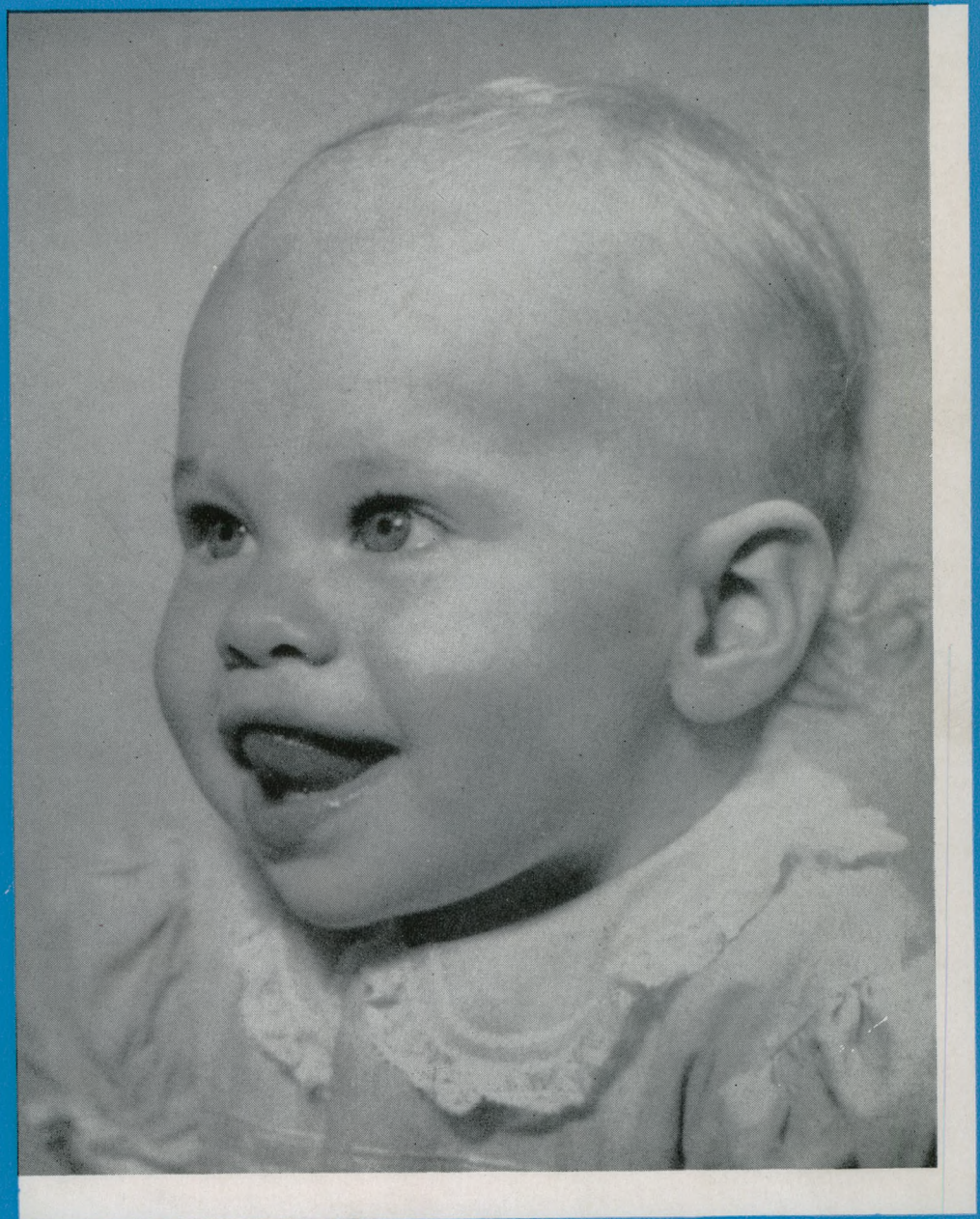


NORTHWESTERN *Banker*

JANUARY
1950



**The Outlook
For Business
Is Good—Page 19**

"MISS AMERICA OF 1950"—See Page 47

STATEMENT OF CONDITION

December 31, 1949

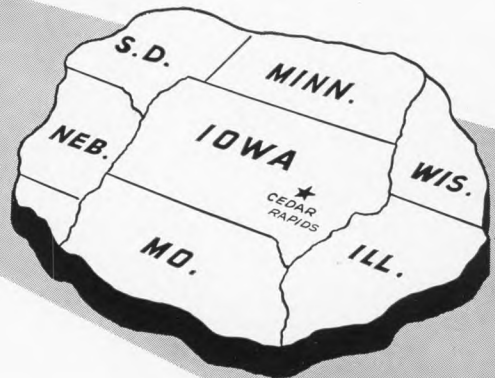
RESOURCES

Loans and Discounts	\$11,924,647.21
United States Government Securities	29,331,500.00
State, County, and Municipal Bonds	19,783,284.83
Other Bonds	836,240.09
Overdrafts	3.00
Bank Premises	811,330.62
Cash on Hand, Due from Banks and U. S. Treasurer	22,682,650.57
	<hr/>
	\$85,369,656.32

LIABILITIES

Capital Stock	\$ 500,000.00
Surplus	4,200,000.00
Undivided Profits	454,095.16
Deposits	80,215,561.16
	<hr/>
	\$85,369,656.32

YOU ARE INVITED to hear The Merchants National Hour over WMT, 9 to 10 each Sunday evening . . . an outstanding production used to promote banking in Iowa.



“When you hear the phrase ‘typically American’, what do you think of first? . . .

“Is it the rolling land . . . the pig-tailed little girl next door . . . the whirling factories . . . the bountiful stores . . . the ninth inning of the hometown game . . . the banker working at his desk? Of course ‘typically American’ is a vast panorama of scenes that combine to reflect the wealthiest, freest nation on earth.

“In the American scene you’ll nearly always find the local banker. He’s

working at the heart of every business venture . . . ceaselessly striving to assure security and prosperity for his customers. That’s why it’s wise to know your local banker . . . he’s on your side . . . genuinely interested in helping your progress under the American system of individual opportunity. Visit your banker this week . . . you’ll find him a good man to know.”

Quoted from “The Merchants National Hour” Dec. 18, 1949

THE Merchants National BANK

C E D A R R A P I D S , I O W A

Member Federal Deposit Insurance Corporation

No. 750. 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.



The Home of John Bowne

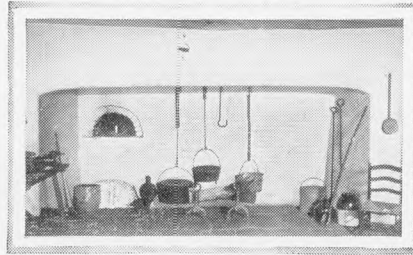
"He suffered much for truth's sake"

IMPRISONED and banished from the country because of his allegiance to the "abominable sect called Quakers," John Bowne steadfastly refused to act contrary to his conscience. His earnest pleas for tolerance won the first official proclamation of religious freedom in America outside of Maryland.

Migrating to this country from his native England, John Bowne eventually settled in Flushing, Long Island, in 1651. With his wife Hannah he roamed through the woods selecting timber for their home which he built in 1661 and which reflected his position as a prosperous farmer. The house is still standing. Now a part of Greater New York, the farm was bought by Bowne from the Indians for eight strings of wampum valued at about fourteen dollars.

It was Hannah Bowne who first became a member of the Friends. Then out of curiosity John attended one of their meetings which had to be held in the woods because of the violent opposition to the sect. He was so much impressed by the beauty and simplicity of their faith that he allied himself with the group, invited them to meet at his house thereafter, and soon became one of their leaders.

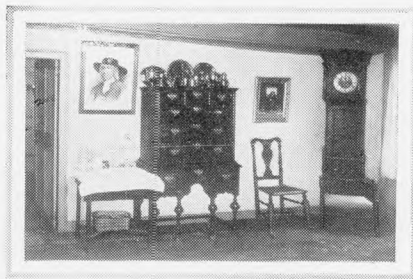
As a result, Bowne was thrown into a dungeon at Fort Amsterdam, was kept in solitary confinement on a bread-and-water diet, and ordered to pay a fine, but he refused to do so or to renounce his beliefs. Because of his "contempt of the authorities," he was deported to Holland. However, the Amsterdam Chamber of the West India Company in whose hands his case was put, released him, finding him a discreet man and steadfast in his religion. Moreover, they wrote a firm letter to the officials here: "Let everyone be unmolested as long as he is modest, as long as his conduct in a political sense is unimpeachable,



The Quakers held forbidden meetings in this kitchen where they sat on rows of benches before the fireplace

and for many years he held meetings at his home. Two famous Quakers, William Penn and George Fox, were guests there. So many gathered to hear the latter that he was obliged to conduct his services out of doors under the sheltering branches of two huge oaks which afterwards came to be known as the "Fox Oaks."

For a number of generations Bowne's home remained in the possession of his



Portrait of George Fox hangs beside an early 18th century highboy in dining room

descendants. It is now maintained by the Bowne House Historical Society as a shrine to freedom and tolerance.

* * *

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

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The Home Indemnity Company, an affiliate, writes
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as long as he does not disturb others or the government." This official statement ended the persecution of the Quakers.

By the time Bowne at last reached home, the province had passed into British jurisdiction



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NEW YORK

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Montclair, New Jersey

WILLIAM WOODWARD
New York, N. Y.

Statement of Condition, December 31, 1949

ASSETS

Cash and Due from Banks	\$ 424,355,883.32
U. S. Government Securities	636,351,311.45
State and Municipal Securities	53,387,763.91
Other Securities	13,968,328.29
Loans and Bills Purchased.	443,611,932.35
Real Estate Mortgages	2,362,411.95
Banking Houses	10,150,009.00
Interest Accrued	3,717,443.70
Customers' Liability on Acceptances Outstanding	4,480,386.90
Total	<u>\$1,592,385,470.87</u>

LIABILITIES

Capital	\$21,000,000.00
Surplus	90,000,000.00
Undivided Profits.	<u>22,192,794.07</u> \$ 133,192,794.07
Reserves:	
Taxes, Interest, etc.	4,980,012.28
Dividend:	
Payable January 3, 1950	1,050,000.00
Acceptances	\$7,347,443.16
In Portfolio	2,286,113.74
Deposits	1,448,101,335.10
Total	<u>\$1,592,385,470.87</u>

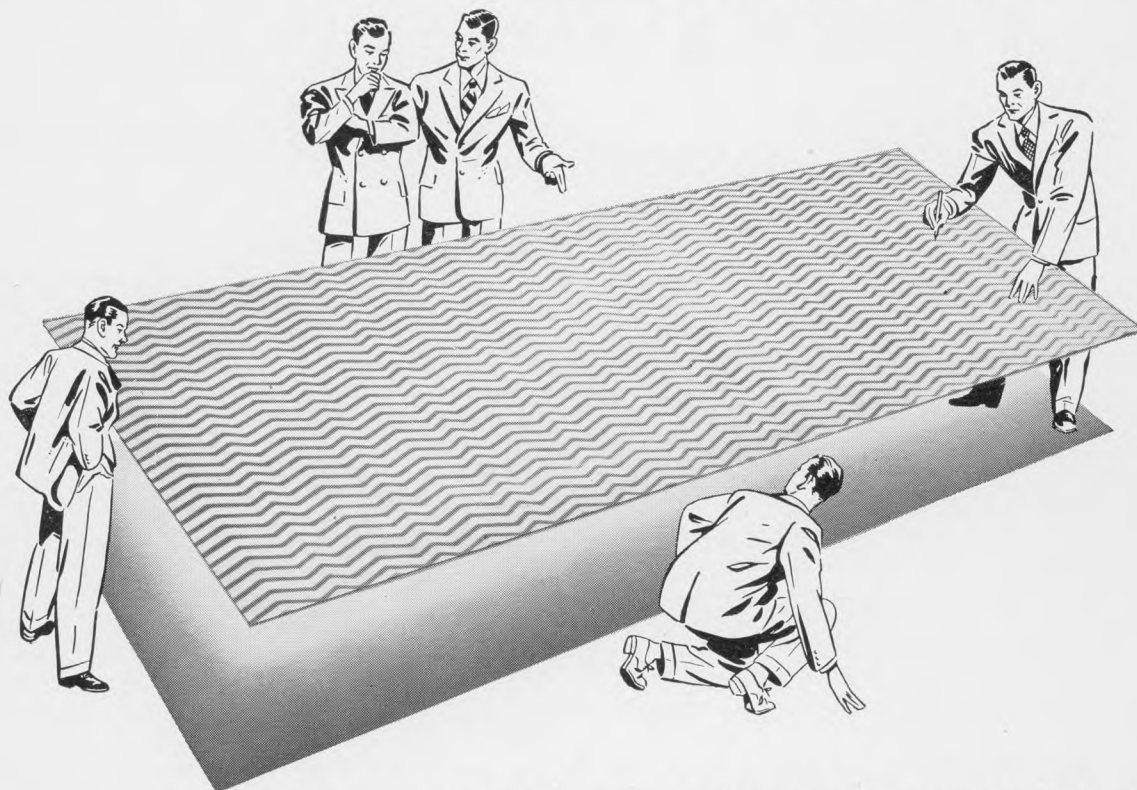
There are pledged to secure public monies and to qualify for fiduciary powers

U. S. Government Securities \$52,915,772.72

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

CONSIDER YOUR CHECKS

from every angle



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SAFETY PAPER FOR CHECKS

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THE WAVY LINES © ARE A LA MONTE TRADE-MARK

Northwestern Banker, January, 1950

A BANK'S BUSINESS IS

everybody's business

MAYBE you wonder why a bank publishes its financial statement to the public at large. How many people stop to analyze the figures or think of all the accomplishments behind them? Yet when you learn some of the stories these figures tell, you begin to realize how important they are . . . to everybody.

Take "Deposits," for instance. Included in this figure are not only the cash balances of large and small businesses, but also the "nest eggs" of people in all walks of life . . . money wisely set aside for a home of their own, a college education, a future retirement free of financial worry.

Or consider "Loans." It would be hard even to estimate the improved equipment this figure helped buy for the

manufacturer or merchandiser . . . the new products it launched and the expansion it made possible . . . the jobs it thus created for more and more workers. Or for that matter—the family cars it financed, the new roofs it paid for, the vacation trips it transformed from dreams to realities.

In myriad ways, you see, banks serve everybody's business and help meet the financial needs of people in every income group. During its 99th year, the Irving has been serving more people in more capacities than ever before . . . and will continue to gear itself to this pattern of American progress. Whatever your needs may be, you'll find it good business to do your banking at the Irving Trust Company.



Condensed Statement of Condition as of December 31, 1949

ASSETS		LIABILITIES	
Cash and Due from Banks . . .	\$ 311,035,067	Capital Stock	\$ 50,000,000
U. S. Government Securities . . .	452,413,721	Surplus	55,000,000
Other Securities	11,807,009	Undivided Profits	13,005,689
Stock in Federal Reserve Bank . .	3,150,000	Total Capital Accounts . . .	\$ 118,005,689
Loans and Discounts	381,224,232	Deposits	1,052,448,028
First Mortgages on Real Estate . .	3,753,217	Reserve for Taxes and Other Expenses	2,918,630
Headquarters Building	14,280,800	Dividend Payable	1,500,000
Customers' Liability		Acceptances: Less Amount in	
for Acceptances Outstanding . .	6,011,678	Portfolio	6,884,569
Other Assets	3,788,799	Other Liabilities	5,707,607
	<u>\$1,187,464,523</u>		<u>\$1,187,464,523</u>

United States Government Securities are stated at amortized cost. Of these, \$34,560,526 are pledged to secure deposits of public monies and for other purposes required by law.

IRVING TRUST

Company

NEW YORK

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RICHARD H. WEST, *President*

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Chairman of the Board

Leopold E. Block
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Director, Hills-McCanna
Company

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President, Chicago,
Rock Island and Pacific
Railroad Company

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Walter M. Heymann
Vice-President

Henry P. Isham
President, Clearing Industrial
District, Inc.

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Chairman of the Board
and President,
Stewart-Warner Corp.

Homer J. Livingston
Vice-President

Hughston M. McBain
Chairman of the Board,
Marshall Field & Company

Bentley G. McCloud
President

Statement of Condition December 31, 1949

ASSETS	
Cash and Due from Banks	\$ 560,139,741.25
United States Obligations—Direct and fully Guaranteed	
Unpledged	\$ 715,904,011.42
Pledged—To Secure Public Deposits and Deposits Subject to Federal Court Order	196,941,810.00
To Secure Trust Deposits	81,531,004.97
Under Trust Act of Illinois	<u>512,000.00</u>
Other Bonds and Securities	98,869,256.81
Loans and Discounts	790,957,228.52
Real Estate (Bank Building)	2,555,847.71
Federal Reserve Bank Stock	4,350,000.00
Customers' Liability Account of Acceptances	3,629,255.97
Interest Earned, not Collected	5,885,554.16
Other Assets	<u>193,998.88</u>
	\$2,461,469,709.69

LIABILITIES	
Capital Stock	\$ 75,000,000.00
Surplus	70,000,000.00
Other Undivided Profits	9,290,838.46
Discount Collected, but not Earned	1,054,446.27
Dividends Declared, but Unpaid	1,500,000.00
Reserve for Taxes, etc.	21,360,092.31
Liability Account of Acceptances	4,651,670.99
Time Deposits	\$ 444,771,789.09
Demand Deposits	1,641,425,482.72
Deposits of Public Funds	<u>192,414,072.58</u>
Liabilities other than those above stated	<u>1,317.27</u>
	\$2,461,469,709.69

R. Douglas Stuart
Vice-Chairman,
Quaker Oats Company

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President, A. H. Wetten & Co.

John P. Wilson
Wilson & McIlvaine

James Norris
President, Norris Grain Co.

George G. Thorp
Madison, Wis.

Harry A. Wheeler
Banker

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John P. Oleson
Banker

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President, International
Minerals & Chemical Corp.

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Hibbard, Spencer, Bartlett & Co.

Robert E. Wood
Chairman of the Board,
Sears, Roebuck and Co.

Irvin L. Porter
Banker

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Chairman, Atlantic, Gulf and West Indies Steamship Lines

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President

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JOHN L. JOHNSTON
Director, Lambert Company

OSWALD L. JOHNSTON
Simpson Thacher & Bartlett

KENNETH F. MACLELLAN
President, United Biscuit Company of America

JOHN T. MADDEN
President, Emigrant Industrial Savings Bank

JOHN P. MAGUIRE
President, John P. Maguire & Co., Inc.

C. R. PALMER
Director, Cluett Peabody & Co., Inc.

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

WILLIAM G. RABE
Vice President

HAROLD C. RICHARD
New York City

HAROLD V. SMITH
President, Home Insurance Co.

ERNEST STAUFFEN
Chairman, Trust Committee Board of Directors

L. A. VAN BOMEL
President, National Dairy Products Corporation

GUY W. VAUGHAN
Chairman, Wright Aeronautical Corporation

HENRY C. VON ELM
Chairman, Board of Directors

ALBERT N. WILLIAMS
President, Westinghouse Air Brake Company

MANUFACTURERS TRUST COMPANY

Condensed Statement of Condition as at close of business
December 31, 1949

RESOURCES

Cash and Due from Banks	\$ 700,693,983.16
U. S. Government Securities	1,078,980,290.70
U. S. Government Insured F. H. A. Mortgages	26,923,864.06
State and Municipal Bonds	27,576,728.37
Stock of Federal Reserve Bank	3,150,000.00
Other Securities	17,188,332.48
Loans, Bills Purchased and Bankers' Acceptances	557,375,053.18
Mortgages	15,547,912.39
Banking Houses	10,550,333.13
Other Real Estate Equities	457,620.88
Customers' Liability for Acceptances	6,363,493.13
Accrued Interest and Other Resources	7,189,157.62
	<u>\$2,451,996,774.10</u>

LIABILITIES

Capital	\$45,000,000.00
Surplus	60,000,000.00
Undivided Profits	31,964,647.94
Reserves for Taxes, Unearned Discount, Interest, etc.	7,784,963.34
Dividend Payable January 15, 1950	1,350,000.00
Outstanding Acceptances	6,913,827.34
Liability as Endorser on Acceptances and Foreign Bills	2,556,734.24
Cash held as Collateral or in Escrow	14,678,810.72
Deposits	2,281,747,790.52
	<u>\$2,451,996,774.10</u>

United States Government and other securities carried at \$84,599,284.02 are pledged to secure public funds and trust deposits and for other purposes as required or permitted by law.

Head Office: 55 Broad Street, New York City

80 OFFICES IN GREATER NEW YORK

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

Member Federal Reserve System

Member New York Clearing House Association

Member Federal Deposit Insurance Corporation

Harris Trust and Savings Bank

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

115 WEST MONROE STREET, CHICAGO 90

Member Federal Reserve System • Member Federal Deposit Insurance Corporation



STATEMENT OF CONDITION

DECEMBER 31, 1949

<i>RESOURCES</i>		<i>LIABILITIES</i>	
Cash on Hand and Due from Banks	\$180,789,983.34	Capital	\$ 8,000,000.00
U. S. Government Securities	203,556,288.80	Surplus	15,000,000.00
State and Municipal Securities	62,753,568.34	Undivided Profits	5,173,887.75
Other Bonds and Securities	12,840,319.51	General Contingency Reserve	7,425,090.00
Loans and Discounts	151,414,487.42	Reserves for Taxes, Interest, Etc.	3,265,802.42
Federal Reserve Bank Stock	690,000.00	Dividend Payable January 3, 1950	240,000.00
Customers' Liability on Acceptances and Letters of Credit	211,714.75	Acceptances and Letters of Credit	211,714.75
Accrued Interest and Other Resources	2,431,964.58	Demand Deposits	\$507,880,157.90
Bank Premises	1,700,000.00	Time Deposits	69,191,673.92
TOTAL	\$616,388,326.74	TOTAL	\$616,388,326.74

United States Government Obligations and Other Securities carried at \$71,163,829 are pledged to secure Public and Trust Deposits and for other purposes as required or permitted by law.

The basic policy of this Bank—in its Commercial Banking, Corporate and Personal Trust, Investment, Savings and other Departments—is to supply a complete, discerning and resourceful banking service.

. . DIRECTORS . .

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Sidley, Austin, Burgess & Harper

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MARK A. BROWN
Executive Vice-President

THOMAS DREVER
*Chairman of the Board,
American Steel Foundries*

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Chicago

FRED G. GURLEY
*President, Atchison, Topeka &
Santa Fe Railway Company*

ARTHUR B. HALL
Hall & Ellis

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JOHN L. McCAFFREY
*President,
International Harvester Co.*

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JAMES L. PALMER
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RICHARD E. PRITCHARD
Vice-President

GUY E. REED
Vice-President

PAUL S. RUSSELL
President

HAROLD H. SWIFT
*Chairman of the Board,
Swift & Co.*

STUART J. TEMPLETON
Wilson & McIlvaine



THE ROYAL BANK OF CANADA

Head Office, Montreal

JAMES MUIR
President

BURNHAM L. MITCHELL
Vice-President

T. H. ATKINSON
General Manager

Condensed Annual Statement as on 30th November, 1949

ASSETS

Cash, cheques and balances with other banks.....	\$ 432,912,986.68
Government and other public securities, not exceeding market value	1,058,661,626.62
Other securities, not exceeding market value.....	116,817,041.92
Call loans	69,097,830.05
Other loans and discounts.....	584,168,935.78
Liabilities of customers under letters of credit.....	51,790,695.28
Other assets	21,536,237.81
	<u>\$2,334,985,354.14</u>

LIABILITIES

Capital, reserve and undivided profits.....	\$ 83,792,238.48
Notes in circulation.....	3,703,729.56
Deposits.....	2,192,140,578.62
Letters of Credit outstanding.....	51,790,695.28
Other liabilities	3,558,112.20
	<u>\$2,334,985,354.14</u>

Over 660 Branches in Canada—62 Branches Abroad, including:

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

Auxiliary in France

THE ROYAL BANK OF CANADA (FRANCE)
Paris

NEW YORK AGENCY
68 William Street

EDWARD C. HOLAHAN
JOSEPH W. GANANN
Agents



THE NORTHERN TRUST COMPANY

C H I C A G O



STATEMENT OF CONDITION DECEMBER 31, 1949

RESOURCES

Loans and Discounts.....	\$ 93,088,877.40
U. S. Government Securities.....	302,113,009.58
Other Bonds and Securities.....	131,950,471.55
Federal Reserve Bank Stock.....	510,000.00
Bank Premises.....	1,400,000.00
Customers' Liability, Account Letters of Credit and Acceptances	689,837.90
Other Resources.....	206,547.50
Cash and Due from Banks.....	160,409,095.17
TOTAL.....	\$690,367,839.10

LIABILITIES

Capital Stock.....	\$ 3,000,000.00
Surplus.....	14,000,000.00
Undivided Profits.....	4,703,748.34
Reserve for Taxes, Interest, etc.....	14,180,492.61
Dividend Payable January 3, 1950.....	135,000.00
Letters of Credit and Acceptances Outstanding.....	723,477.46
Other Liabilities.....	227,045.17
Deposits:	
Demand.....	\$451,888,001.79
Time.....	169,948,265.92
U. S. Government.....	31,561,807.31
	<u>653,398,075.02</u>
TOTAL.....	\$690,367,839.10

United States Government securities carried in the above statement at \$35,036,242.19 are pledged to secure public and other monies, as required by law; and United States Government and other securities carried at \$581,955.48 are deposited with the State Authorities under the Trust Act.

Member Federal Deposit Insurance Corporation

DIRECTORS

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Director, Armour & Company

SEWELL L. AVERY
Chairman, U. S. Gypsum Company,
Montgomery Ward & Co., Inc.

ALBERT B. DICK, JR.
Chairman, A. B. Dick Company

WILLIAM R. ODELL, JR.
Vice President and Treasurer,
International Harvester Company

EDWARD L. RYERSON
Chairman, Inland Steel Company,
Joseph T. Ryerson & Son, Inc.

