management conciliator.

B. F. Kauffman was born in Des Moines December 8, 1874, receiving his elementary and high school education here. He was married in 1910 to Mell Howell who survives him. A daughter, Mrs. E. T. Meredith, Jr., Des Moines, and two sons, John Howell Kauffman, Eustis, Iowa, and Ray F. Kauffman, Des Moines, also survive.

TOURING THE WEST

(Continued from page 15)

Although an occasional deer came into sight along the mountain highways, it was in the fine grazing land south of Raton, New Mexico, that we saw a herd of deer that had come down from the mountains to graze with the cattle.

On Donner pass, at an elevation of 7,000 feet, it was a thrill to encounter a beautiful pasture where more than 200 cows were grazing—and each wearing a cowbell “so she shall have music wherever she goes.”

Encountering 2,000 head of sheep coming down from the Red Feather Lake district into the narrow road of Poudre Canon, it was interesting to observe how two shepherders and one sheep dog maneuvered the sheep to allow traffic to pass through.

In Los Angeles, we were royally entertained by a cousin, Virgil Davidson, and his charming wife, Virginia. Virgil, a native of Lenox, Iowa, opened a wholesale meat company in Los Angeles in 1932, and now has branches in

Kansas City, Chicago, and New York, and employs 110 people. We shared his box at the races at lovely Hollywood Racetrack. Later, as guests of the Davidsons, we dined at Chassens, noted Beverly Hills restaurant, a favorite eating spot for the movie people. Our children were entranced by the notables there, including Louis Hayward and Bonita Granville at the adjoining table.

The Grand Canyon, on a clear day when you can appreciate the length and depth and color of a spectacle that is so awe-inspiring you are afraid to look at it and which no person would ever dare to describe, is No. 1 on my

list of the seven wonders of the world.

While the American tourists were taking pictures of the Canyon and their friends and relatives were busy taking pictures of those taking pictures, a party of four natives of India stood in awe-inspired silence. One had the feeling these Indians in their native costumes had never seen anything like it in the Himalayas and would have bowed their heads to the ground if they had not realized they would be a target for American picture-taking.

We've often wondered where people from Southern California, one of America's choicest vacation spots, go



For prompt, efficient service on all items and collections, many mid-western bankers use the specialized facilities of the Drovers National Bank. These bankers have found that the highly trained staff of the Drovers does speed collections.

They appreciate the immediate personal attention that each out-of-the-ordinary item receives from an experienced executive.

Your Inquiry Will Receive Prompt Attention

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

Members, Federal Deposit Insurance Corporation

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

for their vacations. At the Pacific Mutual Life in Los Angeles, Miss G. M. Millar, of the advertising department, gave us the answer. "We go north to the San Francisco area, where the mountains are greener than our mountains. We enjoy the different climate and the different scenery in that area," says Miss Millar.

Santa Fe, with its colorful population of Indians, Mexicans, Spaniards and Italians, artists and would-be artists, has done a bang-up job in carrying out the best tradition of its travel folder descriptions.

From the wonderful Palace of Governors and Art Galleries and LaFonda hotel to such cafes as "Old Original" and "Pink Adobe," the average tourist

feels he is really observing something pretty special preserved from the history of the great Southwest. One does not get the feeling of being "let down" or "fooled" on anything. It is all there—more than can be digested in a single visit—and one leaves Santa Fe with regret and the determination to return.

Los Angeles is becoming more colossal, gigantic and stupendous every day. It is flourishing (its population now around 1,800,000), with more than 3,000,000 people in the L. A. area. Vast increases in its shipping, the growth of its garment industry (now second only to New York as largest garment center in the world) plus its tremendous airplane industries and the motion picture business, are making Southern California grow by leaps and bounds.

The week we were there, the Prudential of Newark laid the cornerstone of its new west coast home office building. Los Angeles talks of a population of 7,000,000—the world's largest city—within 15 years. California plans a state population of 35 million in 25 years. Californians hate to die more than any other people—they don't want to trade California for Heaven. Whatever they have is the best, as in a big electric sign we saw in Hollywood, "More people use Melrose Blinds just because they are gooder, that's why!"

The women in San Francisco live up to their reputation of being the best dressed women west of New York City. The gals in Los Angeles and the Southwest continue to put comfort

first and ignore the "New Look" completely. Daytime clothes in the exclusive clubs and restaurants and at the race track continue short and casual.