EDWARD BYRON SMITH
Executive Vice President,
The Northern Trust Company

SOLOMON A. SMITH, President, The Northern Trust Company

SOLOMON BYRON SMITH
Executive Vice President,
The Northern Trust Company

JOHN STUART
Chairman, The Quaker Oats Company

MERLE J. TREES
Chairman,
Chicago Bridge & Iron Company

Your Bank's Investment
Portfolio . . .
in the light of present conditions



A timely service extended to correspondents by the Chase is the study and analysis of a bank's portfolio of U. S. Government and other securities.

Specific recommendations are made based upon the bank's overall investment position and particular requirements.

The experienced staff and specialized facilities long maintained by the Chase for reviewing investments have proved valuable to banks throughout the country.

Advice and information on investments is only one of the many helpful services that Chase offers to its correspondents.

Among other services to correspondent banks are:

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Dealers in State and Municipal Bonds

Execution of orders for purchase and sale of all classes of securities

Analyses of investment portfolios . . . Safe-keeping of securities

Expediting foreign transactions through branches and correspondents overseas

THE CHASE NATIONAL BANK
OF THE CITY OF NEW YORK

Member Federal Deposit Insurance Corporation

Northwestern Banker, January, 1950

Dear Editor



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

"The Inconsistency Is Yours"

"In your December, 1949, issue of the NORTHWESTERN BANKER, you publish a letter addressed to me in your editorial, 'Across the Desk from the Publisher,' which reached me by way of one of your readers. In this letter you point out what you think is an inconsistency in my remarks at the convention of the American Bankers Association. It seems to me, however, that the inconsistency is yours. I argued that I saw no good and sufficient reason for exempting any commercial banks from a minimum participation in the national undertaking of providing and supporting a national monetary and credit policy. That degree of centralized control we must have and will have whether all banks are subject to the reserve requirements of the Federal Reserve System or not. It is merely a question of whether there will be a lot of free riders. The question of undue centralization to which I addressed myself is in the administration of this national monetary and credit policy by the Federal Reserve System. There I argued for retention and improvement of the regional characteristics of the System.

"I brought these two ideas together in my recent testimony before the Subcommittee on Monetary, Credit and Fiscal Policies of the Joint Committee on the Economic Report. A copy of my preliminary statement at the hearing is enclosed. On page 4 you will find the paragraphs I have in mind."

*Allan Sproul, President,
Federal Reserve Bank,
New York, New York*

"Most Interesting"

"Charts 1, 2 and 3, 'What Do You Want From Your Correspondent Bank?' are most interesting indeed.

"Cliff, as usual, you and your organization on the NORTHWESTERN BANKER are always there with something of interest—country banks and their city correspondents. I might add a few more things we have done for country banks, and might also give you some unusual requests we have received from correspondents."

*George A. Malcolm, President,
Drovers National Bank,
Chicago, Illinois*

(Turn to page 42, please)

NORTHWESTERN Banker

DES MOINES

Oldest Financial Journal West of the Mississippi • 55th Year • No. 750

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NORTHWESTERN BANKER

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

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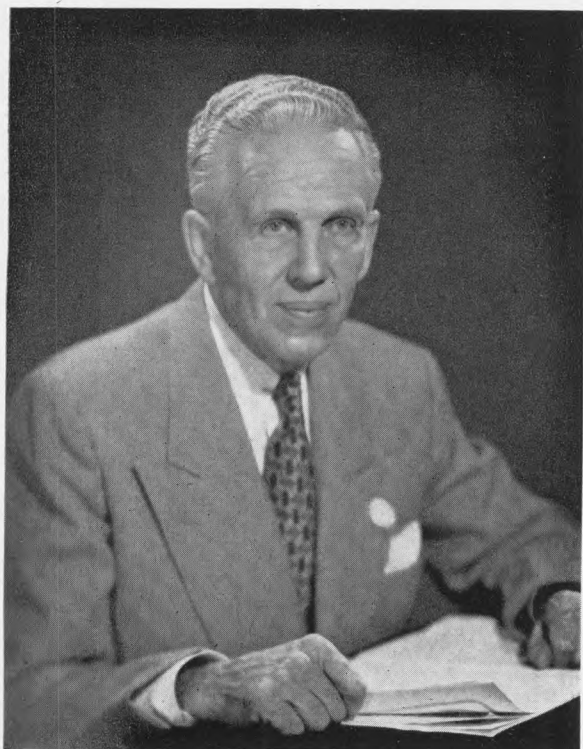
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Across the Desk From the Publisher

Dear Father Time:

1900—1950—2000

As we enter the last year of the first half of the 20th century, there are at least 3 main events which stand out in bold relief in relation to the banking business in the United States:

1. **The passage of the Federal Reserve Act of 1913.**
2. **The business depression of 1932.**
3. **The increased control of banking and business by the government.**

The Federal Reserve Act which created 12 regional reserve banks throughout the United States, with the Federal Reserve Board as the controlling factor in Washington, was fought bitterly by many bankers at the time, because they feared the concentration of too much banking power by the Federal Reserve Board.

There probably are not many member banks which would vote to repeal the Federal Reserve Act, but there certainly are many who are opposed to the current wishes of some members of the board to get control of the reserve requirements of **non-member banks** throughout the United States.

The depression of 1932-33 reduced the total number of banks, either by liquidation or merger, but as a result, while we have fewer banks than before

the depression, they are certainly stronger and have a greater amount of deposits.

The third most important thing that has happened to banking in the first half of this great century has been increased regulation of the banking business, and more important, the great number of new government agencies, corporations and bureaus which have been established and in turn are competing with banking.

With all of these important events, the independent banking system of America has still fought bravely against government competition. In 1900 the total banks in the United States were 10,382 with deposits of \$8,865,000,000 and today we have 14,812 banks with deposits of over \$165,000,000,000. The total banks at the peak in the United States was a little over 30,000.

As we look forward to the last half of the 20th century, there is a favorable trend on the part of the public against government ownership of banks.

In a recent survey by the American Institute of Public Opinion, the question was asked, **"During the next 50 years, do you think the government in Washington will own and run the banks?"** The replies indicated that **54% voted "no," 23% voted "yes"** and 18% had no opinion."

With the recent nationalization of various key industries in England, this trend in the opposite direction in the United States is most interesting.

In Australia, where the labor government was recently defeated, one of the reasons given was the fact that the proposal to nationalize the banks of that country caused a very severe drop in the popularity of the labor party.

As we endeavor to analyze the future of banking in America, we believe the most fundamental problem is to keep our financial institutions sound and strong so that our general economy will have available credit when it needs it, and thus in turn assist in promoting the welfare of industry and business in all of its various activities.

In a **NORTHWESTERN BANKER** editorial 50 years ago it said:

"The gold standard for the United States is now a part of our law and probably beyond the reach of any financial theorist to change. The establishment of this standard and the territorial developments of the last 2 years has thrust America out from her isolation, and forced her to take a permanent position in the markets and politics of the world. It takes neither a prophet nor the son of a prophet to foresee the wonderful developments and growth in power and influence throughout the world that is destined to be ours during the century about to begin."

There was a "financial theorist" who appeared on the political arena in 1932 and later discarded the gold standard, but the rest of the prognostica-

tion holds true for the balance of the 20th century because certainly the United States is a world power and faces world problems.

So, Father Time, we again lift our hats to you, and promise to make as fine a record as we can for transcription on your future scrolls.

Dear Carl G. Strandlund:

President, Lustron Corporation, Columbus, Ohio

In the December issue of the NORTHWESTERN BANKER we discussed some of the loans now being made by the Reconstruction Finance Corporation, and mentioned that the Lustron Corporation, of which you are president, had obtained loans amounting to \$37,500,000 from the RFC.

Now in a recent statement of yours, Mr. Strandlund, you told a House Committee that you "launched the prefabricated housing business with **\$1,000 of your own money, and then borrowed the balance of \$37,500,000 from the RFC.**"

May we salute you as the master borrower of our present screwball government financial system? All we can say is, that if you could talk the Reconstruction Finance Corporation into a loan of \$37,500,000 and only have \$1,000 of your own, you deserve a place in the Hall of Fame along with **Charles "Get-Rich-Quick" Ponzi** of Boston and **J. Rufus Wallingford**, hero of the Fanciful Financial Tales of yesteryear.

If any banker in the United States had made such a loan or any portion thereof, the boys in the White House would have called him a "banking buzzard" and probably had him sent to jail for dereliction of duty in the handling of depositors' funds.

Is making an unsafe loan with government funds any different?

It certainly is.

Dear Fred M. Breuninger:

President, Muskegon Savings Bank, Michigan

So you advertised on your billboards, "**There is no Santa Claus: Work—Earn—Save.**"

You were criticized by your community and changed your copy to read, "Here is Santa Claus: Work—Earn—Save."

You answered your critics by saying, "**All I wanted to do was to impress our citizens that they shouldn't depend on Santa Claus for everything. They should prepare for their own security rather than depend on government checks written in Washington.**"

Why, Mr. Brueninger, we are ashamed of you for even suggesting that thrift, and savings, and economy are desirable attributes.

Of course there is a Santa Claus, and has been

for 18 years since Franklin, the Federal Financial Favorite, started the "tax, spend and elect" system which has made the White House incumbent then, and now, synonymous with the word Santa Claus.

What do you mean, "There is no Santa Claus" when 1 president in less than 5 years, excluding war expenditures, has spent \$191 billion, or more than the previous 32 presidents in 156 years spent amounting to \$179 billion.

Hurrah for Harry!

Hurrah for Santa Claus!

Dear Frederick M. Morrison:

President, Valley Bank and Trust Company, Des Moines

Numerous banks have private libraries for their officers and employes as well as special research departments, but not many with which the NORTHWESTERN BANKER is familiar have offered prizes to stimulate reading by members of their staff as you have done.

Congratulations!

First of all, you have set an excellent example in your own reading habits since you have read more than 2,500 books yourself.

Your plan, we understand, includes the following program:

1. **The best books of the past 3 centuries together with the better works of our time have been selected for your bank library.**
2. **No one is "forced" to participate in your library plan if they do not care to do so.**
3. **Prizes of money and of books will be awarded on September 30, 1950.**
4. **You suggest that employes keep track of the books they read and write a brief outline of how the books affect them.**
5. **One book at a time may be taken from the library for a period of 2 weeks without renewing and no charge is made in any way.**

The NORTHWESTERN BANKER will be interested in hearing the results at the end of September of your reading plan for your employes.

Your idea appeals to us as an excellent one, because, as Joseph Addison, the famous British essayist, said several years before he died in 1719:

"**Books are the legacies that a great genius leaves to mankind, which are delivered down from generation to generation, as presents to the posterity of those who are yet unborn.**"

Clifford DePuy

Northwestern Banker, January, 1950

Central

National Bank and Trust Company

Fifth and Locust Street—Des Moines

STATEMENT OF CONDITION AT CLOSE OF BUSINESS DECEMBER 31, 1949

ASSETS

Cash and due from Federal Reserve and other banks.....	\$28,420,542.26	
United States Govern- mental Securities.....	22,941,271.48	
Obligations of United States Governmental Agencies	2,114,407.90	\$53,476,221.64
Municipal Securities.....	6,363,033.00	
Market Bonds.....	851,532.83	
Other Investments.....	260,001.00	
Loans and Discounts.....	22,098,096.85	
Overdrafts.....	2,459.15	
Stock Federal Reserve Bank.....	75,000.00	
Accrued Interest Receivable	235,489.27	
Bank Premises and Equipment.....	552,314.61	
Customers' Liability on Letters of Credit.....	2,280.00	
TOTAL.....		\$83,916,428.35

LIABILITIES

Common Stock.....	\$ 1,250,000.00	
Surplus	1,250,000.00	
Undivided Profits.....	1,304,565.78	
Other Reserves	1,004,233.27	\$ 4,808,799.05
Reserves for Taxes, Interest and Other Expense.....	147,403.34	
Discount Collected	181,190.06	
Bank's Liability on Letters of Credit.....	2,280.00	
Deposits.....	78,776,755.90	
TOTAL.....		\$83,916,428.35

U. S. Government and other securities carried at \$4,010,619.64 are pledged to secure U. S. War Loan Deposit Account, Public Funds, and Trust Department Funds.



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★

Member Federal Deposit
Insurance Corporation



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

Northwestern Banker, January, 1950



To the **ACCURACY**, **DEPENDABILITY** and **SPEED** of Allen-Wales adding machines have now been added modern styling and pleasing color—the bright look for the right figures.

ALLEN WALES

ALLEN-WALES ADDING MACHINE DIVISION
OF
THE NATIONAL CASH REGISTER COMPANY
444 MADISON AVENUE
NEW YORK 22, N. Y.

The Outlook

For Business Is Good

A Banker and an Economist Give Their Views on What We Can Expect as We Go Into 1950

SPEAKING at the 18th Mid-Continent Trust Conference of the Trust Division of the American Bankers Association, held early last month in Chicago, W. Randolph Burgess, chairman of the board of the City Bank Farmers Trust Company, New York City, and Dr. Howard R. Bowen, dean of the College of Commerce and Business Administration of the University of Illinois, analyzed the business economy of the Nation, and came up with answers that would indicate the financial, industrial and commercial interest of this country are headed for another good year in 1950.

Mr. Burgess Says:

"Some say the American people have lost their ancient virtues of thrift and patriotism, and are willing to sell their votes for a mess of pottage; that they will continue to cast their votes, not for the long term good of the country, but for their own immediate selfish advantage. There seem to me ample reasons to believe that this is not true, and that if we will go to work at it intelligently the books can be balanced and we can fulfill the responsibilities imposed by our various national trusts.

"Here are a few of the reasons for hope:

"On November 18th, Louis Johnson, Secretary of Defense, speaking in Boston, said that the Department of Defense hoped to slash two billion dollars off its budget and still leave the country 'adequately prepared to face any military crisis.'

"On November 8, 1949, Paul Hoffman was reported in the press as saying that he would seek considerably lower dollar aid for western Europe next fiscal year, and Senator Connally, the Democratic chairman of the Senate Foreign Relations Committee, states that E.C.A. aid should be reduced by one billion dollars from this year's level.

"Within the past few months Allan Kline, president of the American Farm Bureau, and Albert Goss, president of the National Grange, have come out in favor of flexible price supports for agriculture, and in opposition to both the rigid 90 per cent of parity supports and the Brannan Plan. These extrava-

gant plans for agriculture are therefore not supported by the principal farm leaders.

"On October 29th, President Truman announced that he would hold in reserve the Congressional appropriation



W. RANDOLPH BURGESS
"There are reasons for hope"

for increasing the combat groups in the Air Force from 48 to 58.

"Within the past few weeks the junior democratic senator from Illinois announced his opposition to the unbalanced budget and urged a budget balance through reducing expenditures.

"The Secretary of the Treasury and, subsequently, the President of the United States have announced in unmistakable terms that it is the policy of the United States to maintain the present gold value of the dollar.

"A widely respected former Secretary of State, James Byrnes, a Democrat, has spoken out fearlessly and vigorously against excessive spending and too big government.

"At least three responsible commissions and committees have reviewed the Federal budget, and all have reported that it can be brought into balance without sacrificing any essential objective.

"All of these are signs in the sky that the American people are gradually awakening to an understanding of

the problems we face. They reveal the presence of leaders with courage and conscience. The coming months will be a testing time to see what kind of leadership will prevail, the unscrupulous appeal to blind self-interest, or the appeal to reason in the long term national interest.

"Which way the pendulum swings will depend on the willingness of men of good will and understanding to give time to explaining the issues to the people, and will depend also on the keenness of conscience with which responsible groups within our country, like this group of bankers, are willing to put the national interest ahead of their own immediate interest."

Dr. Bowen Says:

"American economy has greater stability and resilience now than it ever had before. This stability derives from the knowledge, experience and fears gained since 1929 in meeting the vicissitudes of depression, war, and inflation. Under the impact of the problems faced during this period the science of economics has developed at an almost unprecedented rate. Today we have a far more effective intellectual equipment to guide private and public economic policy than was available a generation ago.

"The experience of the great depression and the intellectual and institutional developments to which it gave rise have produced powerful supports for the economy which will become effective in the event of depression. It may well be that these supports are so strong that they have over-compensated for any likely depression and that the overriding danger is inflation. Many shrewd economists argue that our fear of depression will lead us to adopt strongly inflationary policies whenever we are faced with the slightest downward trend in business. As a result, recovery from depression will be rapid, but an inflationary potential for the subsequent recovery will be generated. Thus, the economy will be consistently biased toward even higher prices.

"Although there may be something
(Turn to page 47, please)

How to Advertise Your Bank and Your Community

REPRODUCED on this page are three of a series of seven advertisements by the Burlington Bank & Trust Company, of Burlington, Iowa, which ran in its local newspaper during the past summer and early fall months.

Actual size, the advertisements measured four columns wide by eleven inches deep, their purpose being to tell customers about the savings and checking facilities of the bank. Special attention to the advertisements was gained by calling attention to the many out-of-door recreational centers available to the community.

Responsible for the idea of this type of advertising was Mrs. Juanita Bindon, assistant trust officer of the Burlington Bank & Trust Company, who makes the following comment:

"The thought was that during that particular time of year people were interested in out-of-door recreation and would notice these pictures. Also these pictures gave us a good opportunity to stress the advantages and importance of bank savings and checking accounts. Comments ranging from approval to quite enthusiastic have been received.

"This series has identified our advertising and we plan to continue the same general setup with local photographs and copy featuring the industrial, farming and business life of the community."



DANKWARDT PARK

Dankwardt Park—calm and beautiful in the morning, alive thru the day with picnickers and children playing, is at the end of the day so peaceful and restful.

Retirement days too will be peaceful and restful if preparations have been made for them. Regular saving as we earn is the way to have money when working days are over.

Put your good resolutions to save into effect now, and deposit a part of your next paycheck at the Burlington Bank and Trust Company. Your Savings Account will be appreciated and every effort will be made to make your business pleasant and profitable.

BURLINGTON BANK AND TRUST COMPANY

"Your Financial Partner—To Work With You and For You"

Member of Federal Deposit Insurance Corporation
Southeast Corner Main and Jefferson Streets
A print of the above picture may be secured upon request at the Burlington Bank & Trust Co.



FLINT HILLS GOLF COURSE

Recreation is good mental therapy and many Burlingtonians spend happy hours on the well kept beautiful Flint Hills Course.

If you have ever tried to make a long straight drive you know it takes a lot of practice to play a good game of golf. The "game of saving" takes persistence too, and it is the regularity of saving that adds up the dollars.

Stop at the Burlington Bank and Trust Company each pay day and put a few more dollars in your Savings Account, for your special savings project. You will also be establishing good credit and a friendly banking relation.

BURLINGTON BANK —AND— TRUST COMPANY

"Your Financial Partner—To Work With You and For You"

Southeast Corner Main and Jefferson Streets

Accounts Are Insured to \$5,000 by the Federal Deposit Insurance Corporation

A print of the above picture can be secured upon request at the Burlington Bank & Trust Co.



IZAACK WALTON LAKE

Because of the relaxation and pleasure it gives, few people realize that the beautiful Izaak Walton Lake is a C. E. & Q. R. R. reservoir, a part of their reserve water supply.

A parallel may be made between that and your Savings Account, which is a reserve money supply for opportunities and emergencies. In the meantime, your savings account gives you a feeling of security and power, which has a great influence on your activities and health.

Build your reserve at the Burlington Bank and Trust Company. You will find us to be your financial partner to work with you and for you in all your financial undertakings.

BURLINGTON BANK —AND— TRUST COMPANY

"Your Financial Partner—To Work With You and For You"

Southeast Corner Main and Jefferson Streets

Accounts Are Insured to \$5,000 by the Federal Deposit Insurance Corporation

A print of the above picture can be secured upon request at the Burlington Bank & Trust Co.

What Women Should Know About Banking

It Is a Wise Woman Who Becomes Better Acquainted With Her Banker, and Takes His Advice

By AGNES KENNY
Milwaukee, Wisconsin



MISS AGNES KENNY
"Wise management of funds requires thought and planning"

MY EXPERIENCE as organizer and manager, for many years, of the women's department of a large metropolitan bank gave me an unusual opportunity for observation of the attitude of women toward banking as a business and profession. Commonly heard among women are three fallacies about banking and finance which are rather generally accepted:

1. That the financial world is man's domain and unless one has an aptitude for higher mathematics, it is waste of energy to attempt to invade it;
2. That money is wealth and will insure happiness;
3. That banking is a cold business and the banker is not interested in the personal problems of his customers.

Each of these fallacies could be the theme of a separate story, but because they are closely related, I shall consider them briefly in this account.

First: If we regard the financial world as one where money is earned and increased through cautious investment, we shall admit it is primarily man's domain, but we must admit, also, that the largest part of that accumulation is inherited by women. If 70 per cent of the wealth of our nation is possessed by women—mostly widows—and if, according to statistics, their life-lease is longer than that of men, it would seem to be just good common sense on the part of women to learn something about the management of money. The idea that a man just naturally understands financial problems is a thread-bare theory and not based on fact. Frequently we hear: "A woman doesn't need to know much about money. If she hasn't any, knowledge of it is of no benefit to

her—if she has it, she can always find someone to manage it for her." In that very statement lies the story of many heart-rending losses. Every intelligent woman should make an effort to learn the fundamentals, at least, of money management and it has been my privilege during my banking experience to be the medium through which that knowledge was acquired by some of those with whom I came in contact. It was a happy satisfaction to me to see women who, discouraged and despondent both mentally and physically, after the loss of a loved husband, or son, or brother, emerged from that depression with a feeling of confidence in their ability to overcome

THE AUTHOR

One of the first women executives in American banking, Miss Kenny retired recently as head of the Women's Department of the First Wisconsin National Bank of Milwaukee.

Starting originally as a school teacher 31 years ago, she took a summer job at the First National. She liked the position, the bank liked her, so she stayed on, and a year later organized the bank's women's department. Since that time she has advised countless women on their financial problems.

Miss Kenny was the organizer and president for two terms of the Association of Bank Women. While retired from the bank, through writing and speaking she expects to keep right on helping women with their banking, investment, and budget needs.

the obstacles that had seemed unsurmountable. But the will to learn is essential to such development.

Money Not Always Happiness

Second: A study of economics would elucidate the relation between money and wealth but I shall not attempt an excursion into that scientific realm. Not money itself, but what money will buy in economic goods and services constitutes wealth, and money provides wealth when it serves the purpose for which it was intended. Money as such cannot insure happiness, for the cold hard metal cannot produce the inner human satisfaction that is procured by the services money can buy. Only the miser, who loves to see the greenbacks and the metal accumulate before him, is the one who can be thrilled by its sight and touch. "Unhappy lies the head that wears a crown" may well be said of the one who does not realize that only by using money for her own needs and for the service of others is true happiness assured.

Wise management of funds requires thought and planning and any woman of average intelligence and a will to know can learn to plan her expenditures and her investments. For the woman who has a large income it is usually advisable, and often necessary, to have the assistance of a wise counselor who can relieve her of the worry such management might entail. But she should acquaint herself with the basic principles so that she may follow intelligently the procedure. The much maligned budget idea is a remedy for most financial ailments.

Third: It is quite true that in times
(Turn to page 45, please)

Northwestern Banker, January, 1950



News and Views

OF THE BANKING WORLD

By CLIFFORD DE PUY, Publisher

AFTER completing a 6,000-mile round trip by way of the southwest and the Pacific Coast to the American Bankers Convention in San Francisco, one of the very important "items" to report was that we never scratched a fender nor changed a tire.

NO PICTURES—When you enter the Paramount Studios in Hollywood, the first sign which greets you at the main gate is that "no pictures" may be taken inside. Amateur competition is no doubt too great.

SAN SIMEON ENTRANCE—This is the entrance to the William Randolph Hearst estate where he has his San Simeon Castle built at a cost of over a million dollars on the hill in the background. It overlooks the Pacific half-way between Los Angeles and San Francisco.

At a dinner party in Los Angeles, we met a gentleman who had been 30 years with Scotland Yards and is now retired, and the surprising thing he told us was that no member of the Scotland Yard's organization ever carries a gun. He said that only once in his experience had a "Yardsman" ever been shot by a criminal.

In driving up the coast road from Los Angeles to San Francisco, we stopped to look at the W. R. Hearst San Simeon Castle which is located on a high mountain overlooking the Pa-

SUICIDE TABLE—Virginia City, Nevada is located in the famous gold mining region of that state. One of the most colorful places in the city is the Sawdust Corner Saloon where they show you the Suicide Table where 3 different men took their lives at different times after losing from \$25,000 to \$50,000 playing poker.

THE DRUNKARD—No show on Broadway or anywhere else in the world has had as long a run as the Drunkard which is now in its 17th year at the Theatre Mart in Los Angeles.

cific. We viewed it through our binoculars, as no one is allowed to enter the estate without special permission. The official name over the entrance is "Piedra Blanca Rancho."

Only Mr. Hearst's sons use the "castle" now, as W. R. Hearst, who is 89 years of age and not well, lives most of the time at Beverly Hills.

* * *

In the Los Angeles amusement field "The Drunkard," in its 17th year and the "Turnabout Theatre" in its 9th year, still play to packed houses.

"The Drunkard" is owned by Mildred Ilse and must be a "gold mine."

There are no theatre seats, as such, but each person is seated at a table, and beer, root beer, coffee, sandwiches and pretzels are all included in the price of admission. After the performance of "The Drunkard" is concluded the "Olio" starts, which includes vaudeville acts, specialty dancing numbers, and much community singing by the audience. The master of ceremonies the night we were there called out the names of 10 to 15 guests and told where they were sitting and from what part of the country they came. If you want your name mentioned, just tell the box office in advance and you can get some free publicity.