The only women who promote the new look in the Southwest are the Indian women whose "old look" is now the "new look" with long and voluminous petticoats and skirts.

Growth of the Occidental Life, in Los Angeles, is almost unbelievable. Almost two billions of insurance in force now, says genial V. H. Jenkins, senior vice president, who has been with the company since he was eight years old, when he joined the company as an errand boy. When he took over sales management for the company 15 years ago, it had less than two millions on the books.

Guided by Duncan Hines and Hobbs travel books, finding good food and comfortable accommodations was easy and there weren't any disappointments. Many new restaurants and motels have out-distanced Messrs. Hines and Hobbs' publication dates, however.

The surest way of determining the important factors in comfortable traveling, however, is to appoint someone from the party to "case the joint" first. The better restaurants appear to welcome anyone scouting the place for cleanliness, quality food and menu prices, and in motels it is an accepted routine for one to bounce on the beds, inspect the bath facilities and inquire about the nearness of highway and railroad traffic noises.

Air-conditioned motels are as com-

MODERN FIXTURE CO.

"Since 1908"

BANK FIXTURES

929 Champa St. Phone MAin 4789
Denver 4, Colorado

BANKS Bought and Sold

Confidentially and with becoming dignity

BANK EMPLOYEES PLACED

43 Years Satisfactory Service

CHARLES E. WALTERS CO.
OMAHA, NEBRASKA

**MERCHANTS
MUTUAL
BONDING
COMPANY**

Incorporated 1933

Home Office
SAVINGS & LOAN BUILDING
Des Moines, Iowa

This is Iowa's oldest surety company.
A progressive company with experienced, conservative management.

We are proud of our two hundred bank agents in Iowa.

To be the exclusive representative of this company is an asset to your bank.

E. H. WARNER
Secretary and Manager

W. W. WARNER
Assistant Secretary

It's attention to the little things that make for perfection—but perfection itself is no little thing. At the City National, the careful handling of the smallest detail assures competent and thorough service to those banks whose correspondent account is in our keeping.



Member Federal Deposit Insurance Corporation

mon now as clean bedding and towels and guest soap. The cleverer operators of motels deliver ice cubes while patrons are unpacking their toothbrushes and always show a friendly interest in where you have come from, where you are going and what a lovely car you are driving.

John Mylod, suave, handsome new president of the Pacific National Fire of San Francisco, is definitely a west coast booster, although he went to the Pacific National only two years ago, from the North British Group in New York. He is rightfully proud of the company's splendid record, especially last year when it wrote \$6,500,000 of premiums. The company is now in all 48 states, Hawaii, D. C., Alaska and the Philippines. "Just remember," says President Mylod, "20 years ago the company wrote direct business only in the state of California, with a little reinsurance business in New York and Nevada."

There is no doubt a sense of humor makes advertising more palatable. While Southern California goes all out for advertising to a greater extent than any other part of the country, advertisers take the curse off by making it fun to read. Not only do they use cherry-colored backgrounds with

black or royal blue lettering to catch your eye, but they tickle your risibilities with such statements as "Mad Man Pisinger—I Hate Money—I Hate Money—I Love Cars," or "I Love Murphy, I Love Murphy."

One cafe advertises "Lousy Food" and another says, "Not Recommended by Duncan Hines."

Even a young, freckle-faced vendor at Gilmore Stadium kept calling his wares with "Who Wants These Awful Peanuts?"

In our visit with smooth, efficient W. Stanley Pearce, secretary of the Firemen's Fund Insurance Company, San Francisco, Mr. Pearce reports there seems to be no letup in the steady increase in fire premiums. Their home office, like others, works full speed to keep up with volume. Right now the company is embarking on a strong campaign to publicize its Health and Accident department.

The renowned Taos, New Mexico, is well worth the beautiful drive into the mountains out of Santa Fe. The town itself is highly interesting because of its fine, small shops and numerous art galleries patronized by the artists who make up much of the population of Taos.

Short side trips from Taos take one to the fine old mission called the

Ranches of Taos and also the Indian pueblos that have been the inspiration for so much of the work of the artists in the Southwest. It is no wonder Taos has been called "the Greenwich Village of the West."