"The Drunkard" was first produced in 1843 by P. T. Barnum at his American Museum in New York City. It was presented as a great moral lesson and played with great success for more than a year. The show made its initial Hollywood bow at the Theatre Mart in 1933 and has played continuously at the same location, and has been seen by over 2 million people. Many of the Hollywood stars have seen the show from 10 to 20 times.

TURN ABOUT THEATRE—This entertainment establishment is in its 9th year in Los Angeles and gives you a puppet show the first half of the evening, and then you turn your seats around and the second half of the show is given by real live performers, on a stage at the other end of the theatre.



17th YEAR LONGEST RUN IN THE WORLD!
The DRUNKARD THEATRE MART
 NEW OLIO ACTS GUEST ARTIST
 REFRESHMENTS INCLUDED IN ADMISSION CLINTON AT VERMONT
 NO. 211-21
 ★ EVERY NIGHT ★

TURNABOUT Theatre **9th YEAR**
 ELSA LANCHESTER GUEST ARTIST
 YALE PUPPETEERS
 FORMAN BROWN LOTTE GOSLAR HARRY BURNETT
 DOROTHY NEUMANN - LEOTA LANE
 716 N. LA CIENEGA - CR. 6-1005



CARMEL BY THE SEA—There was probably no more beautiful place along the Pacific Coast than **Carmel By The Sea** with its wind blown trees and rugged coast line. Its famous “17-mile drive” is one of the most interesting in California.

If someone asks you how you are enjoying the “liquid sunshine” in California you will know they are local community boosters, because they are really talking about the fog.

* * *

Carmel-By-the-Sea is one of the most beautiful spots on the Pacific Coast and the famous “Seventeen Mile Drive” is most delightful.

In the town of Carmel itself there are **no street numbers, no street lights and no mail delivery.** In the latter case you have to take your mail to the post office and also receive your mail at that point.

* * *

In Monterey is located the “**FIRST Theatre of California**” which was built in 1847 by **Jack Swan.** The first paid performance was in 1848. Judging from the acting the night we were there, they had not improved much during the past 101 years.

* * *

Since we know **Duncan Hines** personally, we follow his books when travelling, but in San Francisco we saw this interesting sign, “**Bob’s—Not recommended by Duncan Hines, but what an adventure, and food you’ll remember.**”

* * *

When you take a cruise around the **San Francisco Bay** natives remind you that they have **three famous bridges, the Golden Gate, the Bay and Harry!** Thanks to Harry??? there have been no shipments in and out of the San Francisco docks for several months.

* * *

In Los Angeles we visited the **Paramount Studios** on the front gate of which it says “**Positively no cameras permitted on studio premises.**” Evidently they can’t stand competition of “us amateurs.”



TOP OF THE MARK—Very few visitors in San Francisco miss having a cocktail or a cup of tea at the **Top of the Mark** where a most interesting and colorful view of San Francisco Bay may be seen. When the sun goes down in the Pacific and the lights of San Francisco, Berkeley, Oakland and the Bay area come on, it is really awe inspiring.

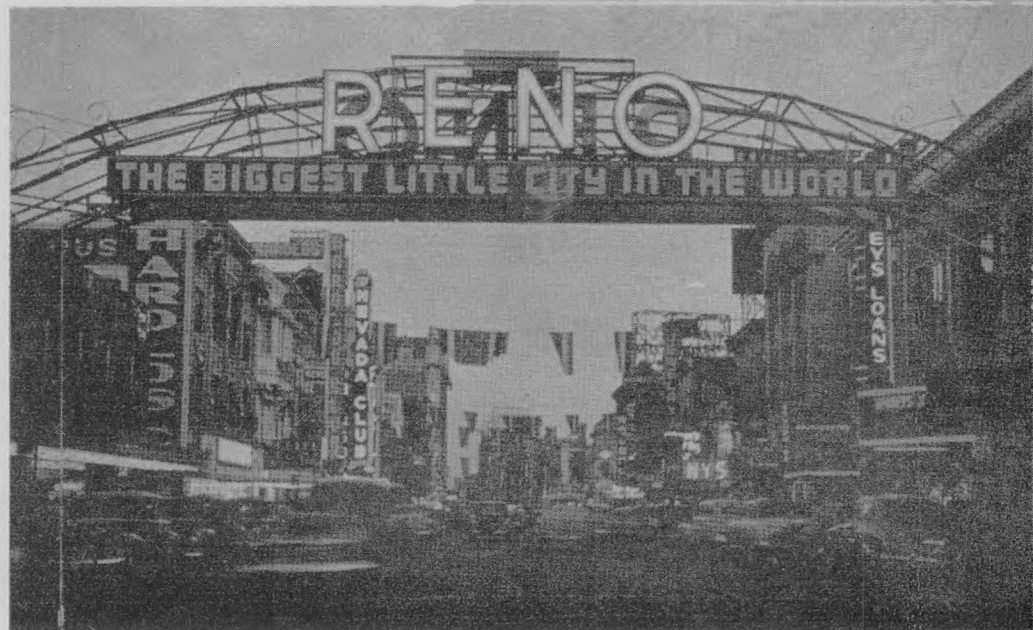
At the **Cafe Continental**, which is within the studio grounds and operated by Paramount, we had the pleasure of seeing **Charles Coburn, Allan Ladd and Cecil B. DeMille,** among others.

The previous night we had seen **Robert Taylor, Barbara Stanwyck, Sonja Henie** and her new husband, **William Gardner, Jr.**

(Turn to page 38, please)

LARGEST SKI LIFT — The world’s largest ski lift is located in Squaw Valley near Tahoe, California, and while Aspen, Colorado and Sun Valley, Idaho have received more publicity, they have no place where you can leap from a higher ski lift.

DIVORCE CENTER—Reno, Nevada, still is known as the **divorce center of the United States** and reached its peak period in 1946 when divorces granted in that city amounted to 11,145.





Bankers You Know

Tom S. Harkison

President
The National Bank of South Dakota
Sioux Falls

"A banker's work does not end in the bank"

TOM S. HARKISON, president of the National Bank of South Dakota in Sioux Falls, is a banker with widely diversified community interests. He does not believe that a banker's work ends in the bank, but rather he thinks there is a responsibility to work for the betterment of the city and state. Instead of pursuing this goal of civic betterment through one main channel, Mr. Harkison diverts his energy to many endeavors, as witnessed by his prominent work in the American Legion, Masonic bodies, his church and various other civic groups.

Along with this outside work in public life, Mr. Harkison has contributed freely of his time to the promotion of banking interests through the South Dakota Bankers Association, of which he is now president, and through the American Bankers Association, where he is serving on the federal legislative committee.

Mr. Harkison's many activities do not detract anything from his attention to executive supervision of the National Bank of South Dakota. He is keenly aware of rapidly changing times and trends and summarizes today's most important problem facing

bankers with this comment, "We must give adequate, comprehensive, yet conservative service to customers and the public (with proper return to stockholders) to maintain the dual system of banking without government control and ownership."

Tom Harkison is a native of Pennsylvania by birth, having been born in Honey Grove in that state on April 3, 1896. His entire business life has been spent, however, in the three-state area of North Dakota, South Dakota and Minnesota. After attending high school he entered the banking business in North Dakota in 1916 and also attended business college. From 1917 to 1919 he served in the Coast Artillery Corps, then in the finance division of the Quartermaster Corps during World War I.

He returned to the banking field following his army service, continuing in North Dakota, his last position in that state being as cashier of the First National Bank at Cando. He left there in March, 1936 to join the credit department of the First Bank Stock Corporation in Minneapolis. A little more than a year later, in July, 1937, he joined the National Bank of South

Dakota in Sioux Falls as vice president. His election to the presidency followed in January, 1944. Deposits of the bank at the present time are approximately \$18,000,000.

Mr. Harkison was married to Mildred McIntosh on July 1, 1919 and they have one daughter, Jean M., 22.

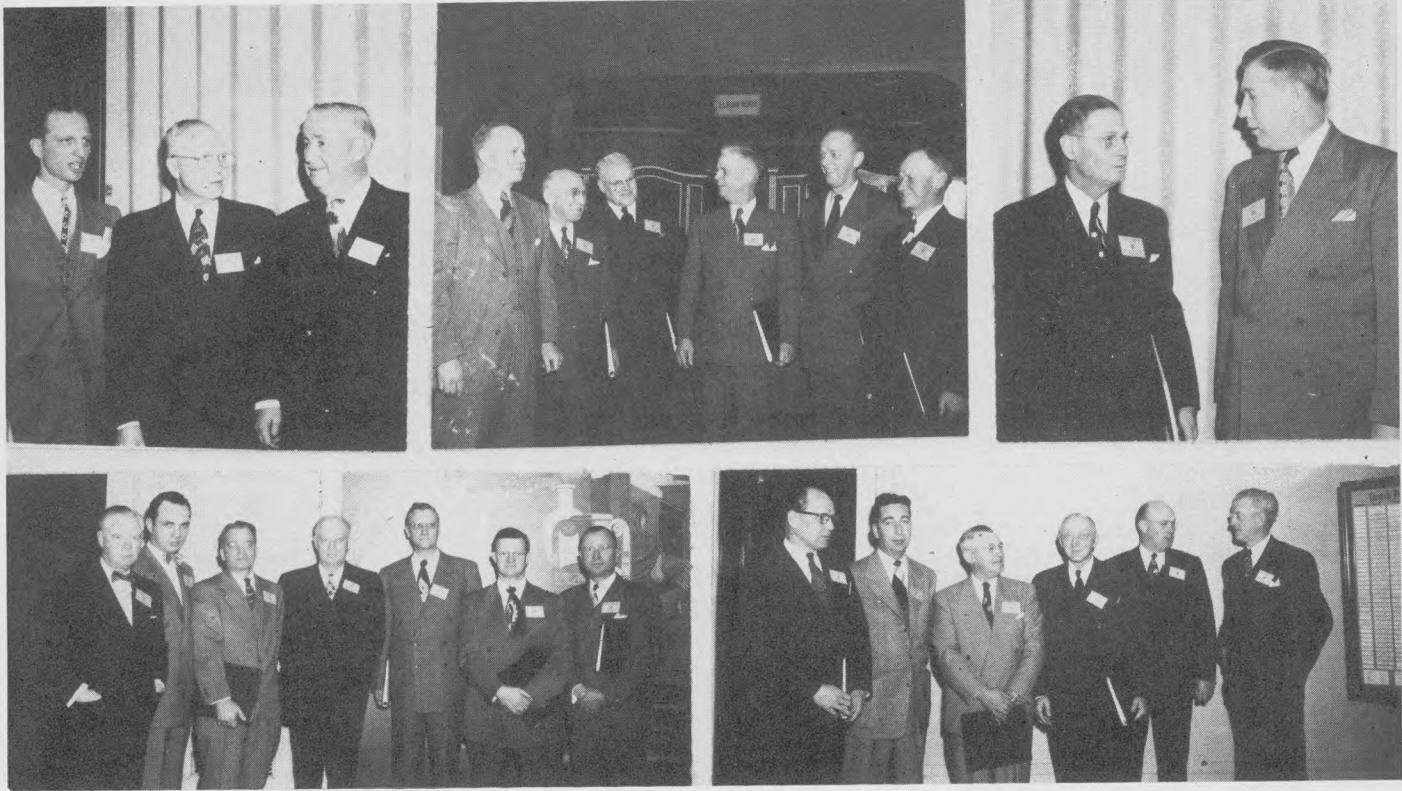
This month marks the completion of Mr. Harkison's term of office as Potentate of El Riad Temple AAONMS at Sioux Falls. He is a member of the Masonic Order, York and Scottish Rite Bodies, the Shrine, and is vice president of the Midwest Shrine Association.

In 1944 he was Commander of the Sioux Falls American Legion Post, is currently treasurer of the Kiwanis Club, treasurer of the Minnehaha County Chapter of the American Cancer Society and a former director of the Sioux Falls Chamber of Commerce. His church association includes a trusteeship of the First Baptist Church.

For relaxation, Mr. Harkison turns to hunting, fishing and golf, but claims he is below average in each. His political affiliation is Republican.

Northwestern Banker, January, 1950

Record Attendance at First National Bank of Chicago Bankers Conference



More than 700 bankers from 35 states attended the third annual conference of bank correspondents, sponsored recently by **The First National Bank of Chicago**. The conference was the largest ever organized by the bank to develop an even closer personal relationship with its correspondent banks and to render them a constructive service by a practical discussion of mutual problems.

Four panel discussions were scheduled simultaneously in four separate rooms. **Walter M. Heymann**, vice president, presided at the discussion on Public Relations and Savings. **Verne L. Bartling**, assistant vice president, presided at the discussion on Managing a Country Bank. The discussion on Bank Operations was led by **C. Edward Dahlin**, attorney. **Austin Jenner**, vice president, **John H. Grier**, vice president, and **Lewis Miller**, assistant vice president, covered the discussions on government and municipal securities. The panel discussions were repeated four times in order to give everyone an opportunity to sit in on all the discussions.

Pictured above are a few of the bankers attending the First National Bank Conference. Reading from left to right, they are:

Upper left—**Ernest Hultgren**; **Verne L. Bartling**, assistant vice president; and **John J. Anton**, vice president and head of the bankers division, all of the First National Bank, Chicago.

Upper center—**T. H. Swiler**, assistant cashier Burlington Bank & Trust Company, Burlington, Iowa; **Will Lane**, president

Security Savings Bank, Marshalltown, Iowa; **M. G. Addicks**, vice president Citizens State Bank, Donnellson, Iowa; **Frank C. Crone**, president National Bank of Washington, Washington, Iowa; **William Buxton, III**, president Peoples Trust & Savings Bank, Indianola, Iowa; and **B. M. Wheelock**, vice president Security National Bank, Sioux City, Iowa.

Upper right—**Tom N. Hayter**, vice president First National Bank, Sioux Falls, South Dakota; and **Henry Visser**, cashier First National Bank, Hawarden, Iowa.

Lower left—**T. H. Wake, Jr.**, president Jones National Bank, Seward, Nebraska; **Harold R. Deitemeyer**, cashier First National Bank, Beatrice, Nebraska; **Robert L. Stout**, president First National Bank, Tekamah, Nebraska; **W. W. Blasier**, president Farmers State Bank, Jesup, Iowa; **Fred Peters**, assistant vice president United States National Bank, Omaha; **C. J. Schneider**, president Plattsmouth State Bank, Plattsmouth, Nebraska; and **A. C. Glandt**, vice president and cashier First National Bank, Lincoln, Nebraska.

Lower right—**G. Y. Somero**, president First National Bank, Ely, Minnesota; **Robert Pye**, secretary Minnesota Bankers Association, Minneapolis; **N. V. Torgerson**, president Farmers State Bank, Adams, Minnesota; **C. F. Dabelstein**, president Olmsted County Bank & Trust Company, Rochester, Minnesota; **John Carlander**, president State Bank of Faribault, Minnesota; and **Frank Powers**, president Kanabee State Bank, Mora, Minnesota.

New Vice President

A major appointment of interest to bankers has been made by Lawrence Warehouse Company, nation-wide operators of field warehouses, according to an announcement made by Lawrence S. Coates, the company's executive vice president.

Murray T. Wellman, who has been associated with Lawrence since 1926 and well known to bankers in the east and middle west, has been appointed vice president in charge of sales for the eastern division of the company.

Mr. Wellman's new assignment will cover sales development and manage-

ment in the eastern division, with offices at present quarters, 72 Wall Street, New York City. Branch offices at Philadelphia, Atlanta, Charlotte, Washington, Boston, Buffalo and Pittsburgh will be actively continued under his supervision, with further expansion anticipated in the southeast.

LEGAL

Can An Executor Deduct His Commission Before Estate Is Settled?

Q. Cunningham, a banker, was executor of the estate of a decedent which was subject to the Federal estate tax. In computing its net value for Federal estate tax purposes he deducted from the gross a reasonable estimate of the amount that would be allowed him as executor by the laws of the jurisdiction in which the estate was being administered. His commissions, however, had not at that time been either awarded by court decree or paid. Should he be sustained in taking the deduction?

Yes. It is well settled that expenses of administration, including executors' commissions, are deductible in computing net estates for the purpose of Federal estate taxes before they have been paid or allowed by the court having jurisdiction of the probate of the estate provided such expenses are a reasonable estimate of the amount allowable under local law. The U. S. tax court has so stated in a recent decision.

Q. Olson, a banker, owned a building which he leased for a term of two years to Svenson, who conducted a grocery store therein. Both parties understood and agreed that Svenson could install and remove trade fixtures at any time during the term of the lease. There was no understanding, however, that, after the end of the lease and the surrender of possession of the premises, Svenson could remove them. Also there were no special circumstances which would permit a removal after that time. If Svenson should surrender possession of the premises without removing his trade fixtures could he remove them at a later date under the general rule applicable in such matters?

No. The rule is well established that ordinarily, and in the absence of special circumstances, a tenant may not remove his trade fixtures or improvements after he has surrendered possession of premises leased by him. In many cases such surrender by the tenant without taking fixtures with him

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

is regarded as an abandonment of them by him. Iowa, Nebraska, Missouri, Kentucky, Illinois, Indiana, Michigan and Wisconsin are among the jurisdictions in which decisions supporting various aspects of these views of the law may be found.

Q. Colton pledged certain shares of corporate stock to an Illinois bank as security for a loan. Attached to the certificate was an irrevocable stock power duly signed by Colton. It became necessary for the bank to sell the stock, which it did, and, as an incident to the sale, the bank guaranteed Colton's signature on the stock power. Later Colton died. His sole heir contended the signature was not genuine and sued the corporation to require it to issue the stock to him. The corporation defended the suit and proved the signature genuine. It sought to recover its expenses in this regard from the bank that guaranteed the signature. Could it do so?

No, according to a recent Illinois Appellate Court decision. The signature guarantee meant only that the bank assured anyone choosing to depend upon it that the signature was genuine. Liability of the bank was limited to the loss suffered by anyone acting, to his detriment, upon the assurance in the event the signature was false. It follows that, since the signature on the stock power was genuine, there was no liability.

Q. Cowbell, a retired banker, went into the stock and bond business and became a registered broker and dealer under appropriate Federal law. He wilfully violated certain provisions of the law in that he failed to disclose

certain features of his operations to his clients and the Securities Commission revoked his license. He took the matter to court and a majority of his clients came in as amicus curiae and informed the court that they understood fully their dealings with him; that they were satisfied with, and had, profited by, such dealings; and that they wished to continue to use his services. On such a showing should the registration be reinstated?

No. It is no defense to a proceeding before the Securities Commission to revoke the registration of a broker-dealer that the majority, or even all, of his clients understand completely the nature of their dealings with him and are satisfied with, and have profited by and wish to continue with, his method of doing business with them. Where a willful violation of the statutes occurs and a revocation is in the public interest it will be sustained even though no one is misled or has suffered injury.

Q. The North Dakota Legislature passed in 1948 a law prohibiting the establishment and maintenance by the state and its political subdivisions of parking meters requiring the deposit of coins or tokens for the privilege of parking cars on the streets and highways. Several cities had parking meters prior to the passage of the law. These had been established by ordinances and other acts of their various governing bodies, the memberships of which were made up of bankers and others. These cities challenged the law claiming it to be unconstitutional. Should they prevail.

No. The North Dakota Supreme Court has held recently that the law in question is a valid enactment and that the parking meter ordinances of the various cities involved were nullified. In doing so it pointed out that the cities were merely the agencies of the state in regulating the use of the

(Turn to page 57, please)

Statement of Condition

December 31, 1949

RESOURCES

Loans and Discounts.....	\$ 27,442,761.36	
Overdrafts	4,006.58	
State and Municipal Bonds.....	11,421,539.26	
Corporation Bonds	3,090,388.52	
Stock in Federal Reserve Bank.....	150,000.00	
Bank Office Building.....	899,000.00	
Furniture and Fixtures.....	1.00	
Income Earned But Not Collected.....	427,827.47	
Bonds of United States and Government Agencies	\$67,508,020.34	
Due From Federal Reserve Bank	21,862,851.84	
Cash and Sight Exchange	25,768,550.45	115,139,422.63
		<u>\$158,574,946.82</u>

LIABILITIES

Capital Stock	\$ 2,500,000.00	
Surplus	2,500,000.00	
Undivided Profits	2,727,498.34	
Reserve for Contingencies.....	1,080,225.29	
Accrued Taxes, Interest and Other Expenses	187,729.42	
Dividend Declared and Unpaid.....	50,000.00	
U. S. Government Deposits	\$ 7,338,623.38	
Deposits	142,190,870.39	149,529,493.77
		<u>\$158,574,946.82</u>

United States Government and other securities carried at \$17,231,243.94 are pledged to secure public and trust deposits and for other purposes required by law.



Member Federal Deposit Insurance Corporation

The Omaha National Bank

FARNAM AT SEVENTEENTH

Northwestern Banker, January, 1950

What Their Statements Show

Interesting Statement Figures Are Shown in These Reports Received by the NORTHWESTERN BANKER

(Last three figures omitted)

	December 31, 1949		December 31, 1948			December 31, 1949		December 31, 1948	
	Deposits	Loans	Deposits	Loans		Deposits	Loans	Deposits	Loans
ILLINOIS—Chicago									
Am. Nat. B & T Co.	\$ 247,207	\$ 62,269	\$ 220,237	\$ 65,622	St. Joseph				
Central National	60,798	17,821	61,532	17,157	American National	\$ 23,209	\$ 6,428	\$ 23,267	\$ 5,824
City Nat. B & T Co.	333,303	73,097	321,945	71,350	First National	29,523	3,951	30,463	4,282
Cont. Illinois B & T	2,348,174	361,653	2,159,927	458,735	First St. Joseph				
Drovers Nat'l Bk.	84,496	9,336	80,573	9,310	Stock Yards	8,863	1,244	10,171	1,589
Drovers Tr. & Sav.	30,100	5,220	30,528	5,217	Tootle-Lacy Nat'l	21,695	4,284	18,114	3,290
First National	2,278,611	790,957	2,078,525	844,049	St. Louis				
Harris Tr. & Sav.	577,072	151,414	508,577	169,572	First Nat'l	434,928	177,147	442,114	178,559
LaSalle National	81,880	19,031	71,786	15,505	Mercantile Comm.				
Live Stock Nat'l	55,287	10,282	54,692	11,555	B & T Co.	354,648	113,837	342,493	121,659
Northern Trust Co.	653,398	93,089	656,262	91,571	Mississippi Valley				
					Trust Co.	211,399	83,737	213,402	86,447
IOWA—Des Moines									
Bankers Trust Co.	54,456	17,529	57,986	15,655	NEBRASKA—Lincoln				
Capital City St. Bk.	9,378	3,369	8,000	2,786	Continental Nat'l	30,971	5,441	29,330	5,984
Cent. Nat. B & T Co.	78,777	22,098	83,031	24,302	First National	48,767	7,175	47,246	7,603
D. M. B & T Co.	8,100	2,403	7,764	2,343	Nat'l Bk. of Com.	35,667	12,082	33,567	12,722
First Federal St.	3,172	1,108	3,151	401	Omaha				
Iowa-D.M. Nat'l	105,503	25,474	108,862	24,786	Douglas Co. Bank	8,645	1,754		
Iowa State	7,640	3,746	6,635	3,667	First National	85,162	18,393	83,958	19,580
Valley B & T Co.	18,729	8,086	17,147	8,458	Live Stock Nat'l	59,859	21,394	61,499	20,862
Sioux City									
First National	20,805	7,757	18,861	5,857	Omaha National	149,529	27,443	144,812	29,620
Live Stock Nat'l	25,251	4,071	26,443	4,271	South Omaha Sav.	2,216	1,851	2,170	1,706
Security National	27,789	7,404	26,112	7,558	Stock Yds. Nat'l	23,658	4,308	24,422	4,855
Toy National	25,828	6,619	23,486	5,573	United States Nat'l	70,207	15,627	71,448	16,305
Other Iowa Banks									
National Bank of					NEW YORK CITY				
Burlington	9,933	3,795	10,360	3,160	Bankers Tr. Co.	1,431,528	576,711	1,325,472	571,153
Cedar Falls—					Bank of Manhattan	1,127,809	462,758	1,127,930	455,974
First National	4,078	595	4,266	592	Central Hanover				
Cedar Rapids—					B & T Co.	1,448,101	145,974	1,400,785	432,451
Merchants Nat'l	80,215	11,924	77,541	12,460	Chase National	4,384,572	1,350,507	4,237,000	1,482,834
Clinton—City Nat'l	14,266	3,294	14,188	3,108	Chemical B & T Co.	1,449,656	436,846	1,435,190	560,799
Davenport B & T Co.	72,925	23,849	73,929	22,189	Guaranty Tr. Co.	2,299,856	954,967	2,330,237	1,034,441
Dubuque—					Irving Trust Co.	1,052,448	384,977	1,113,182	429,048
Amer. Tr. & Sav.	20,981	5,652	19,420	4,292	Manufac's Tr. Co.	2,281,748	572,923	2,223,383	623,902
Independence—					Nat'l City Bank	4,669,252	1,381,717	4,643,000	1,422,000
Farmers State Sav.	5,481	1,447	5,440	1,121	New York Tr. Co.	627,300	237,059	642,398	256,426
Iowa City—					Public National	505,319	156,562	515,990	140,307
Iowa St. B & T	11,031	4,008	10,882	3,767	NORTH DAKOTA—Fargo				
Ottumwa—					First Nat'l B & T Co.	25,269	6,519	25,058	5,042
Union B & T Co.	14,369	5,304	14,311	4,834	SOUTH DAKOTA—Sioux Falls				
National Bank of					First National	23,944	6,588	23,318	6,313
Waterloo	25,629	6,149	23,941	6,632	Nat'l Bk. of S. D.	17,922	6,199	18,056	5,263
Waterloo Sav. Bk.	19,400	5,937	17,629	4,795	Northwest Sec. Nat.	43,745	10,950	43,643	11,009
MINNESOTA—Duluth									
First and Am. Nat'l	69,556	14,608	71,332	17,090	CALIFORNIA—Los Angeles				
Northern Minn. Nat.	43,618	11,031	45,639	10,284	California Bank	440,391	102,931	431,000	107,770
Minneapolis									
First National	340,570	104,700	341,122	108,382	Farmers-Merchants	275,712	27,893	278,446	33,327
Marquette National	38,602	10,420	32,655	8,861	Security-First Nat'l	1,602,888	380,894	1,619,817	418,458
Midland National	56,800	18,707	57,300	18,700	San Francisco				
Northwestern Nat'l	354,070	100,991	347,625	110,236	American Trust Co.	937,432	374,736	927,884	377,497
St. Paul									
Empire National	28,921	8,229	26,964	7,918	Bank of America	5,775,110	2,804,522	5,639,523	2,807,070
First National	309,172	92,636	304,244	90,598	Crocker First Nat'l	316,533	77,100	320,275	84,158
Stock Yards Nat'l	19,743	2,975	17,551	3,634	OTHER BANKS				
MISSOURI—Kansas City									
City Nat'l B & T Co.	144,580	52,788	137,498	52,091	First Wis. Nat'l,				
Commerce Tr. Co.	389,902	121,174	386,584	110,934	Milwaukee	530,921	90,297	520,790	97,646
Inter-State National	61,412	20,488	64,760	28,089	Republic Nat'l, Dallas	339,871	150,529	311,745	172,436
					Royal Bank of Can-				
					ada, Montreal	2,192,140	653,267	2,067,489	657,457
					Valley National of				
					Phoenix, Ariz.	224,876	104,721	230,427	120,697

Northwestern Banker, January, 1950



The
LIVE STOCK
National BANK of Chicago

UNION STOCK YARDS • TELEPHONE YARds 7-1220

Statement of Condition

Close of Business—December 30, 1949

RESOURCES

Cash and due from banks.....	\$17,563,654.07
U. S. Treasury securities (Average maturity less than 18 months).....	27,616,122.64
State and municipal securities (Average maturity less than 2 years).....	1,750,231.06
Other marketable bonds.....	421,482.23
Loans and discounts.....	10,282,255.63
Federal Reserve Bank stock.....	75,000.00
Bank building.....	250,000.00
Interest earned, not collected.....	221,793.53
Current receivables and other assets.....	84,761.70
Total.....	\$58,265,300.86

LIABILITIES

Capital.....	\$ 1,000,000.00
Surplus.....	1,500,000.00
Undivided profits and reserves.....	419,270.62
Unearned discount.....	55,691.66
Liability under Letters of Credit.....	3,000.00
Deposits.....	55,287,338.58
Total.....	\$58,265,300.86

Board of Directors

FREDERICK HENRY PRINCE

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

IVAN E. BENNETT
Vice-President

JAMES F. DONOVAN
*Trustee, Central Manufacturing
District*

GUY A. GLADSON
Winston, Strawn, Shaw & Black

ORVIS T. HENKLE
*President,
The Mercury Manufacturing Company*

HAROLD P. JOHNSTON
Vice President and Cashier

WILLIAM WOOD PRINCE
*President, The Union Stock Yard
& Transit Company*

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

DAVID H. REIMERS
President

SERVING AGRICULTURE AND INDUSTRY

Since 1868

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, January, 1950

Business Level to Continue High

THE new year begins on a note of optimism, The Northern Trust Company reports in its monthly bulletin, *Business Comment*, but the long term outlook is less hopeful because of the passing of the crest of demand for durable capital and consumer goods and houses and also because of the great expansion of mortgage and installment credit.