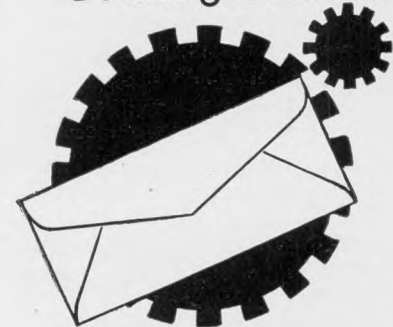
At the LaFonda hotel in Taos (which has taken much of the flavor as well as the name of the LaFonda hotel in Santa Fe) one finds the foyer and dining room walls a veritable art gallery. It is a good feeling to find

POSITION WANTED in bank as second man. Married. Veteran. 24 years of experience. Can invest. Prefer town of 1,500 or more. Write C.R.S. c/o NORTH-WESTERN BANKER, 527 7th Street, Des Moines, Iowa.

WANTED — Assistant Cashier—Iowa town 2,000 population. Prefer man in 30 age bracket with small amount banking experience. Write H.H.M. c/o Northwestern Banker, 527 7th St., Des Moines, Iowa.

ENVELOPES

Geared to the Banking Business



BANKERS FLAP

...seals quickly and stays sealed. Protect bulky mail in these strong-shouldered, wide seamed, deeply gummed envelopes. Write for samples and prices.



TENSION ENVELOPE CORP.

New York 14, N. Y.
Minneapolis 1, Minn.
St. Louis 10, Mo.
Des Moines 14, Iowa
Kansas City 8, Mo.

YOUR BANK LOANS

secured by

FIELD WAREHOUSE RECEIPTS

Help to Carry the Load of SEASONAL INVENTORIES

SEASONAL CROPS . . . MANUFACTURE IN ADVANCE OF SELLING SEASON
. . . SHORT SELLING SEASON . . . STORING OF RAW MATERIALS . . .
all require "EXTRA" CAPITAL

Field Warehouse Receipts issued by WILLIAM H. BANKS WAREHOUSES, INC., covering seasonal inventories, provide DESIRABLE and SAFE COLLATERAL to BANK LOANS

Protective Insurance maintained in effect at all times
REDUCE THE ELEMENT OF RISK
IN CONNECTION WITH YOUR INVENTORY LOANS

Division Offices:


- Des Moines, Iowa
- St. Louis, Missouri
- Madison, Wisconsin
- Angola, Indiana
- Weslaco, Texas
- Fayetteville, Arkansas



Did you know that adoption of our Cash Letter insurance enables you to dispense with detailed Cash Letter transcripts and keep only a duplicate adding machine tape? Ask us for details.

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 4325

Scarborough & Company

Insurance Counselors  to Banks

Northwestern Banker, August, 1948

so many of the fine restaurants in the Southwest and in California have bought fine original paintings to hang on their walls. If the idea was to "cram art down their throats" it is an easy way to take it for it goes down well.

The writer was the guest of genial Vice President R. J. Mayle of the Pacific National Fire at lunch in the spacious Merchants Exchange Club in San Francisco. Members there, in search of recreation at noontime, play dominoes for small stakes. Mr. Mayle introduced the author to George Gillin, local insurance broker, who was about to be sworn in as Superintendent of the United States Mint in San Francisco, and when we pulled that old crack about taking home samples from the mint, Mr. Gillin said "At home I have a large bed of mint, and

I'm having this mint dried and placed in tiny boxes which I can carry in my pockets so when my friends ask about samples from the mint, I'll present them each with a real sample from my mint."

Boulder City, Nevada, in the mountains above Hoover Dam, is now 10,000 or more in population. Government-built for the employes working on the great dam, it is a model city in action, and a tribute to and from American taxpayers. Laid out with beautiful wide streets and parks, the public and store buildings and homes are all air-conditioned with the covered walks in the business district made attractive by growing trees, fountains and benches. There are many lovely shops selling fine merchandise, a beautiful colonial-type hotel and numerous fine restaurants and other attractions for the Hoover Dam tourist to enjoy.

Although there are now less than 800 government employes of the

Hoover Dam remaining in Boulder City, the social life of the town is comfortably "country club" style; and although the residents are not amazed to see the temperature reach 118 above zero in the summer, they were amazed to have an eight-inch snow two years ago that brought out all of the residents for a gala celebration of snowman building and snow-ball battles that is still the talk of the town.

Affable L. E. Townsend, vice president (advertising and public relations) the Bank of America, San Francisco, was invited to lecture and teach at the August School of Financial Public Relations in Chicago. "I was most sorry that I couldn't arrange to do it," Mr. Townsend told us, and his desk, piled high with a thousand details, told why.

As guests on the RKO lot in Hollywood where we watched some scenes being filmed for "Brothers of the Saddle," featuring Tim Holt, and "Every Girl Should Marry," starring Cary Grant and Franchot Tone, you develop a keener appreciation of how much goes into movie-making and what a tremendous industry it has become. You are conscious in meeting the stars that they are just ordinary people making a living and subject to all of the problems and intricacies of "big business" with its organization, markets, politics and taxes, etc. Watching them work under the hot lights and re-doing the same scenes over and over, you feel they have earned the fabulous salaries they are said to earn.

Some idea of why movies cost money to make is gained from the story we were told, that a company recently on location in Arizona had an electric plug "un-plugged" that had to be "re-plugged" before shooting the picture could be continued. Since not one member of the company on location was a member of the right union it was necessary to send back to Hollywood for the correct union member and he had to be rushed to Arizona by airplane to re-plug the plug that had become un-plugged.

Thirteen has no dire meaning to Vice President R. J. Mayle of the Pacific National Fire, San Francisco. He became the company's 13th employe in 1928, and is, of course, celebrating his 20th anniversary with the company this year.

If the mama of the family touring the country has a collecting instinct under the guise of a hobby she would do better to make her collections away from the prying eyes of the family.

At the attractive Green Hut in

DES MOINES BUILDING-LOAN & SAVINGS ASSOCIATION

Oldest in Des Moines

210 6th Ave. Dial 4-7119

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

FOR YOUR ENJOYMENT . . .
Listen to the
"WORLD OF MUSIC"
KRNT, 1350 KC 1 to 1:30 p.m. Sundays



HOLLINBECK
Stamp and Coin Co.
Royal Union Bldg.
Des Moines
Appraisals for tax and estate purposes

R. J. FLYNN, Pres.
D. L. DUNGAN, Secy.



Advertising
for
IMMEDIATE SALES

Lessing Advertising Co.
INC.
Des Moines

Printers
AND
BOOKBINDERS

PHONE
4-4224

KOCH
BROTHERS
FOURTH and GRAND
DES MOINES



IOWA LITHOGRAPHING COMPANY
FOUNDED BY GEORGE H. RAGSDALE EDWIN G. RAGSDALE 9 SECRETARY

315 TWENTY EIGHTH STREET
DES MOINES

QUALITY · EXPERIENCE · SERVICE

TALLMAN SHOP

Banking Fixtures
and
Store Fixtures

Phone 24
CLARION, IOWA

Boulder City, the management has a large collection of lavender-colored bottles that have been collected from the desert where the rays of the sun shining on ordinary glass turn it into various shades of pale lavender to purple. Although the collection would not be envied by any museum of art and indicates the prospectors lost on the desert had a plentiful supply of catsup and pickles, the colors were intriguing to the point of inquiring the price of a certain cruet in the collection.

After hearing such remarks from the family as, "It would be more valuable if it were full of catsup," etc., it was a wonderful relief to have the waitress return with the information the cruet in question was broken in back, and the question of price and sale dismissed.

Such a collection, resulting questions and increased tips must pay off, however, for soon after leaving the restaurant we saw our waitress drive off in a snazzy Packard coupe.

San Francisco's famed Golden Gate Bridge is known the world over for its size and beauty—also for its suicides. While we were there, the Bridge reluctantly chalked up its 100th suicide. It costs only a dime to walk on the bridge, so it's not the overhead that hurts, it's the undertow! Men jumpers outnumber the women, 75 to 25. Many of them are from distant places. A New York banker drove all the way from New York to jump from the Golden Gate Bridge, evidently feeling that the jumping facilities offered by his home town, Manhattan, were inadequate.

The popularity of midget auto and "hot rod" races seems to be on the increase in California and capacity crowds fill Gilmore Stadium in Los Angeles for every race. The speed and recklessness witnessed on the tracks is tame compared with meeting Indian boys in old jalopies on the highways in Arizona and New Mexico, however.

Horse racing, boxing and wrestling matches all get a heavy play from patrons in Southern California. In the San Francisco area sports take on a more genteel aspect with numerous bowling greens and dominoes occupying the attention of sedate club members.—The End.