"The tenor of the statements of business men and the concensus of economists are strongly on the side of a continued high level of output and sales well into 1950," the bank states. Several factors are cited as

chiefly responsible for this. "Large building contract awards during the late fall assure a record volume of construction work, seasonal influences allowed for. In the steel industry, heavy bookings are reported to require close to capacity operations for some months. In the first part of 1950, the output of automobiles is likely to exceed the same period of 1949. New models will stimulate demand and a larger supply of steel will permit higher production schedules than last year.

"The distribution to veterans of the dividend on National Service Life In-

surance, supplemented by large bonus payments in some states, will augment incomes by almost 3 per cent in early 1950. With a record number of new dwellings being completed, the demand for furnishings and household equipment should remain high. The war-created pent-up demands for consumer durables and for new automobiles appear to have been filled, but the industries are now experiencing the wide dimensions of a market created by full employment. The hurdle of high prices required by high labor costs continues to be overcome by the presence of a large volume of liquid assets, by heavy government expenditures and cash payments at home and abroad, and, increasingly, by the easy credit terms that facilitate purchases."

The accelerated use of mortgage and consumer credit is perhaps the surest indication that demands cannot continue at present levels indefinitely, the bank says. The forces that this country may depend upon to overcome cyclical influences in major durable expenditures, the bank emphasizes, are the exercise of restraint during the boom, physical and technological growth and the spirit of free enterprise.

"An economy of private property and individual choice is tremendously strong, with four million businesses competing to find something to sell to the public at a profit and with each individual working to better his station in life. Under these conditions a depression, and particularly a severe and long lasting one, is an abnormality rather than an inherent weakness. The great danger is that remedies may be applied that will damage the incentives that are the mainspring of our system."

Third Term Office

James L. Sharp, manager, foreign department, First National Bank in St. Louis, has been elected to a third term as treasurer of the Export Managers' Club of St. Louis, Inc. Members of the club are interested in foreign trade, including transportation, insurance and banking.

Last year the St. Louis area handled a volume of about 200 million dollars in foreign business, made up of approximately 125 million dollars in exports and 75 million dollars in imports.

Dividend

The board of directors of Manufacturers Trust Company, New York, has declared the regular quarterly dividend on the bank's capital stock in the amount of 60 cents per share, payable January 15, 1950, to stockholders of record December 15, 1949.

Commerce Trust Company

Established 1865

Kansas City, Missouri

Member Federal Reserve System

Statement of Condition at Close of Business December 31, 1949

RESOURCES

Cash and Due from Banks	\$136,273,151.97	
U. S. Obligations, Direct and Fully Guaranteed	111,258,730.74	\$247,531,882.71
State and Municipal Bonds	\$ 33,299,164.57	
Stock of Federal Reserve Bank	540,000.00	
Other Bonds and Securities	9,681,713.29	43,520,877.86
Loans and Discounts		121,174,471.72
Bank Premises		1,697,389.87
Customers' Liability Account Letters of Credit		274,915.84
Accrued Interest Receivable		436,625.82
Overdrafts		2,682.96
Total Resources		<u>\$414,638,846.78</u>

LIABILITIES

Deposits:		
U. S. Government	\$ 4,696,615.61	
Other Deposits	385,205,445.41	\$389,902,061.02
Capital	\$ 9,000,000.00	
Surplus	9,000,000.00	
Undivided Profits	5,657,254.61	23,657,254.61
Liability Account Letters of Credit		274,915.84
Accrued Interest, Taxes and Expense		778,195.64
Other Liabilities		26,419.67
Total Liabilities		<u>\$414,638,846.78</u>

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Typing Perfection with Quiet!

the **NEW** Remington Noiseless DeLuxe Gray Typewriter

Where QUIET is essential, there's no typewriter to compare with the New Remington Noiseless DeLuxe Gray. Using the pressure printing principle employed on fine printing presses, typebars are swiftly, silently p-r-e-s-s-e-d against the paper. Result: *faster, more productive* typing with a *minimum* of sound and typescript extraordinary in its evenness of tone.

In addition, scientific tests prove that QUIET increases typists' efficiency and boosts morale. A typist expends 20% more energy . . . produces 5% less under noisy conditions. Conversely, a 15% reduction in noise brings a 5% *increase* in typing efficiency. No small wonder that executives, who need typing perfection and want QUIET, specify Remington Noiseless Typewriters.

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Remington Rand

THE FIRST NAME IN TYPEWRITERS



Northwestern Banker, January, 1950

Year-End Investment Survey

A PROBABLE substantial increase in tax-exempt bond offerings, a volume of utility and railroad financing near the 1949 level, and a decline in industrial bond issues were predicted for 1950 by Halsey, Stuart & Company, Inc., in its annual Year-End Bond Survey for 1949.

"The total new money requirements of the utilities, including the gas and telephone companies, are likely to be lower, but it is possible that refundings in 1950 of issues now outstanding will bring the total utility offerings

near their 1949 level," the survey pointed out. "As with the utilities, a decline in railroad equipment financing may also be offset by refundings. Industrial financing will continue to be placed privately and will decrease in amount.

"The World Bank will go into the market with a refunding offering of \$100 millions, its first public financing since the initial 1947 issues of \$250 millions. While financing by the federal government has been by way of the short term market, long term of-

ferings are quite possible in the future.

"In the tax-exempt field, heavy volume is anticipated," the survey continued. "The apparent willingness of voters to approve bond issues, demonstrated by authorizations in November's elections, could bring 1950's offerings of state and municipal bonds close to the 1949 total. Add to this volume the Housing Authority issues and a substantial increase in tax-exempt offerings is probable. With little likelihood of any reduction in taxes, and the probability that tax exemption will become more limited, tax-exempt bonds will continue to be in demand.

"In general," Halsey, Stuart noted, "the biggest demand for corporate bond offerings will continue to be that of insurance companies and banks. The demand undoubtedly will be augmented by the requirements of pension funds, requirements which may very well become tremendous.

"According to the supply-demand equation, bond prices should continue steady with a tendency to advance. This projection is bolstered by the probability that prices for long-term governments will remain around present levels."



Progressing with Arizona

STATEMENT OF CONDITION

DECEMBER 31, 1949

RESOURCES

Cash and Due from Banks	\$ 37,570,441.89
U. S. Government Bonds	76,504,184.00
Other Bonds and Securities	16,832,231.32
Loans and Discounts	104,721,363.05
Bank Buildings	1,627,221.28
Furniture and Fixtures	662,736.02
Accrued Interest Receivable	936,148.94
Customers Liability on L/C	433,220.29
Other Resources	467,340.83
Total Resources	\$239,754,887.62

LIABILITIES

Deposits	\$224,875,937.36
Unearned Discount	1,947,251.96
Letters of Credit	433,220.29
Reserves for Taxes, Interests, etc	1,178,100.88
Capital Funds	
Preferred Stock . . . \$ 700,000.00	
Common Stock . . . 3,250,000.00	
Surplus 4,500,000.00	
Undivided Profits 1,545,377.13	
Reserves 1,325,000.00	11,320,377.13
Total Liabilities	\$239,754,887.62

HOME OFFICE



PHOENIX, ARIZONA

Largest Bank in the Rocky Mountain States

VALLEY NATIONAL BANK

GLENDALÉ TOLLESON WICKENBURG PHOENIX TUCSON CASA GRANDE SUNNYSLOPE HAYDEN
MIAMI SUPERIOR COOLIDGE DOUGLAS GLOBE CLIFTON PRESCOTT CHANDLER
SAFFORD KINGMAN LITCHFIELD PARK AJO MORENCI MESA NOGALES WINSLOW WILLCOX

MEMBER OF THE FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, January, 1950

Edgar E. Mountjoy Retires

Edgar E. Mountjoy, deputy manager of the American Bankers Association and for thirty years in charge of its National Bank Division, has retired. Mr. Mountjoy was also in charge of the association's Retirement Pension Plan Studies.

70th Birthday



Mrs. Eva H. Kimball, dean of women at the City National Bank and Trust Company of Chicago, was honored by the officers and other personnel on the occasion of her 70th birthday.

General Charles G. Dawes, right, chairman of the board, was present during the open house when Philip R. Clarke, left, president of the bank, presented Mrs. Kimball with a television set.



CHARTER NO. 64

First Wisconsin National Bank of Milwaukee

Statement of Condition as of December 31st, 1949

Directors

WILLIAM G. BRUMDER
Senior Vice President

WILLIAM MERRILL CHESTER
President,
T. A. Chapman Company

E. J. DEMPSEY
Attorney, Oshkosh

WALTER GEIST
President,
Allis-Chalmers Mfg. Co.

JOSEPH F. HEIL
President, The Heil Co.

WALTER V. JOHNSTON
Industrialist

WALTER KASTEN
President

GEORGE E. LONG
President, Koehring Co.

ERNST MAHLER
Executive Vice President,
Kimberly-Clark Corp.

ROBERT E. PABST

CYRUS L. PHILIPP
President,
Union Refrigerator Transit Co.

HAROLD H. SEAMAN
Industrialist

LAWRENCE F. SEYBOLD
Executive Vice President,
Wisconsin Electric Power Co.

WM. TAYLOR
Executive Vice President

CHARLES O. THOMAS
President,
Pal-O-Pak Insulation Co.

ERWIN C. UHLEIN
President,
Jos. Schlitz Brewing Co.

JOSEPH E. UHLEIN, JR.
President,
Appliance Corp. of America

ROBERT A. UHLEIN
Banker

ROBERT A. UHLEIN, JR.
Vice President,
Jos. Schlitz Brewing Co.

WILLIAM D. VOGEL
Real Estate and Investments

RESOURCES

Cash and Due from Banks.....	\$147,506,291.45	
U. S. Government Securities.....	321,159,012.76	\$468,665,304.21
Other Bonds and Securities.....		18,354,583.84
Stock in Federal Reserve Bank.....		600,000.00
Loans and Discounts.....		90,296,980.69
Accrued Income Receivable.....		1,334,914.95
Bank Buildings and Equipment.....		3,344,849.65
Other Resources.....		2,044,050.81
		<u>\$584,640,684.15</u>

LIABILITIES

Capital.....	\$ 10,000,000.00	
Surplus.....	10,000,000.00	
Undivided Profits.....	9,158,860.22	
Special Reserves (includes amount sufficient to amortize U. S. Government and all other securities to par).....	9,872,838.02	\$ 39,031,698.24
Reserve for Interest, Taxes, Expenses, Etc.....		1,010,175.02
Deposits.....	530,920,793.73	
War Loan Deposit Account.....	11,923,900.77	542,844,694.50
Other Liabilities.....		1,754,116.39
		<u>\$584,640,684.15</u>

President, WALTER KASTEN

Executive Vice President, WM. TAYLOR

Senior Vice President, WILLIAM G. BRUMDER

Vice Presidents

EDWIN BUCHANAN	CARL M. FLORA	JOHN S. OWEN
GEORGE T. CAMPBELL	PIERRE N. HAUSER	CHESTER D. RANEY
D. WESLEY CORRELL	WILLIAM J. KLUMB	JOSEPH W. SIMPSON, JR.
EDWARD R. DROPPERS	EDWIN R. ORMSBY	ROBERT A. ZENTNER

Comptroller, CLARENCE H. LICHTFELDT

UNPARALLELED STATEWIDE SERVICE

Through affiliated banks and correspondent bank relationships — embracing over 90 per cent of all banks in Wisconsin — the First Wisconsin offers unparalleled statewide banking service.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northern Trust Company

Net earnings of The Northern Trust Company, Chicago, for the year ended December 31, 1949, after expenses, taxes and additions to reserves, were \$1,085,429.32 compared with \$1,021,213.04 in 1948. Dividends of \$540,000 were paid and \$545,429.32 was added to undivided profits.

Earnings amounted to \$36.18 per share as compared with \$34.04 in the previous year. The earnings on average capital stock, surplus and undivided profits were equivalent to 5.09 per cent compared with 4.89 per cent last year.

Deposits at the year end amounted to \$653,398,075.02 compared with total deposits of \$656,262,273.77 at the end of last year.

First National, Minneapolis

Directors of First National Bank of Minneapolis, at their year-end meeting, voted a \$3,000,000 increase in the bank's surplus, raising its total of capital and surplus to \$20,000,000.

In addition to the surplus increase, Henry E. Atwood, First National president, also announced the promotion of several officers. In the banking department, Victor F. Rotering, M. O.

Grangaard and Guy W. LaLone were advanced from vice president to the newly-created position of senior vice president.

Associated with the First National since 1908, Mr. Rotering has served since 1929 as vice president. Mr. Grangaard joined the bank's staff in



M. O. GRANGAARD
Now Senior Vice President
First National, Minneapolis

1923, and six years later was elected vice president in the department of banks and bankers. Mr. LaLone, vice president in charge of offices and affiliates, began his career with the First National in 1921, and previously was with the Minnehaha State Bank. In addition to their positions at First National, Mr. Rotering is president of First Hennepin State Bank and Mr. LaLone is president of First Minnehaha National Bank and First Produce State Bank. Mr. Grangaard also is a director of First Edina State Bank.

New Vice President

Guaranty Trust Company of New York announces the appointment of Kent G. Colwell as a vice president. Associated with the bank since 1919, he continues with the foreign department at the main office, where he has served successively as assistant manager and second vice president since 1926. Prior to 1926 he served in official capacities in the bank's branches in Europe.

Supervisor

The Royal Bank of Canada announces the appointment of Thomas F. Whitley as supervisor of the bank's 233 branches in Ontario. He succeeds S. A. Duke who has been the bank's Ontario supervisor since 1941. C. L. Walker has been appointed to succeed Mr. Whitley as manager of the bank's main Toronto branch.



STATEMENT OF CONDITION DECEMBER 31, 1949

RESOURCES

Cash and Due from Banks	\$114,591,708.63
U. S. Government Securities	63,432,228.30
State, Municipal and Other Securities	2,965,594.37
Stock in Federal Reserve Bank	750,000.00
Loans and Discounts	150,529,676.98
Bills of Exchange and Commodity Loans	33,697,881.68
Bank Premises and Equipment	2,344,024.04
Real Estate for Bank Expansion	2,314,923.23
Acceptances — Customers Account	7,446,282.13
TOTAL	\$378,072,319.36

LIABILITIES

Capital	\$ 12,000,000.00	
Surplus	13,000,000.00	\$ 25,000,000.00
Undivided Profits	2,400,218.25	
Reserve for Contingencies	2,500,370.86	
Reserve for Taxes, etc.	854,602.52	
Acceptances — Customers Account	7,446,282.13	
Deposits:		
Individual	\$214,303,231.05	
Banks	122,005,318.38	
U. S. Government	3,562,296.17	339,870,845.60
TOTAL		\$378,072,319.36

REPUBLIC NATIONAL BANK

of DALLAS

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, January, 1950

Continental Illinois National Bank and Trust Company of Chicago

BOARD OF DIRECTORS

WALTER J. CUMMINGS
Chairman

J. Q. ADAMS
Real Estate

CARL A. BIRDSALL
President

CHAUNCEY B. BORLAND
Managing Owner, Borland Properties

D. A. CRAWFORD
President, Pullman Incorporated

EDWARD A. CUDAHY
Chairman of the Board, The Cudahy Packing Company

JOHN F. CUNEO
President, The Cuneo Press, Inc

MARSHALL FIELD
President, Sun and Times Co.

LAWRENCE P. FISHER
Director, General Motors Corporation

CHARLES Y. FREEMAN
Chairman, Commonwealth Edison Company

JAMES R. LEAVELL
Banker

WILLIAM H. MITCHELL
Partner, Mitchell, Hutchins & Co.

A. W. PEAKE
President, Standard Oil Company (Indiana)

H. A. SCANDRETT
Railroad Executive, retired

JUDSON F. STONE
McCormick Estates

FRANK F. TAYLOR
Vice President

HERMAN WALDECK
Executive Vice President

R. L. WILLIAMS
President, Chicago and North Western Railway System

CHARLES D. WIMAN
President, Deere & Company

Statement of Condition, December 31, 1949

RESOURCES

Cash and Due from Banks	\$ 671,839,584.51
United States Government Obligations	1,394,028,594.11
Other Bonds and Securities	100,843,486.84
Loans and Discounts	361,653,124.16
Stock in Federal Reserve Bank	4,800,000.00
Customers' Liability on Acceptances	2,434,750.51
Income Accrued but Not Collected	7,906,851.27
Banking House	9,600,000.00
	<u>\$2,553,106,391.40</u>

LIABILITIES

Deposits	\$2,348,174,295.69
Acceptances	2,434,750.51
Reserve for Taxes, Interest, and Expenses	8,123,849.54
Reserve for Contingencies	18,106,473.71
Income Collected but Not Earned	376,569.89
Capital Stock	60,000,000.00
Surplus	100,000,000.00
Undivided Profits	15,890,452.06
	<u>\$2,553,106,391.40</u>

United States Government obligations carried at \$255,416,479.62
are pledged to secure public and trust deposits and for other
purposes as required or permitted by law

Member Federal Deposit Insurance Corporation

You are invited to use the facilities of our Bond Department
to meet your investment requirements for United States
Government, State, and Municipal securities.

Guaranty Trust Company of New York

140 Broadway

Fifth Ave. at 44th St. Madison Ave. at 60th St. Rockefeller Plaza at 50th St.

LONDON • PARIS • BRUSSELS

Condensed Statement of Condition, December 31, 1949

RESOURCES

Cash on Hand, in Federal Reserve Bank, and Due from Banks and Bankers	\$ 586,973,444.91
U. S. Government Obligations	1,088,072,399.73
Loans and Bills Purchased	954,967,571.12
Public Securities	\$ 54,846,500.43
Stock of Federal Reserve Bank	9,000,000.00
Other Securities and Obligations	7,410,534.00
Credits Granted on Acceptances	9,613,956.14
Accrued Interest and Accounts Receivable	9,180,989.25
Real Estate Bonds and Mortgages	5,385,197.89
	95,437,177.71
Bank Premises	5,083,067.78
Other Real Estate	41,302.86
Total Resources	\$2,730,574,964.11

LIABILITIES

Capital	\$ 100,000,000.00
Surplus Fund	200,000,000.00
Undivided Profits	70,568,482.54
Total Capital Funds	\$ 370,568,482.54
Deposits	\$2,267,416,947.26
Treasurer's Checks Outstanding	32,439,051.74
Total Deposits	2,299,855,999.00
Acceptances	\$ 18,089,264.31
Less: Own Acceptances Held for Investment	7,598,836.57
	\$ 10,490,427.74
Dividend Payable January 3, 1950: Regular . . . \$3,000,000.00	
Extra 2,000,000.00	5,000,000.00
Items in Transit with Foreign Branches	1,724,703.38
Accounts Payable, Reserve for Expenses, Taxes, etc.	42,935,351.45
	60,150,482.57
Total Liabilities	\$2,730,574,964.11

Securities carried at \$118,968,756.80 in the above Statement are pledged to qualify for fiduciary powers, to secure public moneys as required by law, and for other purposes.

J. LUTHER CLEVELAND
Chairman of the Board

WILLIAM L. KLEITZ
President

DIRECTORS

GEORGE G. ALLEN Director, British-American Tobacco Company, Limited, and Chairman of the Board, Duke Power Company
WILLIAM B. BELL President, American Cyanamid Company
F. W. CHARSKIE Chairman, Executive Committee, Union Pacific Railroad Company
J. LUTHER CLEVELAND Chairman of the Board
W. PALEN CONWAY
CHARLES P. COOPER President, The Presbyterian Hospital in the City of New York
WINTHROP M. CRANE, Jr. President, Crane & Co., Inc., Dalton, Mass.
STUART M. CROCKER President, The Columbia Gas System, Inc.
JOHN W. DAVIS of Davis Polk Wardwell Sunderland & Kiendl
CHARLES E. DUNLAP President, Berwind-White Coal Mining Company
GANO DUNN President, The J. G. White Engineering Corporation
WALTER S. FRANKLIN President, The Pennsylvania Railroad Company

LEWIS GAWTRÝ

JOHN A. HARTFORD Chairman of the Board, The Great Atlantic & Pacific Tea Company

CORNELIUS F. KELLEY Chairman of the Board, Anaconda Copper Mining Company

MORRIS W. KELLOGG Chairman of the Board, The M. W. Kellogg Company

WILLIAM L. KLEITZ President

CHARLES S. MUNSON Chairman of the Board, Air Reduction Company, Inc.

WILLIAM C. POTTER Retired

GEORGE E. ROOSEVELT of Roosevelt & Son

EUGENE W. STETSON Chairman, Executive Committee, Illinois Central Railroad Company

THOMAS J. WATSON Chairman of the Board, International Business Machines Corporation

CHARLES E. WILSON President, General Electric Company

ROBERT W. WOODRUFF Chairman, Executive Committee, The Coca-Cola Company

Member Federal Deposit Insurance Corporation

Volume Over \$75,000,000

Clarence L. Landen, president and general manager of the Securities Acceptance Corporation of Omaha, reports a very prosperous year for his organization in the fiscal period ending September 30, 1949. "The business of the company," says Mr. Landen, "con-



CLARENCE L. LANDEN
"Largest in History of the Company"

tinues to consist primarily of purchasing from dealers' instalment notes receivable acquired in the sale of automobiles and other consumer durable goods on the time sales financing plan, and in extending personal loans to individuals. During the year, the total volume of business transacted amounted to \$75,716,951.07, as compared to \$70,918,386.81 for the previous year. The volume of business handled by the company during the fiscal year represented an increase of 6.77 per cent over the volume of the previous year, and was the largest in the history of the company.

Automobile production in 1949 has broken all previous records. It is quite likely that automobile production and sales during 1950 will not equal the record of 1949, which may affect the volume of automobile time sales paper available to the company. On the other hand, it is expected that a larger percentage of new cars will be sold on the installment plan. To what extent the factor of reduced volume possibilities will be offset by the increased demand for time sales financing is quite indeterminable. Perhaps the net result will be a volume of business for our company in the 1950 fiscal year about equal to that which we have enjoyed during the past year."

American National, Chicago

Nineteen hundred forty-nine was a satisfactory and active year for American National Bank and Trust Company of Chicago during which the bank increased its surplus and expanded its quarters. Lawrence F. Stern, president, announced recently in his annual report to stockholders.

The bank's net earnings for the year

New Board Member

John M. Olin, president of Olin Industries, Inc., of East Alton, Illinois, has been elected to the board of directors of Bankers Trust Company, New York, it was announced by S. Sloan Colt, president.

Mr. Olin, a graduate of Cornell, is



JOHN M. OLIN
On Board of
Bankers Trust, New York

a director of the St. Louis Union Trust Company, Midwest Rubber Reclaiming Company, Illinois Terminal Railroad Company, and is a member of the Board of Washington University.

Retirements at First National

Bentley G. McCloud, president of the First National Bank of Chicago, having passed the retiring age of 65, retired as president following the annual stockholders' meeting on January 10th. He will continue as a director of the bank and as a member of the executive committee, so that his experience and knowledge will still find expression in the bank's councils. Mr. McCloud originally went to work for The First National Bank in 1903.

Irvin L. Porter entered the employ of the bank in 1901 as a clerk. He was elected manager of the bond department in 1919, assistant vice president in 1923, vice president in 1925, and director in 1945. He will continue as a director of the bank.

Thomas J. Nugent began his banking career in 1901 as a messenger with The First National Bank and received his early training in various departments of the bank. He was elected assistant vice president in 1920, and vice president in 1931. He has been a member of the banks and bankers division for nearly 20 years. While retiring from active service, Mr. Nu-

gent will have his desk at the First National and will continue to visit the bank's friends around the country.

Fred B. Tedford became associated with the Union Trust Company in 1922, and came to The First National Bank of Chicago at the time of the merger of the Union Trust Company with the First National in 1929. He was an assistant vice president in the foreign banking department.

**American Trust,
San Francisco**

Deposits of American Trust Company on December 31st totaled \$937,432,332.12, as compared with \$927,883,-

808.36 for the corresponding date in 1948.

Loans and discounts totaled \$374,736,073.31, as compared with \$377,496,804.78 on December 31, 1948. Total resources stood at \$992,288,273.96.

Net operating earnings for the year 1949, after amortization of securities and provision for income taxes, amounted to \$4,325,910.11, as compared with \$3,652,664.10 for the previous year. Dividends declared during 1949 amounted to \$1,238,736.50. Capital, surplus and undivided profits at the end of 1949 amounted to \$39,942,401.55 as compared with \$37,760,654.58, an increase of \$2,181,746.97.



Statement of Condition, December 31, 1949

RESOURCES

Cash and due from banks - - - - -	\$ 64,598,240.16
U. S. Government Securities - - - - -	68,604,322.69
(Including those pledged \$12,544,164.99)	
Other Bonds and Securities - - - - -	8,917,417.63
Federal Reserve Bank Stock - - - - -	300,000.00
Loans and Discounts - - - - -	83,737,675.25
Customers' Liability on Acceptances and Letters of Credit - - - - -	287,290.19
Bank Building - - - - -	1,344,511.95
Other Real Estate - - - - -	1,856.46
Accrued Earnings Receivable (net) - - - - -	366,944.51
Overdrafts - - - - -	25,084.35
Other Resources - - - - -	159,143.43
	<hr/>
	\$228,342,486.62

LIABILITIES

Capital - - - - -	\$ 6,000,000.00
Surplus and Undivided Profits - - - - -	9,652,747.28
Reserve for Taxes, Interest, etc. - - - - -	648,618.63
Acceptances and Letters of Credit - - - - -	287,290.19
Other Liabilities - - - - -	354,890.11
Deposits:	
U. S. Government, and other	
Public Funds - - - - -	\$ 14,662,226.98
Other Deposits - - - - -	196,736,713.43
	<hr/>
	211,398,940.41
	<hr/>
	\$228,342,486.62

Member Federal
Deposit Insurance
Corporation



94 Years of
Banking
Experience

OPERATION ELBOWROOM

This month our St. Paul plant moves into new quarters. Just completed is a nice, one-story structure containing 43,000 square feet and, qualitatively, on a par with our Chicago and Kansas City buildings.

Despite several additions constructed during twenty-seven years of occupancy, we finally outgrew our old building and, while we leave it with reluctance, we are happy to get off each other's shoulders and have room to stretch. Needless to say, we invite any bankers to visit us when they are in the Twin Cities . . . and especially on Saturday, February 18th, when we will have our formal opening.

As a part of our building program we plan to break ground for a new small plant in Paoli, Pennsylvania, which is much needed to relieve our New York

plant. Later on, perhaps in 1951, we hope to build another small unit near Boston, also needed to take some of the load off New York.

We do not look upon these projects as constituting an expansion program, but rather as a decentralizing of manufacturing operations in the interest of dependable service. During the war we learned the importance of the multiple plant setup, when on many occasions we switched orders to speed up service.

As more and more banks encourage their customers to use imprinted checks, the question of fast, professional service will become paramount. We will be ready with experienced people, specialized machinery and well-built plants. Whether you send us one order, or a hundred thousand, we will continue to provide topnotch service.



Manufacturing Plants at:

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

First in CANADA'S OIL FIELDS

The Royal Bank of Canada can answer your customers' questions about Western Canada's fabulous oil development whether they are interested in oil financing or wish sound advice on establishing business connections in Canada. Branches of the Royal Bank have been located in Turner Valley, Leduc, Devon and Redwater oil fields since the earliest days.

*Address enquiries to
E. B. Durham, Supervisor,
The Royal Bank of Canada
Calgary, Alberta*

CANADA'S "OIL" BANK
55 branches in Alberta, the "oil" province. Over 720 branches in Canada, the West Indies, Central and South America. New York, London and Paris. Head Office, Montreal.

Assets exceed

THE ROYAL BANK OF CANADA

\$2,222,000,000



Northwestern Banker, January, 1950

DEAR EDITOR

(Continued from page 13)

"Of Primary Importance"

"I was very interested in looking over your new survey entitled, 'What Do You Want From Your Correspondent Bank?' It certainly reveals the things of primary importance in dealing with correspondent accounts, which is very beneficial for all of us who are servicing this type of an account."

*Thos. J. McCullough, Vice
President, First St. Joseph
Stock Yards Bank, St. Joseph,
Missouri*

"Certainly Interesting"

"This is to compliment you and the NORTHWESTERN BANKER upon your recent survey in the December issue entitled, 'What Do You Want From Your Correspondent Bank?'"

"It certainly is very interesting and I will see that the article is called to the attention of our correspondent bank officers."

*W. M. Sherrill, Advertising
and Publicity Manager, The
First National Bank, St.
Louis, Missouri*

"Splendid Job"

"I can't refrain from telling you what an unusually fine issue the December number of the NORTHWESTERN BANKER is. In addition to many other good qualities, it certainly reflects the holiday spirit.

"You are doing a splendid job and again I congratulate you."

*Joseph Bame, Manager Public
Relations Dept., Commer-
cial National Bank & Trust
Co., New York, New York*

"Best Arranged"

"Your article in the December issue of the NORTHWESTERN BANKER on 'What Do You Want From Your Correspondent Bank?' is the best arranged article on this subject that I have seen, and I would like very much to have a dozen extra copies to distribute among my associates whose duties are the solicitation of correspondent bank connections."

*J. C. Frost, Second Vice
President, Chase National
Bank, New York, New York*

California Bank

Election of E. M. Carver to assistant vice president and David S. Lockie to assistant secretary has been announced by Frank L. King, president of California Bank. Mr. Carver has been a member of the bank's staff since 1928 and two years ago was assigned to the La Brea-Wilshire Office as manager, where he will continue as assistant vice president and manager. Mr. Lockie of the real estate loan department staff has been with the bank twenty years. During the war he served as captain in the Army Finance Division for four years.

Dealer Credit and Wholesale Lines

By E. A. THOMPSON, Executive Vice President
Securities Acceptance Corporation, Omaha

MOST dealers require financial assistance to carry an adequate inventory, and to render a complete financing service we must be prepared to extend wholesale credit to dealers. If this type of financing is not thoroughly understood and handled properly, it will cause a lot of headaches and result in severe losses for the finance company. Even with complete knowledge you can't escape some trouble and losses if you do a sizable volume of this kind of financing.

The handling of wholesale credit can be divided into four principal procedures, which are:

1. The adoption of a sound over-all policy.
2. The selection and approval of the dealer for credit.
3. The acquisition of floor-plan receivables.
4. The policing of these receivables once they are on the books.

Extension of wholesale credit has always been the most hazardous type of financing for the finance company. Larger amounts of money can be lost faster on wholesale than on any other type of receivable. However, if wholesale credit is properly handled by intelligent and experienced personnel, losses in this type of receivable should not be more than normal. When losses are abnormal, it is generally because the danger signs were not recognized and obeyed.

There are many more dollars involved in each unit of wholesale today than ever before in the history of our industry. We will soon be doing business with a dealer body which as a whole is steadily becoming worth less and less financially—not individually but collectively.

Security Dealers Elect

The annual election in District No. 8 of the National Association of Securities Dealers, Inc., comprised by the states of Illinois, Iowa, Indiana, Michigan, Nebraska and Wisconsin, has resulted in one new governor and four new members of the district committee.

Clarence A. Bickel, partner of Robert W. Baird & Company, Milwaukee, has been elected to the national board of governors.

Vern S. Bell, president, Bell & Farrell, Inc., Madison, Wisconsin; Harry G. Williams, vice president, Quail &

Company, Davenport, Iowa; Joseph E. Dempsey, president, Dempsey & Company, Chicago, Illinois, and Edward C. George, vice president, Harri-man, Ripley & Company, Incorporated, Chicago, Illinois, are the new members of District Committee No. 8. Those retiring are: Clarence A. Bickel, Milwaukee; Michael D. Dearth, Des Moines; Paul L. Mullaney, Chicago, and P. A. Walters, Chicago.



The check certifier that meets the recommendations of the ABA

Here is the most important new development in check-handling equipment for banks since the invention of the Todd Protectograph checkwriter and check signer! Here is the long-awaited method of check certifying that meets every recommendation of banking authorities. Here is greater safety for banks...certification that defies rubber stamp or machine duplication... guaranteed by insurance!

This new Todd Certifier indelibly certifies with a 4-color impression that does not obliterate other writing on the check. It protects the drawee bank from liability because the bank does

Continental Illinois

At a regular meeting of the board of directors of Continental Illinois National Bank and Trust Company of Chicago on December 27th, the surplus account of the bank was increased to \$100,000,000 from \$90,000,000 by transferring \$10,000,000 from undivided profits. Capital stock remains at \$60,000,000.

Chase Promotions

Promotions and appointments on the official staff of the Chase National Bank, New York, were announced by Winthrop W. Aldrich, chairman of the board, as follows:

Charles Cain, Jr., vice president and executive officer of the foreign depart-


new!
Now available for
the first time —



not write in the amount of the check. It features dual locks and a tamper-proof, non-resettable numbering meter that assure positive internal control at all times!

Assure SAFETY with the new Todd Protectograph Certifier! It is made by bonded employees and is sold only to bona fide bank purchasers. It provides insurance against loss by counterfeiting of your certifying plate!

Find out now about this new Todd Certifier. Just clip and mail the coupon below for full information. MAIL TODAY!

 <p>ROCHESTER SALES OFFICES IN NEW YORK PRINCIPAL CITIES DISTRIBUTORS THROUGHOUT THE WORLD</p>	<p>THE TODD COMPANY, Inc., Rochester 3, N. Y.</p> <p>Please give me full information about the new Todd Certifier, without cost or obligation to me.</p>
	<p>Bank _____</p> <p>Address _____</p> <p>City _____ Zone _____ State _____</p> <p>By _____</p>
	NB-1-50

Northwestern Banker, January, 1950

ment, and Thomas H. McKittrick, vice president, were appointed senior vice presidents of the bank.

David Rockefeller, Einar C. Funk and Otto T. Kreuser, second vice presidents in the foreign department, were promoted to vice presidents. Also appointed vice presidents were Woodruff Johnson of the commercial banking department, Edgar H. Hall of the branch administration department, and John D. Revene in charge of the bank's Times Square branch.

Named Chairman

William A. McDonnell, president of the First National Bank in St. Louis, has been elected chairman of the board of directors of the St. Louis Chamber

of Commerce. Mr. McDonnell had been vice chairman of the Chamber of Commerce directors, and is active in many other civic enterprises. He served as general chairman of the 1947-48 St. Louis Community Chest campaign.

New Service

A new service for correspondent banks has been inaugurated by City National Bank & Trust Company of Kansas City, Missouri, in the form of a mailing card issued by its foreign department giving valuable current information to those interested in foreign commerce.

The card is mailed every two weeks, or oftener when the situation requires,

and gives selling rates for drafts payable in foreign currencies, buying rates for foreign currencies, quotations on pound sterling futures, quotations on bonds of the International Bank for Reconstruction and Development and other current information on foreign exchange. This service may be received by writing the foreign department of City National Bank.

Nine New Members Join

The Twenty-five Year Club of George La Monte & Son, Nutley, New Jersey, welcomed nine new members at the annual dinner for the combined Twenty-five and Twenty Year Clubs.

George V. La Monte, president of the company, presented a handsome gold watch and a diamond studded membership button to each of the new members.

There are now 69 members in the Twenty-five Year Club and the total membership of the two clubs numbers 127, all of whom have been in La Monte employ for twenty years or more.

All Lighted Up

The First National Bank of Chicago has just completed a project which converted a previously poorly-lighted area around its building into one with illumination comparable to that of State Street a short block away.

The project involved three separate installations. The first consists of 13 double-light standards on the sidewalk at the curb on three sides of the building. The standards are 17 feet six inches high and each has two lamps of 1,000 watts each.

The second installation is that of reproductions of the bank's painted outdoor bulletins placed in the two display windows at Dearborn and Monroe Streets. These displays, with the name of the bank in raised golf-leaf letters on a white background and the bank emblem and other embellishments lighted with neon, are flood-lighted by eight fluorescent lamps which reflect light from the signs for a considerable distance on the sidewalk.

The third installation is a vertical neon sign, First National Bank. The background of the sign is 106 feet high by two feet wide, with two-color porcelain running from the fourth floor to the fifteenth floor levels. Four-foot porcelain enameled letters with an average width of three feet are installed on the face of the vertical background.

Foresight and Hindsight

Business prophets tell us what is going to happen; business profits tell us what happened.

CHEMICAL & TRUST COMPANY

Founded 1824

165 Broadway, New York

CONDENSED STATEMENT OF CONDITION

At the close of business, December 31, 1949

ASSETS

Cash and Due from Banks.....	\$ 432,295,401.24
U. S. Government Obligations.....	598,546,438.45
State, Municipal and Public Securities	103,725,216.73
Other Bonds and Investments.....	4,474,951.48
Loans and Discounts.....	436,846,231.70
Banking Houses.....	462,459.85
Other Real Estate.....	2,229,260.72
Credits Granted on Acceptances.....	9,300,865.86
Accrued Interest and Accounts Receivable.....	4,501,340.32
Other Assets.....	895,968.26
	<u>\$1,593,278,134.61</u>

LIABILITIES

Capital Stock.....	\$25,000,000.00
Surplus.....	75,000,000.00
Undivided Profits.....	13,623,976.55
	\$ 113,623,976.55
Reserve for Contingencies.....	4,243,495.48
Reserve for Taxes, Expenses, etc.....	4,468,600.40
Dividend Payable January 3, 1950.....	1,125,000.00
Acceptances Outstanding \$13,513,761.04 (Less own acceptances held in portfolio)	2,119,875.96
	11,393,885.08
Other Liabilities.....	8,767,476.65
Deposits.....	1,449,655,700.45
	<u>\$1,593,278,134.61</u>

Securities carried at \$58,472,642.30 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

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

What Women Should Know About Banking

(Continued from page 21)

past (I hope) the banker was frequently described as a man with a glassy eye and a marble heart, but even in those days that description was a caricature. If, in her approach for assistance, a woman has met a person whose manner is abrupt and whose interest seems casual, she is likely to conclude that "a banker is your best friend" statement may be good advertising but doesn't work out in practice. Fortunately, however, that type of banker is the rare exception. We cannot deny that bankers have themselves to blame for much of the abuse which has descended upon their heads because too often it was taken for granted that the elements of banking were understood by the majority of people, and no special effort was put forth to educate the customer in the fundamental principles which guide the banker in his management of business. They have come to see that unless such education is provided there always will be that lack of understanding.

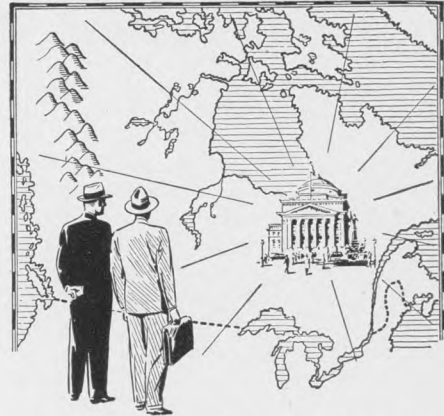
In these days, bankers, as well as men and women in any other business, are awake to the efficacy of friendly, human relations and the public relations officer who can find and correct the weak spots among the management and the personnel of his company is contributing an important service.

Progressive bankers appreciate their women customers, not only for their

pleasant acquaintanceship, but also because they recognize that women, to an amazing degree, form the pattern which the family finances take. They realize, too, that women are sometimes their best advertising medium. There is much truth in the oft quoted sayings: "Tel-ephone, tel-e-graph, tell a woman" and "The hand that rocks the cradle rules the world" (some wag facetiously remarked: "Nowadays too few want the job of rocking the cradle; they would rather play bridge").

Except for other business men who have similar problems, the majority of people do not realize the tremendous responsibility of the banker. He has the funds of thousands of people in his keeping and lack of good judgment or rectitude on his part can produce disastrous results. No one is more conscious of this fact than the banker himself. And even though some may fail now and then on the social side, in personal or human relations, the majority of them are men of integrity and high principles.

A little reflection, then, on these ideas so generally entertained by women, that banking is a man's business, that money insures happiness, and that bankers are cold and impersonal, will lead to the conclusion that they are not based on fact, and it is the wise woman who becomes acquainted with her banker and turns to him for help whenever occasion demands.—The End.



CANADA offers your clients OPPORTUNITIES UNLIMITED...

... opportunities to every United States banker who wishes to further the interests of his clients in this vast and rapidly expanding market.

Since 1817 the Bank of Montreal has helped Canada grow . . . has grown with it. And as the first Canadian bank with a United States office, it has a long and successful record of assisting American bankers and businessmen in transacting Canadian business.

We invite you—and your clients—to use the facilities of our offices in New York, Chicago, or San Francisco, or our Foreign Department in Montreal.

For up-to-date information on establishing a plant in Canada, or on Canadian exporting or importing, ask the BofM. As a starter, we'll send you our 100-page, fact-packed booklet "Canada Today." Write for booklet C-50 to any of our U. S. offices, or to our Foreign Department in Montreal.



"MY BANK" TO A MILLION CANADIANS BANK OF MONTREAL

Canada's First Bank In Canada since 1817... In U.S. since 1859

U. S. NEW YORK - 64 Wall St. CHICAGO - 27 S. La Salle St. SAN FRANCISCO - 333 California St.

LONDON 47 Threadneedle St., E. C. 2 9 Waterloo Place, S. W. 1

500 Branches across Canada

RESOURCES OVER \$2 BILLION

Northwestern Banker, January, 1950

FIELD WAREHOUSE RECEIPTS

by WILLIAM H. BANKS WAREHOUSES, INC. PROVIDE:

- SAFETY for your BANK LOANS;
- THIRD PARTY CONTROL of PLEDGED MERCHANDISE;
- Definite DESCRIPTION of COMMODITY stored.
- ALL ADEQUATELY BONDED.

Many of your customers have INVENTORIES, which, when represented by proper WAREHOUSE RECEIPTS, afford your bank PREFERRED COLLATERAL for its bank loans.

Write or telephone us today for complete details.

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 Grand Rapids, Mich. ★ Fayetteville, Ark. ★ San Antonio, Texas



Makes 3-Year Market Survey

IN A comprehensive study entitled "1950-1952—The Next Three Years in the Treasury Security Market," Aubrey G. Lanston & Company, Inc., New York City, specialists in U. S. Government securities, declared that a "crucial point in the Treasury security markets" will be reached in 1952. The study is published in two parts, Part I being the "Discussion," and Part II containing "Charts and Tables."

Pointing out that during the years 1950-1952, \$44 billion of marketable bank-eligible Treasury bonds—three-

quarters of the total outstanding—will be refunded, the booklet said that "based on the Treasury's ownership survey (as of June 30th) commercial bonds will lose through these refundings about three-quarters of their present eligible-bond portfolios"; that unless the Treasury or the Federal Reserve System, or both, make additional ineligible bonds available, "nonbank holders who wish to acquire such bonds will be unable to do so"; and that "with the year 1952, we will reach the high point in these refundings and

a crucial point in the Treasury security markets."

General conclusions drawn by the firm, on the basis of its appraisal of



AUBREY G. LANSTON
Securities firm head releases 3-year survey

the picture as it may develop during the next three years, are:

"a. Between now and 1952, the issues selected by the Treasury for refunding purposes may be limited to a term of five years or less at yields that will fail to replace the income received from maturing bonds. This means higher bond prices in general.

"b. Barring a demand for capital and credit that would be consistent only with a substantial and protracted business boom, the amount of funds seeking investment in government securities of more than five-year term will be greater than the amount of such securities available. This also means higher bond prices in general.

"c. If, for any unexpected reason, Treasury security prices were to undergo any material price decline, official support would be rendered Treasury bonds to whatever extent was needed, although not necessarily within the same pattern as the support of 1947-1948.

"d. The passage of time has so shortened the term of outstanding Treasury bonds that the longer maturities may reach a new low level in yield; (1) the longest-term ineligible obligations currently offer the best protection against both a strong and a weak market, and (2) the longest-term bank-eligible issues offer the best protection of income for a stable to a strong market."

Presenting

City National's

Condensed Statement of Condition

December 31, 1949

RESOURCES		
Cash and Due from Banks		\$ 51,436,672.85
Bonds (Carried at less than Market Value):		
U. S. Government and U. S. Government		
Guaranteed Bonds	\$ 34,362,417.08	
Federal Land Bank, State and Municipal		
Bonds	12,661,197.37	
High Rated Corporation Bonds	497,028.07	47,520,642.52
Federal Reserve Bank Stock		150,000.00
Loans and Discounts		52,788,051.79
New City Bank Building		1,647,121.03
Other Real Estate		1.00
Furniture and Fixtures (Cost over \$200,000)		1.00
Customers' Liability Account of Letters of Credit		209,186.10
Customers' Liability on Acceptances Outstanding		116,820.00
Accrued Interest Receivable		320,834.87
Overdrafts		6,213.44
Total Resources		\$154,195,544.60
LIABILITIES		
Capital Stock (Paid In)	\$ 400,000.00	
Capital Stock (Earned)	1,600,000,000.00	\$2,000,000.00
Surplus (Earned)		3,000,000.00
Undivided Profits (Earned)		3,170,591.75
Invested Capital		\$ 8,170,591.75
Valuation Reserves		431,394.61
Reserve for Interest and Taxes		282,866.56
Unearned Interest		404,557.17
Our Liability Account of Letters of Credit Issued		209,186.10
Our Liability on Acceptances		116,820.00
Deposits		144,580,128.41
Total Liabilities		\$154,195,544.60

The above statement is correct. R. C. KEMPER, President.

DIRECTORS

<p>R. V. AYCOCK President, Grand Ave. Bank of Kansas City President, Vaughn Investment Company</p> <p>PAUL D. BARTLETT President, Hart-Bartlett-Sturtevant Grain Co.</p> <p>EDGAR L. BERKLEY President, Waste Paper Company</p> <p>E. KEMPER CARTER Chairman of Board, The Carter-Waters Corporation</p> <p>R. B. CAYWOOD President, H. D. Lee Company, Inc.</p> <p>ARTHUR B. CHURCH Pres. & Gen. Mgr. Midland Broadcasting Co.</p> <p>WILLIAM N. DERAMUS President, The Kansas City Southern Railway Company</p> <p>HENRY N. ESS Watson, Ess, Whittaker, Marshall & Enggas, Attorneys</p> <p>ALDEN L. HART President, United Utilities, Incorporated</p> <p>J. FRANK HUDSON President, Interstate Securities Co., Inc.</p>	<p>LESTER HUTCHINGS Chairman of Board, Western Auto Supply Company</p> <p>MORTON T. JONES President, Kansas City Fire and Marine Insurance Company</p> <p>RUFUS CROSBY KEMPER President</p> <p>GEORGE C. KOPP Executive Vice-President</p> <p>W. M. LIST President, List Construction Company</p> <p>HARRY MORELAND President, Great Lakes Pipe Line Company</p> <p>E. C. RHODEN President, Fox Midwest Theatres, Inc.</p> <p>HERMAN R. SUTHERLAND Managing Partner, Sutherland Lumber Co. Sutherland Manufacturing Company</p> <p>J. P. WHITAKER President, Whitaker Cable Corporation</p> <p>HERBERT H. WILSON President, Emery, Bird, Thayer Company</p> <p>KEARNEY WORNALL Vice-President</p>
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CITY NATIONAL

Bank & Trust Company

ESTABLISHED 1913

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

10TH AND GRAND • KANSAS CITY 10, MO.

New York Trust Promotions

Following a meeting of the board of trustees of The New York Trust Company, Charles J. Stewart, president, announced the following promotions:

In the banking division Edward S. Peterson, treasurer, was promoted to vice president and treasurer; Edward L. Palmer, assistant treasurer, was promoted to assistant vice president, and Harry H. Bock, manager of the credit and investment research department, was appointed assistant treasurer. In the investment division Charles B. Eddy, Jr., assistant secretary, was promoted to assistant vice president.

On the Cover

The young lady on the January cover of the NORTHWESTERN BANKER is "Miss America of 1950," and she does not have her "tongue in her cheek" as she enters the new year. No indeed—but she is "sticking out her tongue" at the rest of the world and suppressing a slight smile as she gazes into the great new universe which she has not yet explored.