Dividend

The board of directors of the City National Bank and Trust Company of Chicago, at their regular meeting June 29, 1948, declared a regular quarterly dividend of \$1.50 per share, payable August 2, 1948, to shareholders of record on July 20, 1948.



Money System of China Goes Back More Than 2,000 Years

Oriental Country Has Most Remarkable Series of Copper Coins Ever Issued

THE most remarkable series of coins ever issued is comprised of the copper cash of China. Beginning more than 2,000 years ago, they were coined continuously until 1907. During that time billions of cash were issued and only rarely did they vary in size, appearance, or value. Even though they have not been coined for forty years and inflation has practically destroyed China's monetary system, these pieces are still popular in the interior. It is not unusual to find coins in circulation that were issued as early as the 6th century A.D.

To the average person these little square-holed copper coins look very much alike. Even to the coin collectors they look alike, until the secret of

deciphering the curious characters is learned. To do this requires time and patience, but it is not really difficult. Keeping in mind that Chinese symbols are always open at the bottom and closed at the top, it is easy to sort the different types.

Most libraries have standard illustrated books on Chinese coins, and after a little research it is easy to attribute the pieces to the proper period and ruler.

It is not expensive to form a large collection. Common Chinese coins can be bought for a little over their metal value, and the ancient issues can often be obtained for a few cents each.—By Stuart Mosher, Editor of *The Numismatist*.

INDEX OF ADVERTISERS

AUGUST, 1948

A	
Allied Mutual Casualty Company.....	28
American National Bank and Trust Company	22
B	
Bankers Service Company, Inc.....	24
Bankers Trust Company—Des Moines..	55
Banks, William H., Warehouses, Inc..	51
Burroughs Adding Machine Company..	6
C	
Central National Bank and Trust Company—Des Moines.....	10
Chase National Bank.....	5
Chelsea Hotel	36
City National Bank—Clinton.....	50
City National Bank and Trust Co.—Chicago	24
Continental National Bank—Lincoln..	42
D	
Davenport, F. E., and Company.....	43-49
DeLuxe Check Printers, Inc.....	33
Des Moines Building, Loan and Savings Association	52
Diebold, Inc.	26
Drovers National Bank.....	49
F	
First National Bank—Chicago.....	19
First National Bank—Omaha.....	42
First National Bank—Sioux City.....	46
First St. Joseph Stock Yards Bank....	43
First Wisconsin National Bank.....	30
H	
Hammermill Paper Company.....	21
Harris Trust and Savings Bank.....	27
Hollinbeck Stamp and Coin Company..	52
Home Insurance Company.....	3
I	
Investors Syndicate	26
Iowa-Des Moines National Bank.....	56
Iowa Lithographing Company.....	52
K	
Koch Brothers	52
L	
LaMonte, George and Son.....	4
Lessing Advertising Company.....	52
Live Stock National Bank—Chicago....	47
Live Stock National Bank—Omaha....	44
Live Stock National Bank—Sioux City..	34
M	
Marquette National Bank.....	48
Merchants Mutual Bonding Company..	50
Merchants National Bank.....	2
Minnesota Commercial Men's Assn....	33
Modern Fixture Company.....	50
N	
National Bank of Waterloo.....	48
National Cash Register Company.....	23
O	
Omaha National Bank.....	17
P	
Public National Bank and Trust Co....	28
S	
St. Paul Terminal Warehouse Co.....	36
Scarborough and Company.....	29-43-51
T	
Tallman Wood and Electric Shop.....	52
Tension Envelope Corporation.....	51
Tootle-Lacy National Bank.....	40-41
U	
United States National Bank—Omaha..	38
W	
Walters, Charles E. Company.....	50
Western Mutual Fire Insurance Co....	28
Wheelock and Cummins.....	26

Northwestern Banker, August, 1948



In the DIRECTOR'S ROOM



Makes a Difference

Contractor: Before I hire you, I'd like to ask you a question. Do you ever partake of intoxicating liquor?

Applicant: Before I reply, I'd like to ask a question, too. Is this an inquiry or an invitation?

Talked Too Much

Skipper (to frightened passengers on sinking ship): Who among you can pray?

Minister: I can.

Skipper: Then start praying, mister, and the rest of you put on life preservers. We're one short.

Just About Average

Visitor: How many students do you have in your class?

Professor: Oh, about one in every five.

Disinterest

Hostess: Our dog is just like one of the family?

Bored visitor: Which one?