What the year 1950, which marks the middle of the twentieth century, will unfold before her sparkling eyes is as much a mystery to her, as to all of us.

"They are idols of hearts and of households;

They are angels of God in disguise;
His sunlight still sleeps in their tresses,

His Glory still gleams in their eyes;
Those truants from home and from Heaven

They have made me more manly
and mild;

And I know now how Jesus could
liken

The kingdom of God to a child."

In 1949 there were 3,590,000 young Americans born in the United States and in 20 years to 25 years the responsibilities of our nation will rest upon their shoulders, and we wish for them all the best of good luck.

But to "Miss America of 1950" we give our special love and devotion, because she is our Current Queen, and we bow humbly at her throne as we tear off the months of the calendar, one by one, on our last year in the first half of the most momentous century of all recorded time.

And who is our Queen—our Miss America on the cover? She is **Frances De Puy Peterson**, daughter of **Mr. and Mrs. Talbot Peterson** of Appleton, Wisconsin, and the granddaughter of **Mr. and Mrs. Ray E. Peterson**, of Appleton, and **Mr. and Mrs. Clifford De Puy**, of Des Moines.

Dividend

The board of directors of the City National Bank and Trust Company of Chicago at a recent monthly meeting declared a regular quarterly dividend of \$1.50 per share of stock, payable on February 1, 1950, to stockholders of record on January 20, 1950.

THE OUTLOOK FOR BUSINESS IS GOOD

(Continued from page 19)

in the theory of a persistent bias toward inflation, I do not think that the

day of depression is over. I believe that after the deferred demand for durable goods disappears, and the cold war subsides, we may face a serious depression that even our new found knowledge and our new attitudes will not be sufficient to cope with. But I do not expect to see a 1933 again in my lifetime.

"The boom is likely to continue for at least another six months or a year. However, the private sector of the economy is getting progressively weaker. The actual course of business will depend on the developments in the cold war."—The End.

Drovers National Bank
47th Street and Ashland Avenue
Stock Yards Station
CHICAGO, ILLINOIS

Always Service - Rush!

U.S. POSTAGE
PAID
CHICAGO, ILL.
PERMIT NO. 100

Name of your Bank
Anywhere

THE DROVERS "YELLOW BOY"
ADVICE IS WELL KNOWN
TO BANKERS WHOSE CUSTOMERS
SHIP LIVESTOCK TO CHICAGO. IT IS
THE SYMBOL OF FAST, FRIENDLY
SERVICE IN COLLECTING LIVESTOCK
PROCEEDS.

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

Members, Federal Deposit Insurance Corporation

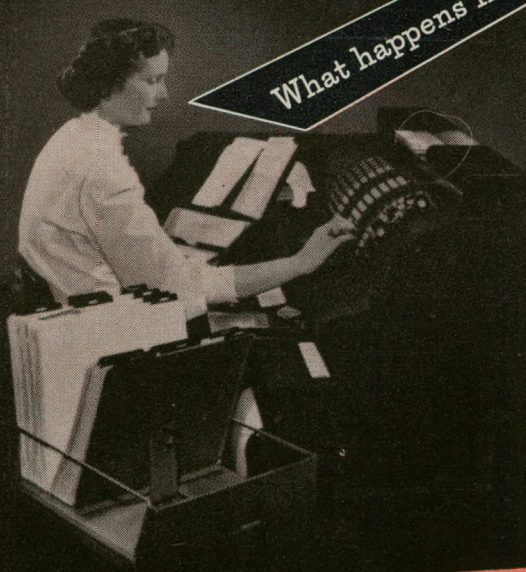
What happens if transit letters are destroyed or lost enroute?



What happens if a depositor claims he never drew such a check?



What happens if mistakes occur?



What happens if records disappear in the bank?





In any event
 you're protected
 when you have Recordak
 microfilm records

Come loss . . . dispute . . . carelessness or mistake, it's reassuring to know that you have Recordak microfilm copies of all items handled by your bank.

It's reassuring—because these records are photographically accurate and complete . . . are on compact rolls of microfilm which can't be altered without detection.

Thus, all the information you need to put two and two together quickly is at your finger tips—*ready* to be reviewed in the Recordak Film Reader, which enlarges every item to convenient reading size; *ready* to be reproduced as large-size facsimile prints, if you wish. (Facsimile prints of lost transit

items are produced free of charge by Recordak.)

In this manner, Recordak microfilming provides unparalleled protection—protection that's a by-word in thousands of banks . . . that cuts time and dollar losses . . . often nips fraudulent activities in the bud—within banks, and depositor-organizations, as well.

Learn in detail how Recordak microfilming protects your bank while cutting operating costs in transit and bookkeeping. Write today for a copy of "In bank after bank after bank." It's free. Recordak Corporation (*Subsidiary of Eastman Kodak Company*), 350 Madison Ave., New York 17, N. Y.

RECORDAK

(Subsidiary of Eastman Kodak Company)

**originator of modern microfilming—
 and its application to banking systems**

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New Issues - 1949

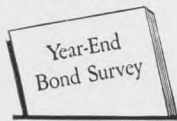
Purchased and Offered by Halsey, Stuart & Co. Inc. alone or with associates*

Amount of Issue	Municipal	Amount of Issue	Corporate	Underwriting Interest
\$13,760,000	ALLEGHENY COUNTY, PA. 2 & 2½% Bonds, Due 1950-79 (2 issues)	\$ 8,300,000	ARKANSAS POWER & LIGHT COMPANY 3¾% Sinking Fund Debentures, Due 1974	\$ 4,450,000
25,000,000	BOSTON, MASS., CITY OF Various rates Notes, Due 1949 (5 issues)	9,000,000	ASSOCIATED TELEPHONE COMPANY, LTD. First Mtge. Bonds, Series F, Due 1979, 2⅞%	5,450,000
11,250,000	Various rates Bonds, Due 1950-79 & 1994 (2 issues)	10,665,000	ATLANTIC COAST LINE RAILROAD EQUIPMENT TRUST SERIES J, 2½% Equip. Trust Cfts., Due 1950-64	3,315,000
†30,000,000	CALIFORNIA, STATE OF 2¼% Veterans Bonds, Due 1951-70	7,000,000	THE CALIFORNIA OREGON POWER COMPANY First Mtge. Bonds, Series due 1979, 2⅞%	4,750,000
1,750,000	CHATTANOOGA, TENN., CITY OF 2¼, 2½ & 4% Bonds, Due 1950-74	10,000,000	CENTRAL ILLINOIS PUBLIC SERVICE COMPANY, First Mtge. Bonds, Series C, 3⅞%, Due 1979	4,000,000
6,480,000	CONNECTICUT, STATE OF 1⅞% Bonds, Due 1950-79	9,140,000	CHESAPEAKE AND OHIO RAILWAY EQUIPMENT TRUSTS OF 1949 (2 issues) 2⅞% Equip. Trust Cfts., Due 1950-64	3,790,000
6,420,000	DADE COUNTY, FLA. Various rates Bonds, Due 1950-69	6,600,000	CHICAGO AND NORTH WESTERN RAILWAY COMPANY SECOND EQUIPMENT TRUST OF 1949, 2⅞% Equip. Trust Cfts., Due 1950-64	3,600,000
10,000,000	DENVER, COLO., CITY & COUNTY OF Various rates Bonds, Due 1954-78	13,000,000	THE COLUMBIA GAS SYSTEM, INC. 3% Debentures, Due August 1974	5,850,000
† 5,000,000	DETROIT, MICH., CITY OF Various rates Bonds, Due 1950-78	6,930,000	DELAWARE, LACKAWANNA AND WESTERN RAILROAD COMPANY EQUIPMENT TRUSTS, Series H & I, 2½% Equip. Trust Cfts., Due 1949-64	4,230,000
† 8,000,000	EAST BATON ROUGE PARISH CON. SCH. DIST. No. 1, LA. 2½% Bonds, Due 1950-68	40,000,000	DUKE POWER COMPANY First & Refg. Mtge. Bonds, 2⅞%, Series Due 1979	9,500,000
2,000,000	HEMPSTEAD, N. Y., TOWN OF 2.60% Bonds, Due 1950-89	12,000,000	EASTERN GAS AND FUEL ASSOCIATES First Mtge. & Col. Trust Bonds, 3¾% Series Due 1974	2,100,000
† 9,196,000	HOUSTON IND. SCH. DIST., TEX. 2¼, 2¾ & 3% Bonds, Due 1955-78	11,920,000	ILLINOIS CENTRAL EQUIPMENT TRUSTS SERIES BB & DD 2¼% Equip. Trust Cfts., Due 1949-59	5,520,000
8,750,000	IOWA, STATE OF ¾% Service Comp. Bonds, Due 1949-53	8,000,000	INDIANAPOLIS POWER & LIGHT COMPANY First Mtge. Bonds, 3% Series, Due 1974	3,250,000
1,500,000	LANE CO., ORE. SCH. DIST. No. 4 (Eugene) 2¼ & 2% Bonds, Due 1949-68	7,500,000	IOWA POWER AND LIGHT COMPANY First Mtge. Bonds, 2¾%, Series due 1979	5,450,000
†50,000,000	LOUISIANA, STATE OF Var. rates, Veterans' Bonds, Due 1953-64	41,000,000	LOUISVILLE GAS AND ELECTRIC COMPANY First Mtge. Bonds, Series due 1979, 2¾%	14,050,000
3,251,000	5 & 2.30% Bonds, Due 1952-68	7,500,000	MISSISSIPPI POWER & LIGHT COMPANY First Mtge. Bonds, 3⅞%, Series due 1979	5,800,000
1,500,000	MIDDLETOWN, O., CITY OF 2 & 2¼% Water Rev. Bonds, Due 1950-79	35,000,000	NEW ENGLAND TELEPHONE AND TELEGRAPH COMPANY, 25 Year 3% Debs., Due 1974	14,650,000
3,415,000	MILFORD, CONN., TOWN OF 1.70% Bonds, Due 1950-69	32,145,000	NEW YORK CENTRAL RAILROAD EQUIPMENT TRUSTS OF 1949 (3 issues) 2⅞ & 2¾% Equip. Trust Cfts., Due 1950-64	11,145,000
5,000,000	MISSISSIPPI, STATE OF Highway Bonds, Var. rates, Due 1958-71	10,425,000	NORTHERN PACIFIC RAILWAY EQUIPMENT TRUSTS OF 1949 (2 issues) 2⅞ & 2¾% Equip. Trust Cfts., Due 1950-64	5,325,000
5,000,000	NASHVILLE, TENN., CITY OF 4 & 1½% Elec. Rev. Bonds, Due 1952-59	10,000,000	NORTHERN STATES POWER COMPANY (WIS.) First Mtge. Bonds, 3% Series due 1979	3,550,000
1,645,000	NEW HAVEN, CONN., CITY OF 1.40% Bonds, Due 1951-69	10,000,000	OKLAHOMA GAS AND ELECTRIC COMPANY First Mtge. Bonds, Series due 1979, 3%	2,500,000
4,000,000	NEW ORLEANS, LA., CITY OF 2½ & 2¾% Bonds, Due 1951-89	80,000,000	PACIFIC GAS AND ELECTRIC COMPANY First & Refg. Mtge. Bonds, Series S, 3% due 1983	21,250,000
2,060,000	NIAGARA FALLS, N. Y., SCHOOL DISTRICT 1.60% Bonds, Due 1950-69	11,000,000	PENNSYLVANIA ELECTRIC COMPANY First Mtge. Bonds, 2¾% Series Due 1979	2,750,000
27,000,000	NORTH DAKOTA, STATE OF 1.40% Veterans' Bonds, Due 1950-58	9,990,000	PENNSYLVANIA RAILROAD EQUIPMENT TRUST, SERIES W 2½% Equip. Trust Cfts., Due 1949-63	3,990,000
3,000,000	OKLAHOMA CITY, OKLA., BOARD OF EDUCATION 4, 1¾ & 2% Bonds, Due 1952-74	10,000,000	POTOMAC ELECTRIC POWER COMPANY First Mtge. Bonds, 2⅞% Series due 1984	5,350,000
3,000,000	OREGON, STATE OF 1¾% Veterans' Welfare Bonds, Due 1962	7,500,000	ROCKLAND LIGHT AND POWER COMPANY First Mtge. 3⅞% Bonds, Series C due 1978	5,000,000
30,000,000	PENNSYLVANIA, GENERAL STATE AUTHORITY Var. rates Bonds, Due 1952-74	7,500,000	SOUTHERN RAILWAY EQUIPMENT TRUST, SERIES RR, 2½% Equip. Trust Cfts., Due 1949-64	2,550,000
15,000,000	PENNSYLVANIA, STATE HIGHWAY & BRIDGE AUTHORITY 1 & 1¼% Bonds, Due 1953-61	28,260,000	SOUTHERN PACIFIC COMPANY EQUIPMENT TRUSTS, SERIES BB & CC, (2 issues) 2⅞% & 2¾% Equip. Trust Cfts., Due 1950-64	6,960,000
5,000,000	PHILADELPHIA, PA., SCHOOL DISTRICT 2% Bonds, Due 1951-74	12,000,000	WESTCHESTER LIGHTING COMPANY Genl. Mtge. Bonds, 3% Series due 1979	5,650,000
6,600,000	PITTSBURGH, PA., CITY OF 1.80% Bonds, Due 1950-69	10,000,000	WEST PENN POWER COMPANY First Mtge. Bonds, Series N, 2⅞%, Due 1979	7,900,000
30,000,000	PORT OF NEW YORK AUTHORITY Air Terminal Bonds, 2½% Due 1979	6,870,000	WHEELING AND LAKE ERIE RAILWAY COMPANY, Genl. & Refg. Mtge. 2¾% Bonds, Due 1974	4,870,000
2,450,000	PROVIDENCE, R. I., CITY OF 2% Bonds; Due 1952-73	53,595,000	ADDITIONAL RAILROAD BONDS AND EQUIPMENT TRUST CERTIFICATES, VARIOUS ISSUES	32,185,000
2,678,000	ROANOKE, VA., CITY OF 1¾ & 2% Bonds, Due 1950-79	44,400,000	ADDITIONAL PUBLIC UTILITY BONDS, VARIOUS ISSUES	42,150,000
†15,000,000	THE SANITARY DISTRICT OF CHICAGO 2½% Const. Bonds, Series 13, Due 1969			
6,525,000	1⅞% Tax Anticipation Warrants			
9,000,000	SEATTLE, WASH., CITY OF 2¼% Mpl. Lt. & Pr. Bonds, Due 1954-74			
5,000,000	SOUTH CAROLINA, STATE OF 1.90% Hwy. Cfts. of Indebt., Due 1951-59			
42,935,000	ADDITIONAL MUNICIPAL BONDS, VARIOUS ISSUES			

Descriptive circulars or prospectuses and current quotations will be supplied for any of these securities upon request.

* To Dec. 12, 1949

† Issues headed jointly by Halsey, Stuart & Co. Inc. and others. All other issues were headed, or purchased and offered alone, by Halsey, Stuart & Co. Inc.



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The Investment Outlook for 1950

**There Is a Delicate Balance Between Inflation and Deflation,
But Aspects Point to Continued High Levels of Activity.**

By RAYMOND TRIGGER
Investment Analyst
New York City

THE government bond market, which sets the tone for all quality investments and, to a large extent, at least through the "bank quality" grades of corporates, the price level, is not a particularly glamorous affair any more. After World War I, prices of governments ranged, upon occasion, pretty widely; some dipped to around 15 points under par. World War II, though, brought about a much more rigid control. For what it is worth, the more recent war was financed at a lower rate, but that consideration means little because the aggregate borrowing was so much larger.

The present market is so tightly controlled that qualified observers and advisors have no hesitancy in forecasting, within an eighth or quarter point, the price level of governments before trading actually starts. For that matter, they have undertaken to say at what price a particular issue will sell a year hence. Their services would not be retained, and paid for if their record was notoriously poor. Indeed, the reverse is the case. They are remarkably good. But, it isn't all due to their inherent abilities. They are helped significantly by the reiterated aims of the "Washington authorities." Those aims are almost always achieved under present day conditions.

Two Purposes

Consequently, it is always profitable to look into what appears to be the purposes of the authorities. The first glance reveals that there are two and that they are sometimes in conflict. The Treasury, responsible for a huge and unwieldy debt, is determined to finance it at low interest rates. The Federal Reserve, emasculated of some of its powers during the war, would like to have more of a say. The Treasury, thus far at any rate, has had all the better of it. For one thing, the Treasury, whatever its policies may be, is run by one man; the Reserve is often a house divided

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.

against itself. Not all the governors endorse everything Allan Sproul and Marriner Eccles say, although Mr. Eccles was for more than a decade chairman of the Federal Reserve Board and Mr. Sproul is president of the Federal Reserve Bank of New York.

December was enlivened, briefly, by a skirmish between the Reserve and the Treasury. The Reserve tightened short term rates a little one day, but the Treasury jumped the gun with its "premature" or, as some contend, "well-timed" announcement of its re-funding plans. They included one-year certificates on a 1½ per cent basis, or to yield only a trifle more than the rate to which 91-day bills had been pushed by the Reserve. The latter, of course, retreated since it feels morally bound to do nothing likely to jeopardize any Treasury financing or re-funding operation.

The Treasury, for good or evil, has the whip hand. It is apparent that its top men feel that business is likely to continue moving along at about the proper pace for some months, at least, to come. Consequently, the Treasury has no objection to plenty of cheap money being available for borrowers who may wish to buy a home, or an automobile, or durable household equipment and the like.

Still, the Treasury made some concession to those who contend that the

debt is badly out of balance and should not be constantly refunded into short-term, low-interest obligations, when it offered a 4¼-year note carrying 1½ per cent. Of itself, that is not much, but some bankers see a change of heart taking place under the constant barrage of some Reserve officials and a good number of the country's top commercial bankers. From this premise the argument runs along to suggest that the Treasury might move over a little toward the position of the Reserve if business gets a little better in early 1950 months and, more particularly, if credits extended to consumers continue to rise at a fairly rapid pace.

Outlook for 1950

What, then, is the outlook for business in 1950? It is important because it will be a major factor in determining Treasury policies and it is Treasury policies which set the prices for government bonds.

The national economy was recently reviewed by one of the most respected members of the Federal Reserve Board, M. S. Szymczak. He was talking to credit men gathered together in the midwest. His summary: "The present balance is a delicate one, which could easily be upset by expansion of government expenditures and deficit financing on the one hand, or by any pronounced curtailment of consumer or business demand on the other."

The problem, of course, is to try to foresee which way this delicately balanced economy will swing. Mr. Szymczak offered a list of factors favoring inflation and another making for deflation. They are well worth the attention of the commercial banker. Aspects pointing to continued high levels of activity:

A record level of construction activity, which government experts think will remain high in 1950.

Consumer spending for goods and services, running only 2 per cent be-

Northwestern Banker, January, 1950

low the record high set in the first quarter of 1948.

Continued large-scale demand for autos, houses and durable goods.

National Service Life Insurance re-funds of \$2.8 billion to be paid in 1950.

Continued high federal spending which will bolster consumer income.

Deflationary Side

On the deflationary side, Mr. Szymczak offered:

Many postwar demands for goods and services have been satisfied.

Business spending for new plant and equipment is declining.

Wholesale prices continue to drop.

While industrial production has picked up since July, 1949, it is still

about 12 per cent under year earlier levels.

Bumper crops foreshadow continued pressure on farm prices and incomes.

More liberal pension programs and postwar wage increases have saddled many business concerns with relatively large and inflexible cost structures which may seriously impede price reductions that might be needed if demand should start to fall off.

There is another constructive factor, also mentioned by Mr. Szymczak, that is of great, though intangible importance. It is the remarkable absence of speculative excess. The overall financial position of business is sound, happily.

Reverting to government bonds and, of course, investment securities responsive to the price of governments, the upshot of the foregoing would seem to be that the course of business in the first half of 1950 will be such as not to call for any drastic revision of recent Treasury policies, but that more concern will be shown on preventing excessive rises by government than on preventing modest declines. Supporting this view is the fact that the whole bond market gives more the appearance of topping off than of preparing to ascend to new, sustained high levels.


The tax-exempt sector is viewed in differing lights. One observer will point out that dealer inventories are too high and that the early 1950 market will be affected adversely by Federal Reserve selling of Treasuries. Another will contend that the need for tax shelter is not likely to be lessened by any significant lightening of income taxes in view of the prospective Federal deficit and that reinvestment demand in the early weeks of the year will solve any problems that may actually exist with respect to dealer inventories.

The optimists would appear to have the stronger position. Only recently, in connection with a major borrowing by New York City Housing Authority (guaranteed by New York City), the following comment was published: "Early maturities probably will be taken by banks and others who have been buying one to 12 year bonds. The rating would justify even small banks in making such purchases and yet the yield probably will be such as seldom goes with an A rating. The long end should attract fire and casualty companies and the stock life insurance companies." As a matter of record, this forecast was realized when the bonds were publicly offered.

Housing Issues

Presently, or at least some time in the first half of 1950, the new Housings, issued by local authorities under the terms of the Housing Act, 1949, will be coming to market. Income from these bonds will be exempt from Federal taxation and certain other taxes and they—as indirectly guaranteed, or at least supported by the Federal government—will be classified as "riskless" by the omniscient examiners from the office of the Controller of the Currency. The ultimate volume of these obligations will be huge and it may be that their prices will reflect the expectation of this, despite all their virtues.

Smaller, but still not an inconsiderable issue, will be on the market from the World Bank in the first 1950 quarter. These are to be refunders, maturing in three to 12 years and, presum-



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Home Loan
Bank System

STATEMENT OF CONDITION
December 31, 1949

HOME FEDERAL

SAVINGS AND LOAN ASSOCIATION

of Des Moines

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GROWTH OF THE HOME FEDERAL
Organized under State Charter—May 6, 1936
Issued Certificate for Federal Insurance of Accounts—September 21, 1936
Converted to Federal Charter—April 28, 1939

ASSETS			
December 31, 1936	\$ 22,781.88	December 31, 1943	3,385,610.88
December 31, 1937	219,879.90	December 31, 1944	5,610,071.53
December 31, 1938	473,286.99	December 31, 1945	6,722,411.21
December 31, 1939	908,953.20	December 31, 1946	8,919,749.94
December 31, 1940	1,519,623.15	December 31, 1947	10,863,435.23
December 31, 1941	\$2,007,458.08	December 31, 1948	12,249,660.02
December 31, 1942	2,382,920.45	December 31, 1949	15,156,869.24

ably, tailor-made for bank consumption. There are of course, several opinions of the activities of the bank and the quality of its bonds, but the problem really boils down to the size of its debt. It has only \$250,000,000 outstanding in U. S. currency and the impending operation is a refunding, not new borrowing. Against this relatively modest debt, there is an obligation of the U. S. to produce up to \$2.5 billion to care for the bank's obligations. Thus, unless and until the bank expands vastly more, its bonds should hold investor respect.

"Tax Selling"

A feature of every December is the flood of counsel on taxation and, frequently, security markets do reflect "tax selling," or, as often, "tax switching." There are a variety of angles in the picture created by the perfectly legitimate ways in which taxes can be held to the minimum.

Ordinarily, for example, "tax selling" implies sales made late in December, or even for "cash" on the last day of the year. In passing, the New York Stock Exchange closed the Saturday

before Christmas, but remained open the Saturday before New Year's in order to provide a market place for laggardly loss takers.

But "tax selling" need not be restricted to establishing losses in a given calendar year. Establishing profits is sometimes profitable, too. A great many investors, including the professional managers of commercial bank investment portfolios, shy away from taking profits because a 25 per cent long-term capital gains tax is involved. In addition, it will be pointed out, the investment sold cannot be replaced with one of comparable quality to yield as much as the original holding.

This is true, as far as it goes, because the opportunity to take a profit implies that the price has risen and, correspondingly, the yield has fallen and that yields from comparable investments likewise will be lower. This, however, is not the complete story.

When a capital gain is taken, the profit can be considered an "anticipated" income. This income will, roughly, offset the lower actual income

realized from the reinvestment of the funds. Income for income, then, there is no loss or profit. The benefit arises from the fact that the "anticipated" income is taxable at only 25 per cent, whereas actual income, had it not been "anticipated," would be subject to a tax of 38 per cent in most cases and of 53 per cent on incomes between \$25,000 and \$50,000 a year. The argument just presented relates only to fully taxable incomes. It would not apply to partially exempt governments or fully exempt municipals.

The benefit from realizing capital losses is that they may be applied against profits generally. That is well understood and a well-established cus-

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Liberty Loan Corporation
Chicago

Manufacturers & Jobbers Finance Corp.
Shelby, N. C.

Merchants Loan & Finance Company
St. Louis

Northwestern Acceptance Co.
Milwaukee

O'Dea Finance Company
Des Moines

Pekin Finance Company
Pekin, Illinois

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COMMERCIAL PAPER

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SECURITIES ACCEPTANCE CORPORATION AND SUBSIDIARIES

OMAHA

Consolidated Balance Sheet—September 30, 1949

ASSETS

CASH IN BANKS AND ON HAND.....	\$ 4,016,209.24	
NOTES RECEIVABLE:		
Automotive and other lien instalment notes (approx- imately 16 per cent of instalments mature later than one year)	\$19,491,128.21	
Dealers' floor-plan lien notes.....	3,688,015.16	
Personal instalment loans on automobiles, household goods, etc. (approximately 8 per cent of instalments mature later than one year).....	2,279,184.84	
Other notes receivable, \$153,675.04 secured by misce- llaneous collateral (approximately 59 per cent mature later than one year).....	353,675.04	25,812,003.25
REPOSSESSED AUTOMOBILES, ETC. carried at unpaid balances of respective notes plus repossession and reconditioning costs.....		8,450.00
CASH SURRENDER VALUE OF LIFE INSURANCE.....		35,907.25
PREPAID INTEREST AND INSURANCE.....		85,807.44
EQUITY IN HOME OFFICE BUILDING:		
Building and land (at cost, less reserve for amortization of \$43,835.07)	\$ 76,165.93	
Less: Mortgage not assumed (payable in monthly instalments of \$776.44 including interest at 3%)	76,164.93	1.00
AUTOMOBILES USED IN BUSINESS.....		1.00
FURNITURE AND FIXTURES.....		1.00
		\$29,958,380.18

LIABILITIES

NOTES PAYABLE, UNSECURED:		
Bank loans and commercial paper (short term).....	\$16,755,000.00	
Promissory notes, 3%, due serially at \$500,000 per an- num on July 1, 1950 to July 1, 1954, inclusive.....	2,500,000.00	\$19,255,000.00
DIVIDENDS PAYABLE (Paid October 1, 1949).....		112,385.75
ACCOUNTS PAYABLE AND ACCRUED ITEMS:		
Accounts payable	\$ 184,931.67	
Accrued interest, miscellaneous, taxes, etc.....	70,797.90	
Federal income taxes.....	619,692.22	875,421.79
DEALERS' PARTICIPATING LOSS RESERVES.....		1,154,412.90
RESERVE FOR CREDIT LOSSES.....		425,000.00
DEFERRED INCOME—		
Unearned discount, interest, insurance and carrying charges.....		2,184,676.93
SUBORDINATE SINKING FUND NOTE, 3½%, due January 1, 1963 (sinking fund payments of \$100,000 due within one year).....	\$ 1,950,000.00	
CAPITAL STOCK AND SURPLUS:		
Preferred stock—		
5% cumulative, par value \$25.00, liquidating value \$26.25—		
Authorized, issued and outstanding 60,000 shares..	\$ 1,500,000.00	
Preferred stock authorized and unissued—		
20,000 shares, \$25.00 par value, on which prefer- ences, etc., have not been designated.....		—
Common stock, par value \$2.00—		
Authorized 1,000,000 shares		
Issued and outstanding 750,000 shares.....	1,500,000.00	
(includes 939 shares reserved for conversion of \$4.00 par value stock not yet exchanged for \$2.00 stock)		
Earned surplus (per accompanying summary).....	1,001,482.81	
Total capital stock and surplus.....	\$ 4,001,482.81	
TOTAL SUBORDINATED NOTE, CAPITAL STOCK AND SURPLUS		5,951,482.81
		\$29,958,380.18

FRANCIS P. MATTHEWS
Chairman of the Board

CLARENCE L. LANDEN
President and Treasurer

tom. The fact that it is well-established dilutes its value though, because everybody else is doing the same thing at the same time. That means, of course, that year-end tax selling often is done at lower prices, and at greater losses than need be. The principles are sound enough, but the timing may be poor.

Actually, there is no reason why sales and purchases of securities shouldn't be done with an eye to tax advantages at any time during a calendar year. Everything that can be adduced in support of taking losses or profits in December for tax purposes is just as valid in January. As a matter of fact, there is a wrinkle frequently overlooked that suggests taking action early, rather than late in the year.

Greatest Benefit

The greatest benefit of matching losses against profits is derived when the losses are of the short-term variety and the gains come from investments held more than six months. Thus, if a long-term profit of, say, \$10,000 is taken in January and, with proceeds reinvested in comparable securities which, due to general conditions, drop in market value, a \$5,000 loss taken within six months of purchase will be sufficient to wipe out the tax liability on the profit since only half of long-term profits are subject to tax.

Thus, if 1950 sees steady to strong bond prices in early months and softer prices later on, the stage is set for just such an operation. It couldn't be done in the final weeks of the year because the profits would have evaporated, or shrunk, while losses would have increased. On the other hand, if bond prices remain steady to strong all year, there will be no offset loss taking, but the long-term profits accepted early in 1950 will be the "anticipated" income, with its advantages, earlier discussed.

It is readily acknowledged that each investor has his own particular problems and that none of the foregoing will be applicable to some, although it may be profitable to others. The main point, though, is simply that the tax angle deserves consideration all year round, not just in the second half of December.—The End.

Dividend

Directors of The Northern Trust Company, Chicago, have approved the transfer of \$2,000,000 of accumulated undivided profits to surplus, increasing the total surplus to \$14,000,000. The regular quarterly dividend of 4½ per cent (\$4.50) was declared payable January 3, 1950, to stockholders of record December 20th.

Those Extra Services You Give Your Customers

By **HAROLD S. BOWEN**
Local Agent
Norwalk, Ohio

WANT to tell you about Joe Brown. Joe is a purchasing agent for The Acme Manufacturing Company of Middletown and wants a new television set for his home. They are high priced and, of course, he would like to get one for as small an outlay of money as possible, everything considered. As purchasing agent, Joe gets a few hundred thousand dollars of semi-finished materials each year from a mill supply agency in Chicago, and he believes they would send him a television set, less the local dealer's margin and perhaps less the distributor's small handling charge. Of course, he is tempted.

Joe knows he will have to pay the shipping charges, run the risk of damage and delay, hire a local radio repair shop to condition, adjust and install the set, and perhaps have a furniture man unpack the crate and rub down the cabinet. Joe doesn't know anything about television and surely the local dealer will show little interest in giving him the initial service he needs, and how to properly operate the set. He wonders what difficulties he will experience in getting a replacement from the manufacturer if this particular set is defective. Of course, Joe cannot lose in dollars more than the total outlay for the set, but he will lose some good will by not dealing at home with his fellow townsmen.

As Joe had good business judgment, he buys the television set at home through regular channels. He likes the plus values of the local dealer.

Still a Vital Part

Joe has always been a good citizen and, in making purchases where the skill of the seller has been a vital part

There are four plus values which exist in every successful agency:

1. *The agent represents the American Free Enterprise System.*

2. *His agency attracts men of integrity and intelligence to the insurance business.*

3. *The agent inspires confidence in, and counsels with, the assured.*

4. *The agent is a worthy representative of his insurance companies.*

of the service, Joe hasn't wanted to stand the penalties of buying wholesale. Joe buys his suits from the local clothing store or home town tailor who has the best fitter available although he could get suits wholesale, too. The best recognized brands are always available through a few shenanigans at the Chicago contact. A short time ago Joe needed a new furnace, but he didn't buy it through Chicago for he knew his local heating engineering firm would carefully analyze his home heating conditions, prescribe the proper type, install and balance the delicate heating mechanism and give him years of personal instant service.

Thus, we see that Joe decides the personal service connected with these tangible commodities is worthy of its hire. He likes the plus values of the local dealers.

When it comes to intangibles, Joe selects the best physician in town, the best investment counsel he can get, and a skilled local attorney for legal advice.

Buys Insurance

Joe also buys insurance, not only for himself and his family, but for his

plant. Joe knows that his trained insurance agent is skilled in analyzing the soundness of companies, is thoroughly acquainted with the companies he will recommend, and with their adjustment practices. These are plus values for which Joe has some appreciation.

Joe may not have considered, however, other plus values when he buys from a well qualified agent in Middletown, an instant friend at time of loss, a constant, local adviser of the changing values—both in his home and in his plant—and the new hazards to which the Acme Manufacturing Company may inadvertently become exposed. So, Joe calls his local agent one day and says, "Bill, we have a quotation on fleet automobile insurance for our salesmen from a firm which would save us possibly 20 per cent. What service is your agency giving us that should persuade our plant to pay you more for the same protection?"

So, Plus Value Bill comes over in person and across the desk goes over some of the intangibles and some of the definite services he renders.


It Is Bound

"Now, Joe, as your local agent I represent great financial institutions. You know insurance is a large business; yes, larger than steel or automobile manufacturing. I am a Middletown citizen who can pledge hundreds of thousands of dollars of credit for you right at this moment. If you authorize \$20,000 of insurance on the contents of a new warehouse you have leased down on South Street, I simply say to you 'It is bound' and you are covered. If a loss should result to-

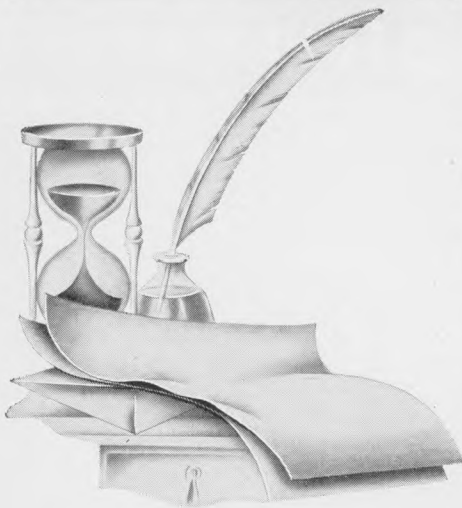
Did you know that our Cash Letter Policy not only gives protection but enables you to cut operating expenses substantially. Ask us for details. You will not obligate yourself.

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 2 4325

Scarborough & Company

Insurance Counselors  to Banks

Northwestern Banker, January, 1950



IT IS TIME

Yes, it is time to consider the many values we cherished through the year just past—our friends and our ability to serve them.

It is also time to take stock of our ability to render the same good service, or to improve the quality of the aid we can offer our clients.

Here at Western we are proud of the fine men and women who represented us last year and look forward to another fine year of service throughout the mid-west. We feel that our agency contract allows complete protection to every policyholder and agent.

WESTERN MUTUAL INSURANCE COMPANY



Ninth & Grand Des Moines 8, Iowa

night under one of the perils insured, my companies would pay you.

"You see, Joe, the priceless ingredient in any business relationship is the seller's integrity and loyalty to your best interests. Strange as it may seem, although I am known as an agent of my insurance companies, I am essentially your agent. I analyze your needs and at your instruction place insurance in the companies I represent, the insurance which you and I agree is necessary for your protection. My companies are financially sound and will accept all of your insurance order given through me.

"To my years of experience and my training is added the loyalty to your best interests before the contract is recommended, in its placing and in its constant servicing. Joe, do you realize that I not only recommend that my companies trust you, but I vouch for you—even guaranteeing the payment of your account—and if you do not pay me in the first 30 days, I advance the money for you. The 24 hours a day service you receive from the instant I bind the coverage must continue uninterrupted.

Plus Values

"The plus values, Joe, you get from me as a resident insurance agent in your home town are not available at any price in any other place. If I let you down, if I should ever err in honest judgment, I might lose your business. I can't afford to do that. The geography of my business area is restricted. If any insurance company should lose your business, it is only one of many thousands of accounts, but I must live, eat and sleep fitfully,

thinking of your business hazards and the ways of preventing you from loss due to insurable hazards."

Joe Brown appreciates these plus values which are rendered by his local insurance agent. He is a man of good business judgment.—The End.

Assistant Treasurer

California Trust Company's board of directors has elected Golden R. Larson assistant treasurer, Frank L. King, president, announces. A member of the Trust Company's staff since last May, Mr. Larson was formerly associated with the War Assets Administration as chief of the budget division and from 1933 to 1943 was review examiner with the Federal Deposit Insurance Corporation, Washington, D. C.

New Quarters

In a move that provides improved accommodations for customers of its 34th Street Office, Central Hanover Bank and Trust Company, New York, has opened in new quarters on the southwest corner of 34th Street and Madison Avenue. The new offices are at 34 East 34th Street, diagonally opposite from the former location.

The banking floor has 12 tellers, positions, with the popular style of open counters. The main floor also includes a large officers' platform and a conference room which is informally furnished for the convenience of visitors to the bank. The entire floor is paneled in Appalachian white oak and the ceilings are acoustically treated.

The lower floor includes complete safe deposit facilities, with coupon

Write for Facts On Agency Contracts

Strictly An Agency Company

- AUTOMOBILE
- WORKMEN'S COMPENSATION
- PUBLIC LIABILITY INSURANCE

ALLIED MUTUAL CASUALTY COMPANY

Harold S. Evans, President

4th and Park Streets

Des Moines 9, Iowa

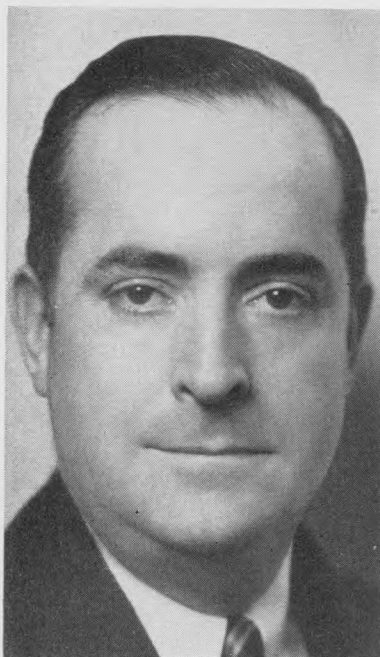


booths for customers and a conference room. There is also a spacious board room which is available for corporate meetings, trade organizations and other groups.

Ample provision has been made on the mezzanine for the employes. Two lounges, one for men and one for women, are connected by a kitchenette where the employes may prepare and eat their own lunches.

Becomes Cashier

Irving W. Lonergan, formerly an assistant cashier of the First National Bank in St. Louis, has been named cashier. He succeeds C. B. (Ben)



IRVING W. LONERGAN
Cashier of the
First National Bank, St. Louis

Schmidt who retired under the bank's retirement and pension plan.

Mr. Lonergan began his banking career in 1906 as a runner for the old National Bank of Commerce. Subsequently he was an employe of the former Mercantile National Bank and the St. Louis Union Trust Company before becoming associated with the First National Bank in St. Louis in 1919. For many years he was an assistant cashier and manager of the bank's foreign department. In 1941 he transferred to the commercial department.

LEGAL QUESTIONS AND ANSWERS

(Continued from page 26)

streets and that the state was acting within its constitutional rights in prohibiting the maintenance by the cities of parking meters which called for payment for the use of the streets.

Q. In 1925 Gilmore established a trust with a Minnesota bank to provide monthly payments for life to his daughter. At her death the remainder was to go to his grandchildren. In 1948 the bank filed its account of the administration of the trust from its inception. Exceptions were taken thereto because of losses sustained on certain securities bought by the trustee from its bond department. The trust instrument provided that as to trust investments in securities held by the bank it should be entitled to its regular commission thereon and the bank resisted the exception by assert-

ing that such provision permitted self dealing. Should it be sustained?

No, according to a recent Minnesota Supreme Court decision involving similar facts. In so holding the court pointed out that the rule of law against self dealing in trust matters is so well established and so strictly applied that there could not be read into the instrument by implication a waiver of such law in the circumstances. If a settlor intends to waive the protection afforded by law against self dealing by a trustee he must say so in clear and unmistakable language.

1900—1950

OUR GOLDEN ANNIVERSARY

We thank our many banker agents for their friendship, encouragement and cooperation during the past 50 years. To each of you, we rededicate our resources and all our energies in continued service.

IOWA MUTUAL INSURANCE COMPANY

IOWA MUTUAL CASUALTY COMPANY

De Witt, Iowa

AGENCY COMPANIES

MULTIPLE LINES

HAWKEYE · SECURITY · INDUSTRIAL · THREE OF THE FINEST



Agents Like Our
Companies . . .
because they Get All 3


Hawkeye-Security-Industrial is working constantly to build more sales for agents.

Every service is provided to help agents step-up production, providing service without red tape . . . prompt, equitable settlement of claims . . . skilled field representatives to work closely with all agents.

Yes, here are three fine companies to do business with.

HAWKEYE  CASUALTY CO.

SECURITY  FIRE INS. CO.

INDUSTRIAL  INS. CO.

Des Moines, Iowa

HAWKEYE · SECURITY · INDUSTRIAL · THREE OF THE FINEST

Statement of Condition

December 31, 1949

RESOURCES

Cash and Due from Banks.....	\$111,212,573.03
U. S. Government Obligations*.....	137,243,106.37
Other Bonds and Securities*.....	25,170,569.66
Loans and Discounts.....	100,990,962.60
Stock in Federal Reserve Bank.....	450,000.00
Customers' Liability on Acceptances.....	1,503,998.02
Income Earned but not Collected.....	1,005,093.04
Banking House.....	2,800,000.00
Other Resources.....	88,123.36
Total Resources.....	\$380,464,426.08

LIABILITIES

Capital Stock.....	\$ 5,000,000.00
Surplus.....	10,000,000.00
Undivided Profits.....	3,177,621.41
Reserve for Contingencies.....	3,518,185.90
Reserve for Interest, Taxes, etc.....	1,662,616.27
Income Collected but not Earned.....	1,532,144.52
Letters of Credit and Acceptances.....	1,503,998.02
Deposits.....	354,069,859.96
Total Liabilities.....	\$380,464,426.08

*United States Government and other securities carried at \$60,594,197.46 are pledged to secure U. S. Government War Loan Deposits and other public funds and trust deposits and for other purposes as required or permitted by law.



National Bank of Minneapolis

Marquette Avenue Sixth to Seventh Streets

Member Federal Deposit Insurance Corporation • Affiliated with Northwest Bancorporation

DIRECTORS

JAMES F. BELL
*Chairman, Committee on
Finance and Technological
Progress, General Mills, Inc.*

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

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

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

JOHN CROSBY
*Director,
General Mills, Inc.*

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

G. NELSON DAYTON
*President,
The Dayton Company*

STEPHEN P. DUFFY
*President,
Our Own Hardware
Company*

JOHN B. FAEGRE
*Faegre and Benson,
Attorneys*

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*Chairman of Board,
F. H. Peavey and Co.*

F. PEAVEY HEFFELFINGER
*Executive Vice President
F. H. Peavey and Co.*

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

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

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

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

JOSEPH F. RINGLAND
*President, Northwestern
National Bank of
Minneapolis*

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

D. J. STROUSE
Retired

HAROLD W. SWEATT
*President,
Minneapolis-Honeywell
Regulator Company*

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

J. CAMERON THOMSON
*President,
Northwest Bancorporation*

VALENTINE WURTELE
*President,
Minnesota Paints, Inc.*



N. A. WELLE
President
Bemidji

Minnesota NEWS



ROBERT E. PYE
Secretary
Minneapolis

Winona Bank Changes

Several important changes were made in the official staff of the Winona National and Savings Bank, Winona, Minnesota, last month following the death of E. L. King, Sr., 72, president.

E. L. King, Jr., was advanced from vice president to chairman of the board of directors and S. J. Kryzsko was elected president, his former position being executive vice president and trust officer. He will also continue as senior trust officer.

Other official changes include the naming of John Ambrosen as vice president in addition to his present duties as cashier; the promotion of E. W. Miller, former senior assistant cashier, to assistant vice president; the promotion of W. P. Theurer from assistant trust officer to trust officer, in addition to present title of assistant cashier, and W. M. Lambert's advancement from assistant cashier to senior assistant cashier.

E. L. King, Sr., had been president of the Winona Savings Bank since 1914 and president of the merged banks since 1928 when the consolidation took place. Mr. King also had been associated with the J. R. Watkins Company in Winona since 1904, serving there as president from 1931 to 1944 when he retired and was succeeded as president by his son, E. L. King, Jr.

Complete Remodeling

Remodeling operations in the City National Bank of Duluth, Minnesota, were completed last month after nine months of continuous work. Instead of holding an "open house" for public inspection of the new facilities, President H. C. Matze wrote each bank customer and many other persons, inviting them to come in any time and inspect the new quarters.

Included in the remodeling were new vaults, fixtures, service rooms, directors' room and increased office space.

With Lakefield Bank

Election of Samuel P. Boies as vice president and cashier of the Farmers State Bank at Lakefield, Minnesota, recently was announced. He succeeds

Leonard P. Peterson, who has accepted a position as vice president of The Montana National Bank of Havre, Montana.

A native of Emmetsburg, Iowa, Mr. Boies began his banking career in 1927 with the former First Minneapolis Trust Company, and since then has been associated with the Iowa Trust and Savings Bank at Emmetsburg, the Brenton State Bank at Dallas Center, Iowa, and the Brenton County Bank & Trust Company at Vinton, Iowa.

For the past several years he has been engaged in the mercantile business in Wisconsin and recently has spent some months in California.

New Cashier at Luverne

George W. Goodell has been elected cashier of the First National Bank of Luverne, Minnesota, succeeding G. P. Bauman, who resigned recently.

The bank name was changed from Luverne National Bank to the present name on January 1, 1950.

Increase Edgerton Stock

Stockholders of the State Bank of Edgerton, Minnesota, recently voted to increase the capital stock of the bank from \$25,000 to \$50,000.

With Owatonna Bank

Philip C. Johnson, former cashier and manager of the Gevena State Bank at Geneva, Minnesota, has been made assistant cashier of the Security Bank and Trust Company in Owatonna.

He has also worked in the Security State Bank at Ellendale and was in service in the southern Pacific area for 32 months during World War II.

Open New Building

The new bank building housing the First State Bank at Big Fork, Minnesota, was opened last month for public inspection at an "open house." The bank is completely modern throughout. Officers are L. M. Latterell, president; O. J. Latterell vice president, and C. F. Gilbertson, cashier.

Extensive Fire Damage

The State Bank of Bricelyn, Minnesota, which recently was redecorated

at a cost of \$2,500, suffered extensive fire damage from an early morning fire last month. Estimate of the damage was set at \$25,000. Workmen made temporary repairs so that bank operations could be resumed two days after the fire, but E. O. Lund, president of the State Bank, said no rebuilding would be done until spring.

The main damage was done to the rear of the building to washrooms, a stairway and a business room.

Increase Deposit Interest

An increase to 2 per cent interest on time savings deposits went into effect last month at the Farmers State Bank of Eyota, Minnesota, and the Elgin State Bank, it was announced by Clare Talen, president of the two banks.

The new rate is an increase from 1½ per cent.

Joins Benson Board

E. C. Alsaker of Benson was recently appointed to the board of directors of the First State Bank of Benson, Minnesota, succeeding the late C. K. Lene, according to C. E. Gesme, bank president.

Buys North Branch Stock

A. F. Johnson, president of the Merchants State Bank, North Branch, Minnesota, has purchased the stock interests of Elias Nordgren, chairman of the board, and H. J. Anderson, vice president.

Mr. Nordgren has served as an officer and director of the bank since 1895 when it was a privately owned institution. It was incorporated under the present name in 1903, he became vice president in 1906 and president in 1940. In 1949 he was named board chairman and was succeeded as president by Mr. Johnson.

Mr. Anderson has been a director for 32 years. Mr. Johnson joined the bank in 1918. August Nordstrom is vice president and C. T. Braff is cashier. Both are directors. John A. Holt, St. Paul, has been elected a director, and the other vacancy is to be filled this month at the annual meeting.

Houston Cashier Retires

C. S. Johnson, who has been employed at the Security State Bank of Houston, Minnesota, for the past 30 years, has resigned as cashier.

Returns to Detroit Falls

Kent S. Rogstad has returned to the staff of the First National Bank in Detroit Lakes, Minnesota, in the position of assistant cashier.



Twin City News

EIGHT employees who have served more than 25 years with the Marquette National Bank of Minneapolis or its affiliated banks were honored recently at a dinner of the Trail Blazers club.

Russell L. Stotesbery, president of Marquette, presented engraved gold watches to **Frederick F. Zander**, **Mabel Dahl**, **Edmund Jones**, **Gina Nilsen**, **William F. Kunze**, **Gertrude Dordan**, **Arthur W. Erickson** and **Lucile Evans**.

The club has a total membership of 22. It is limited to employes and officers of the Marquette group of banks who have been with the organization more than 15 years, and was founded a year ago by the late **Ralph W. Manuel**, to whom special tribute was paid at the dinner.

Members with 15 to 25 years of service were presented with specially designed jeweled pins. In the 20-year group were **Ruth Anderson**, **Ella Hallgrain**, **Signor Silverness**, **Earl Cardle**, **Carl Brackey**, **Merth Mortenson**, **Paul Petterson**, **Morris Sampson**, **Harold Higley** and **Ethelynde Kelly**. In the

15-year group were **Grace Johnson**, **Ruth Wittich** and **Ronald Harrison**, Marquette cashier, who was initiated into the club.

Arthur W. Erickson was elected president; **Signor Silverness**, vice president; **Lucile Evans**, secretary and treasurer, and **Paul Petterson**, director for three years.

* * *

Julian B. Baird, president of The First National Bank of Saint Paul announced last month that one million dollars has been transferred from undivided profits to surplus of The First National Bank.

The adjustment now establishes the First in Saint Paul's surplus at \$12,000,000 with capital remaining at \$6,000,000.

* * *

Ernest G. Peterson, assistant manager of the savings department at First National Bank of Minneapolis since 1926 retired December 31st after 50 years' service. He has been active in Christmas club savings work since the club's inception 23 years ago.

Directors of the First National Bank of Hopkins recently authorized a call to contractors for bids for construction of a new bank building on property acquired by the bank in the Minneapolis suburb.

Walter A. Zastrow, president, said plans call for a one-story building, 60 by 89 feet, of reinforced concrete and steel. The structure will have brick and stone facing and will be air conditioned.

* * *

William B. Geery, 82, former governor and chairman of the board of the Federal Reserve Bank of Minneapolis, died recently in St. Paul, where he lived. At one time he was vice president of the former St. Paul National Bank. He retired February 1, 1937.

* * *

William R. Chapman, vice president of the Midland National Bank of Minneapolis, spoke recently on "Loans to Small Business" at the Michigan Bankers Association's annual bank study conference at the University of Michigan in Ann Arbor.

* * *

Arthur E. Nettum, assistant manager of the North Side office of the First National Bank of Minneapolis, recently was elected treasurer of the West Broadway Businessmen's Association of Minneapolis.