Honeymoon Hero

Young groom (looking dreamily out to sea): Roll on, thou deep and dark blue ocean—roll!

Bride (excitedly, after gazing at the water for a moment): Oh, Fred, you wonderful man! It's doing it!

A Sure Test

The surest way to tell a male sardine from a female sardine is to watch and see what can they come out of.

Rapid Multiplication

Two rabbits were being chased by a pack of wolves. One turned to the other and said, "How about you and I stopping for a moment and out-numbering them."

Forgetful Fred

Husband: You say you found a letter in my pocket in a woman's handwriting? I'm sure I don't know how it got there.

Wife: I do! I gave it to you to mail—three weeks ago.

Just Testing

Coy lady (giggling): You bad, naughty boy. Don't you dare kiss me again.

Young man: I won't, lady. I'm just trying to find out who has the bourbon at this party.

Patient Pup

Man (dining in a small town hotel): Why does that dog sit and watch me all the time?

Waitress: You've got his plate.

Love Fleas

"You say the flea circus folded?"
"Yeah. The leading lady ran off with a poodle."

Wait a Minute

"Don't you love a beautiful night like this?"

"Yes, but I usually wait until we're a little farther from town."

Nothing to It

The woman lion tamer had her beasts under perfect control. At her summons the fiercest lion came meekly to her and took a piece of sugar out of her mouth. The circus crowd marveled—all except one man.

"Anybody could do that," he yelled from the audience.

"Would you dare do it?" the ringmaster retorted scornfully.

"Certainly," replied the man in the audience, "I can do it just as well as the lion can."

He Didn't Drown

Inflated: Did you know that all of my family were great swimmers?

Deflated: Yes, I know. I heard your brother was killed in a dive on the West Side.

She's In Trouble

A young bride was annoyed by her husband's presence in the kitchen while she was preparing dinner. And when he accidentally knocked her cook book to the floor, she flared up.

"Now look what you've done. You've lost the place and I haven't the least idea what I'm cooking."

For Whom the Bell Tolls!

Two salesmen found the only hotel in town full. The proprietor told them the best he could do for them was to let them sleep in an abandoned church building across the street. They agreed.

About two o'clock in the morn the church bell began to toll. The hotel owner woke up the bellboy and sent him to see what the trouble was.

"Well, what's the matter?" he anxiously asked the bellboy on his return.

"The party in pew 16 wants a whiskey sour," the bellboy answered.

Conventions

August 16-28, Financial Public Relations' School of Public Relations, Chicago, Northwestern University.

August 23-September 4, Central States School of Banking, University of Wisconsin, Madison.

September 22-24, National Association of Supervisors of State Banks, Annual Meeting, Louisville, Kentucky, Hotel Brown.

September 22-24, Mortgage Bankers Association, 35th Annual Convention, New York City, Hotel Commodore.

September 24-26, Association of Bank Women, Annual Convention, Detroit, Hotel Fort Shelby.

September 26-29, American Bankers Association, Annual Convention, Detroit.

October 24-27, Annual Convention Iowa Bankers Association, Des Moines, Hotel Fort Des Moines.

November 4-5, A.B.A. Mid-Continent Trust Conference, Chicago.

November 10-11, Nebraska Bankers Association, Annual Convention, Omaha, Hotel Fontenelle.

November 29-December 2, Financial Public Relations Association, Annual Convention, Hollywood, Florida, Hollywood Beach Hotel.

December 6-10, Annual Meeting, Investment Bankers Association of America, Hollywood, Florida, Hollywood Beach Hotel.



When any of your customers happen to be in Des Moines, we welcome the opportunity to cooperate with you by giving them the full benefit of our experience and contacts in their own fields of business.



BANKERS TRUST CO.

6th and Locust



Des Moines

Member Federal Deposit Insurance Corporation

Member Federal Reserve System



FOR *Fast* SERVICE . . . ROUTE GRAIN DRAFTS TO THIS BANK

Iowa's fields of growing grain mean continuing prosperity for this State.

Iowa banks are invited to route grain and other drafts to this Bank for collection. You are assured of prompt and efficient service.

A steadily growing volume of such transit business indicates that Iowa Banks and Bankers are relying to a greater extent than ever before on the facilities of this Bank to provide prompt collection service for their customers.



A Strong, Dependable Correspondent Connection

IOWA-DES MOINES NATIONAL BANK

Member Federal Deposit Insurance Corporation