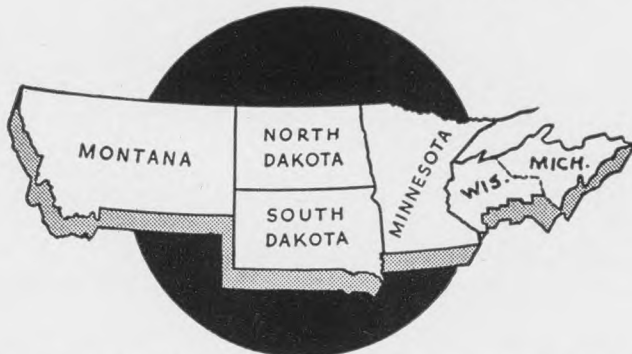
* * *

E. O. Jenkins, president of the First Bank Stock Corporation, spoke recently at a meeting of the Chamber of Commerce at Cloquet, Minnesota. He discussed the growth and development of American banking and described First Bank's operations in Minnesota, North and South Dakota and Montana. The First National Bank of Cloquet is a First Bank affiliate.

* * *

Robert E. Conn, Jr., trust officer at the Northwestern National Bank of Minneapolis, recently was appointed a member of the national military affairs committee of the American Legion, according to an announcement

Investment Securities



Specialists in Corporate and Municipal Securities of
the Central Northwest

J. M. DAIN & COMPANY

ST. PAUL

MINNEAPOLIS

DULUTH

TELEPHONE ATLANTIC 8141

TELETYPE MP-73



First National Bank of Minneapolis

Statement of Condition December 31, 1949

RESOURCES

Cash and Due from Banks	\$108,088,181.72
United States Government Securities	127,537,699.96
Other Bonds and Securities	26,868,479.79
Loans and Discounts	104,700,127.64
Accrued Interest and Accounts Receivable	845,336.83
Customers' Acceptance Liability	823,614.74
Bank Premises and Furniture and Fixtures	161,955.60
Other Real Estate (For Future Development of Banking Premises)	500,000.00
Other Assets	214,489.04
Total Resources	<u>\$369,739,885.32</u>

LIABILITIES

Capital Stock	\$ 6,000,000.00
Surplus	14,000,000.00
Undivided Profits	1,933,929.86
General Reserve for Contingencies	2,128,712.19
Reserve for Interest, Expenses, Taxes, etc.	3,225,046.54
Acceptances and Letters of Credit	823,614.74
Other Liabilities	1,058,643.32
Demand Deposits	\$287,992,604.24
Time Deposits	52,577,334.43
Total Liabilities	<u>340,569,938.67</u>
	<u>\$369,739,885.32</u>

United States Government obligations and other securities carried at \$59,147,244.79 in the foregoing statement are deposited to secure public funds and for other purposes required by law.

DIRECTORS

Henry E. Atwood, *President*
Atherton Bean,
Executive Vice President,
International Milling Co.
Russell H. Bennett,
Treasurer, Meriden Iron Co.
Daniel F. Bull, *President,*
The Cream of Wheat Corp.
John Cowles, *President,*
Minneapolis Star and Tribune Co.
Donald D. Davis, *President,*
Minnesota and Ontario Paper Co.
Bruce B. Dayton,
Secretary and Treasurer,
The Dayton Co.
Paul V. Eames, *President,*
Sheelin-McCloud Lumber Co.
Harry J. Harwick, *Chairman,*
Mayo Association, Rochester, Minn.
John H. Hauschild, *Chairman of*
the Board, Chas. W. Sexton Co.
W. L. Huff, *Executive Vice President,*
Minneapolis-Honeywell Regulator Co.
C. T. Jaffray, *Director,*
First Bank Stock Corporation
John H. MacMillan, Jr., *President,*
Cargill, Inc.
Malcolm B. McDonald,
Vice President
Sumner T. McKnight, *President,*
S. T. McKnight Co.
Howard I. McMillan, *President,*
Osborne-McMillan Elevator Co.
S. G. Palmer, *Retired*
Leslie N. Perrin, *President,*
General Mills, Inc.
A. F. Pillsbury, *Director,*
Pillsbury Mills, Inc.
Arthur H. Quay, *Vice President*
F. B. Wells, *President,*
F. H. Peavey & Co.
Alfred E. Wilson, *Vice President and*
Chairman of Trust Committee
C. J. Winton, Jr., *President,*
Winton Lumber Co.
Sheldon V. Wood, *President and*
General Manager, Minneapolis
Electric Steel Castings Co.
Edgar F. Zelle, *President,*
Jefferson Transportation Co.

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

by **George N. Craig**, national commander.

Mr. Conn survived the Bataan death march and three years in Japanese prison camps. He is a past commander of his American Legion post and second vice commander of the Fifth (Minneapolis) district of the Legion.

* * *

Joseph F. Ringland, president of the Northwestern National Bank of Minneapolis, recently was elected by the board of directors of the Federal Reserve Bank of Minneapolis to serve as the Ninth federal reserve district representative on the federal advisory council during 1950.

The directors appointed six new

officers of the bank and promoted three others.

Arthur W. Johnson, **Christian Ries**, **Marcus O. Sather**, **George M. Rockwell** and **Clement Van Nice** were named assistant cashiers. **Clayton E. Tillander** was named chief examiner.

Earl B. Larson was promoted from assistant vice president to vice president; **Harold C. Core** from personnel officer to vice president in charge of personnel, and **Maurice H. Strothman, Jr.**, from assistant counsel to assistant vice president and assistant counsel.

* * *

Three Twin Cities men were elected to the board of governors of the new Midwest Stock Exchange in Chicago

recently. Named were **Merrill M. Cohen**, of J. M. Dain & Company; **Guybert M. Phillips**, of Caldwell, Phillips & Company, and **Robert M. Rice**, of R. M. Rice & Company. The new exchange was created by a merger of exchanges in Chicago, Cleveland, the Twin Cities and St. Louis.

* * *

William T. Hoy, a founder and at one time president of the former Northeast State Bank of Minneapolis, died recently in Los Angeles. He was 84 years of age. Funeral services and burial were in Minneapolis.

* * *

J. Cameron Thomson, president of the Northwest Bancorporation, announced recently the addition of **Curtis A. Lovre** of Brookings, South Dakota, to the Banco staff as contact officer. Mr. Lovre has been with the Brookings branch of the Northwest Security National Bank of Sioux Falls, South Dakota, since 1937.

Orin Samstad, vice president and cashier of the Union State Bank of Montevideo, Minnesota, was named vice president and manager of the Brookings branch to succeed Mr. Lovre. He has been associated with the Banco group since 1928.

* * *

A group of 32 school children was feted at the annual Christmas party sponsored by the Girls club of the **First National Bank of Minneapolis**. The 65-voice bank chorus presented its annual series of pre-Christmas concerts around a Christmas tree in the bank lobby the week preceding Christmas.

Customers of the **Northwestern National Bank** of Minneapolis also were "serenaded" with carols during the week preceding Christmas. The bank's chorus of more than 50 voices sang daily from a special platform erected over a stairway of the bank. The music was piped to affiliates of the bank in the Minneapolis area.

An outstanding feature of the Christmas observance staged by the **First National Bank of Saint Paul** this year was the daily noon-hour program of Christmas music presented by the First National Bank's Male Chorus Monday through Friday of the week preceding Christmas. The thirty-voice Male Chorus, comprised entirely of bank employes, was directed by **Christopher Herseth**, assistant cashier. **Elsie Stokes Bookstaver**, organist, and **Jacqueline Parker**, soprano soloist were also featured on the one-hour programs.

* * *

Donald R. McReavy, Minneapolis mortician and civic leader and a director of the Third Northwestern Nation-



Statement of Condition, December 31, 1949

RESOURCES

Loans and Discounts.....	\$ 2,975,126.05	
Vaults and Fixtures.....	1.00	
Interest Earned Not Collected.....	84,087.58	
U. S. Government Obligations.....	\$12,348,265.73	
Other Bonds and Securities.....	938,182.29	
Cash and Due from Banks.....	4,628,397.80	17,914,845.82
TOTAL.....	\$20,974,060.45	

LIABILITIES

Capital	\$ 250,000.00
Surplus	500,000.00
Undivided Profits and Reserves.....	366,022.95
Reserved for Interest Expenses and Taxes.....	96,507.11
Interest Collected Not Earned.....	18,764.13
Deposits	19,742,766.26
TOTAL.....	\$20,974,060.45

The Stock Yards National Bank

South Saint Paul, Minn.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

al Bank of Minneapolis, died recently at the age of 43. Funeral services and burial were in Minneapolis.

* * *

Joseph F. Ringland, president of the Northwestern National Bank of Minneapolis, told some 1,250 employes at the bank's annual Christmas party that the 10 banks in the Northwestern group now serve more than 300,000 accounts, including 148,000 checking and savings accounts, about 52,000 installment loan and mortgage customers and 27,000 safe deposit box customers.

* * *

Bank debits in the Ninth federal reserve district dropped 9 per cent in November, 1949 compared with the November, 1948, total, according to a recent report by the **Federal Reserve Bank** of Minneapolis.

Debits for the 133 cities reporting in the Ninth district totaled \$2,797,672,000, compared with \$3,066,720,000 for November, 1948.

However, for the 11-month period ending November 30th total debits for the district were \$29,920,128,000 against \$31,638,939,000 in the first 11 months of 1948, a drop of 5 per cent.

Minneapolis bank debits for Novem-

ber were off 9 per cent, while St. Paul debits slumped 10 per cent. The decrease was attributed in part to the coal and steel strikes.

* * *

Arnold J. Ryden, Jr., cost accountant supervisor, at the Northwestern National Bank of Minneapolis, recently was elected president of the Twin Cities Harvard Business School Alumni Club.

* * *

The First National Bank of Minneapolis during the past five years has experienced one of the steadiest periods of deposit growth in its 92-year history, **Henry E. Atwood**, president, reported recently.

He spoke to about 900 employes of the First National and affiliated banks at the ninth annual "assembly" party for officers and staff members.

In 1944, he said, "our average daily deposits, excluding government war loan deposits, totaled \$260,000,000. Comparable figures were \$282,000,000 in 1945, \$311,000,000 in 1946, \$323,000,000 in 1947 and \$326,000,000 in 1948."

Deposit figures for 1949 will approximate those of 1948, it is believed, Mr. Atwood said. The bank's net operating earnings after taxes probably will

be as good for 1949 as in 1948, when the bank had net earnings of \$1,827,000, he added.

* * *

Leon L. Smith, assistant cashier of the First National Bank of Saint Paul, has been appointed an assistant vice president of that institution according to an announcement made by **Julian B. Baird**, the bank's president.

Mr. Smith entered the First National's service September 19, 1919, and has worked in practically every department of the bank. He was elected an assistant cashier January 9, 1945, and in that capacity has been an active loaning and credit officer.

* * *

J. Cameron Thomson, president of the Northwest Bancorporation, testified in Washington recently before the subcommittee on monetary, credit and fiscal policies of the joint congressional committee on the economic report.

Mr. Thomson testified as chairman of two special committees of the Committee for Economic Development. He cautioned the congressional group that the present strength of American financial institutions will not be maintained unless more favorable conditions for sale of stocks are created.

1879-1949

FIRST AND AMERICAN NATIONAL BANK

OF DULUTH, MINNESOTA

STATEMENT OF CONDITION, DECEMBER 31, 1949

RESOURCES

Cash on Hand and Due from Banks.....	\$15,701,925.71
United States Government Securities.....	37,773,461.49
Municipal Securities.....	3,544,197.49
Other Bonds and Securities.....	4,111,098.20
Loans and Discounts.....	14,608,280.76
Federal Reserve Bank Stock.....	120,000.00
Banking House.....	1.00
American Exchange Property.....	1.00
Interest Earned But Not Collected.....	218,071.91
	\$76,077,037.56

LIABILITIES

Capital Stock.....	\$ 2,000,000.00
Surplus.....	2,000,000.00
Undivided Profits.....	1,366,703.67
Reserves.....	787,049.23
	Total Capital Accounts.....\$ 6,153,752.90
Reserve for Interest, Taxes and Expenses.....	260,575.78
Discount Not Earned.....	106,445.18
Deposits:	
Demand.....	\$46,840,700.92
Time.....	21,043,488.58
U. S. Government.....	1,672,074.20
	Total Deposits.....69,556,263.70
	\$76,077,037.56

BANKING DEPARTMENT

EMMONS W. COLLINS...Vice President
 J. DANIEL MAHONEY...Vice President
 ROBERT W. HOTCHKISS...Vice President
 HUBERT U. MOORE...Vice President
 WILLARD F. ARIO...Vice Pres.
 SYLVESTER T. STRAIN...Cashier
 WILLIAM K. ALFORD...Asst. Vice Pres.
 WALTER L. FREDRICKSON Asst. V. Pres.
 HARRY W. GOOCH...Asst. Cash.
 EARLE J. ANDREE...Asst. Cash.
 JOSEPH C. JORGENSEN...Asst. Cash.

OFFICERS

WILLIS D. WYARD, President
 WILLIS A. PUTMAN, Vice President
 Banking Department
 EDWARD L. PALMER, Vice President
 Trust Department

MORTGAGE AND INSTALLMENT LOAN DEPARTMENT

L. REX HATTEN...Vice President
 WALTER L. GRANDY...Vice Pres.
 F. RUDOLPH JACOBSON...Asst. Cashier

TRUST DEPARTMENT

CHESTER D. SEFTENBERG...Vice Pres.
 VERNON K. FALGREN...Asst. Vice Pres.
 ARTHUR M. OVENTILE...Asst. Vice Pres.
 MORRIS S. KNUDSEN...Asst. Tr. Officer
 KENNETH W. DENNIS...Asst. Tr. Officer
 JOHN L. EVANS...Comptroller

Member Federal Deposit Insurance Corporation

Two Minneapolis bank women recently were elected to office by the Credit Women's Breakfast Club of Minneapolis. **Joan Peterson** of the Marquette National Bank of Minneapolis was named treasurer. Also elected to office was **Helen Rodgers** of the Northwestern National Bank of Minneapolis.

* * *

Two Minneapolis bankers recently were appointed vice chairmen of the 1950 Red Cross fund campaign in Hennepin county (Minneapolis).

They are **Cecil A. Burnham**, assistant vice president of the First National Bank of Minneapolis, and **Wendell T. Burns**, vice president of the Northwestern National Bank of Minne-

apolis. Mr. Burns served as chairman of the 1947 fund raising campaign, and Mr. Burnham held a similar post in the 1949 drive.

* * *

Roger Shepard, St. Paul, has been redesignated as chairman and **W. D. Cochran** of Iron Mountain, Michigan, as deputy chairman of the Federal Reserve Bank of Minneapolis.

The board of governors of the Federal Reserve System, which made the appointments, also renamed Mr. Cochran as Class C director for the three-year term ending December 31, 1952.

W. A. Denecke of Bozeman, Montana, was appointed to a two-year term as director of the Reserve bank's branch at Helena, Montana.—The End.

New President at Dawson

O. S. Knudsen retired from active duty on December 31, 1949, as president of the Northwestern State Bank at Dawson, Minnesota, and was succeeded by Glenn E. Blomquist as president. Mr. Blomquist's election took place at the annual meeting earlier this month.

Mr. Knudsen began his banking career in Lanesboro, Minnesota, in 1902, moved to Dawson in 1934 as executive vice president and was elected president in 1947.

Mr. Blomquist started in the First National Bank in Dawson in 1922, joined the Northwestern State Bank at the time of its organization in 1931 as assistant cashier, became cashier in 1934 and vice president and cashier in January, 1946.

Other officers are John L. Mahlum, vice president; Henry Globstad, cashier, and Wendell Anderson and E. A. Thronrud, assistant cashiers.

John A. Stoneburg

John A. Stoneburg, 87, former president of the First State Bank of Cambridge, Minnesota, died there last month following a year's illness.

Present 25-Year Awards

The Northern Minnesota National Bank of Duluth, has presented awards to five additional employees for 25-year service, W. F. McLean, first vice president, announced last month.

They are Russell M. Walters, Edward E. Mitchell, Miss Ruth E. Lent, Mrs. Josephine Siems and Mrs. Jennie Borgeson.

To Honor Buffalo Banker

A memorial fund has been established and two plans proposed for its use in honor of Walter D. Oakley, Buffalo, Minnesota, banker, who died at the age of 71 recently.

Mr. Oakley was a pioneer of Buffalo and served in many public offices in the town during his lifetime.

At the time of his death he was president of the Oakley National Bank.

Retired on Pension

Three veteran staff members of First National Bank of Minneapolis have retired on pension, bringing to a close their banking careers totaling over a century of service.

Two of those retired were Miss Agnes C. Murphy, head switchboard operator, and Miss Selma T. Sandeen, of the St. Anthony Falls office. They have been with the First National since 1917 and 1920, respectively.

Ernest G. Peterson, assistant manager of the savings department, also retired. He joined the bank in 1899.

SPECIAL OFFER

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

MINNESOTA COMMERCIAL MEN'S ASSOCIATION

2550 Pillsbury Ave. So.

Minneapolis 4, Minnesota

Statement of Condition

as of December 31, 1949

ASSETS		LIABILITIES	
First Mortgage Loans	\$9,353,905.99	Capital	\$9,203,482.32
Loans on Passbooks	51,248.91	Home Loan Bank	
F. H. A. Title I		Advances	550,000.00
Loans	45,782.36	Loans in Process	371,895.18
Properties Sold on		Other Liabilities	7,363.22
Contracts	126,963.54	Specific	
Real Estate Owned and		Reserves \$	1,209.17
Securities	63,042.04	General	
Investments and		Reserves	268,590.80
Securities	373,585.00	Surplus	60,854.67
Cash on Hand and in			
Banks	374,582.09		
Office Building	64,708.68		
Furniture, Fixtures and			
Equipment, Less De-			
preciation			
Deferred Charges and			
Other Assets	9,586.75		
Total	\$10,463,395.36	Total	\$10,463,395.36

St. Paul Federal Savings & Loan Association

353 Robert Street, St. Paul, Minn.

Ga. 7593

OFFICERS AND DIRECTORS

LOUIS PETERSON, President GUSTAV C. AXELROD, Vice President and Attorney
 AXEL A. OLSON, Executive Secretary DR. CARL G. BURTON, Vice President
 ROBERT W. OLSON, Assistant Secretary RUTH DORN, Assistant Treasurer
 CHARLES J. FLYNN ROBERT HEIN GEORGE H. LYSER

Home Loan Mortgages

Regulations to bar restrictive covenants based on race, creed or color in connection with home loan mortgages guaranteed for veterans under the G. I. Bill will go into effect in February, Veterans Administration announced.

The new regulations will apply to all such covenants created and recorded subsequent to February 15, 1950, and to all G. I. mortgages guaranteed or insured by VA after that date. Loans guaranteed or covenants recorded prior to February 16th will not be affected, VA said.

As applied to mortgage lenders, VA said any guarantee issued for a loan on property subject to a recorded covenant barred by the regulations would be affected in the event of subsequent default and foreclosure. In such cases the lender's option of transferring the property to VA, which he normally has the right to do, would be nullified if the covenant was still effective of record at the time of the proposed transfer.

Also, with respect to mortgages guaranteed or insured by VA after February 15th, the borrower may be declared in default on his loan, with the entire unpaid balance immediately due and payable, if he thereafter re-

25 Years with DePuy Publications

Henry H. Haynes, editor of the De Puy Publications, which include the NORTHWESTERN BANKER, the UNDERWRITERS REVIEW and the IOWA-NEBRASKA BANK DIRECTORY, is this month completing 25 years with these publications.

Mr. Haynes came to the De Puy Publications from the associate editorship of *Farm and Fireside*, a Crowell publication in New York City. Prior to that, Mr. Haynes had considerable experience in the editorial and advertising field dating back to his college days at the University of Illinois, where he was a member of Sigma Nu fraternity.

Today, Mr. Haynes is well known to hundreds of bankers and insurance men throughout the country.

It is the sincere wish of every member of the De Puy Publications' staff that Henry will have many more years of association with our organization.



records such a covenant on the property.

The type of covenants referred to are those designed to restrict the occupancy or use of the property as to race, creed or color. VA said the new

regulations are being issued to bring the agency's loan guaranty program into full accord with a recent decision of the United States Supreme Court. The court held that such covenants are contrary to public policy and are

City National Bank and Trust Company of Chicago

Condensed Statement of Condition—December 31, 1949

RESOURCES		LIABILITIES	
Cash and Due from Banks	\$ 93,480,322.95	Capital	\$ 4,000,000.00
U. S. Government Securities	175,124,383.46	Surplus	4,000,000.00
State, Municipal and Other Securities	5,170,844.12	Undivided Profits	4,007,849.70
Loans and Discounts	73,097,400.29	Reserves for Interest, Taxes and Contingencies	2,701,481.36
Federal Reserve Bank Stock	240,000.00	Dividend payable Feb. 1, 1950	60,000.00
Accrued Interest	932,804.29	Letters of Credit and Acceptances Outstanding	1,154,157.90
Customers' Liability on Letters of Credit and Acceptances	1,148,251.17	Other Liabilities	81,055.55
Other Resources	113,160.57	Deposits	333,302,622.34
	<u>\$349,307,166.85</u>		<u>\$349,307,166.85</u>

Member Federal Deposit Insurance Corporation

not sustainable by action in the Federal courts.

The new regulations have been issued to the various VA field offices which administer the loan guaranty program, and copies will be distributed to builders, lenders and others participating in the program.

National City Bank

At the regular meeting of the board of directors of The National City Bank of New York, James V. Bohlen and Harvey S. Gerry were appointed vice presidents. Both were assistant vice presidents and have been with the bank for their entire business careers,

Mr. Bohlen having a service record of more than 33 years and Mr. Gerry one of 20 years. Mr. Bohlen is in charge of the bank's foreign exchange department and Mr. Gerry, who is stationed in Paris, represents the bank on the continent of Europe.

The following were appointed assistant vice presidents: Leland S. Brown, Sven Borup Jensen, John C. Slagle, John E. Thilly, Clarence S. Welch, Thomas R. Wilcox and Allen F. Maybee.

The following were appointed assistant cashiers: Robert M. Goodwin, Curtis P. Nunn, William E. Preston and Robert F. Stanton.

Dawson Changes

Orva S. Kundsén, president of Northwestern State Bank of Dawson, Minnesota, has announced his retirement. Directors of the bank have elected Glen E. Blomquist to the post of president and advanced Henry Globstad from assistant cashier to cashier.

Mr. Knudsen started work at the Scanlan-Habbarstad Bank, Lanesboro, Minnesota, in 1902. He left the vice presidency of that bank to become executive vice president of Northwestern State Bank of Dawson in 1934 and was elected president of the latter bank in 1947.

Glenn Blomquist started work at Northwestern State Bank, Dawson, in 1931, when he was elected assistant cashier. He was made cashier in 1934 and vice president and cashier in 1947.

Chairman of the Board

John M. Shrader, president of the First National Bank, Marshall, Minnesota, since 1939, has been advanced to chairmanship of the board of that bank; and Kenneth E. Sheffield, vice president of the bank since 1946, has been elected president.


Mr. Shrader reached normal retirement age in September, 1949. He was elected cashier of the First National Bank, Marshall, in 1923 and served with the bank continuously since that time. Before that he had been vice president of the Marshall State Bank from 1918 to 1921.

Mr. Sheffield was born at Waverly, Minnesota, and attended Marshall schools. He commenced work at the First National Bank, Marshall, as a bookkeeper-clerk in 1918, was elected assistant cashier in 1923 and cashier in 1939.

American National, Chicago

Harley V. McNamara, president of the National Tea Company, Chicago, was elected a director of the American National Bank and Trust Company of Chicago at the annual stockholders' meeting. He succeeds Daniel Peterkin, Jr., president of the Morton Salt Company, who retired from the board after serving since September, 1940.

At the meeting of directors following the stockholders' meeting, three members of the bank's staff were advanced to new positions. In the trust department, Howard J. Johnson, assistant trust officer, was elected assistant vice president. Gerald E. Keidel, assistant manager of the foreign department, was elected assistant cashier and assistant manager. Ira Frank, Jr., of the banking department was elected assistant cashier.



The BANK at the YARDS

STATEMENT OF CONDITION

At the close of business December 31, 1949

RESOURCES

Loans and Discounts.....	\$ 4,070,673.03
United States Bonds and Notes.....	12,424,384.54
Municipal Bonds.....	769,350.87
Other Bonds and Securities.....	864,486.05
Federal Reserve Bank Stock.....	27,000.00
Interest Earned, Not Collected.....	84,895.50
Cash on Hand and Due from Banks.....	8,266,973.48
	\$26,507,763.47

LIABILITIES

Capital Stock.....	\$400,000.00
Surplus.....	500,000.00
Undivided Profits.....	84,936.13
Reserve for Contingencies.....	163,093.57
	\$ 1,148,029.70
Reserve for Interest, Taxes and Expenses.....	64,720.53
Interest Collected, Not Earned.....	43,729.48
Deposits.....	25,251,283.76
	\$26,507,763.47

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

The

LIVE STOCK

National Bank

of SIOUX CITY

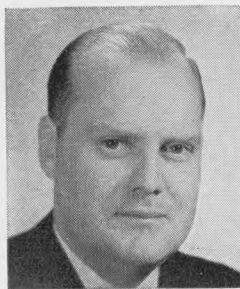
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



South Dakota NEWS

TOM S. HARKISON
President
Sioux Falls

CARL E. BAHMEIER, JR.
Secretary
Huron



Wessington Bank Sold

The Farmers and Merchants Bank of Huron, South Dakota, has purchased assets of the Bank of Wessington, it was announced last month by W. M. Griffith, president of the Farmers and Merchants Bank.

Mr. Griffith emphasized that the transaction, which is to be completed within the next 30 to 60 days, is not a consolidation, but simply a voluntary liquidation by the present owners of the bank who wish to go into other business.

The Bank of Wessington has been owned and operated the past 15 years by S. P. Seiersen as president and his two sons, Carl, vice president, and Harold, cashier.

When the consolidation is completed the Farmers and Merchants Bank's deposits will be nearly \$7,500,000. The Bank of Wessington's deposits are slightly more than half a million dollars, capital is \$34,000 and loans total \$385,000.

The Seiersen family is retaining the Wessington Bank building, fixtures and equipment and will operate a check-cashing and bank messenger service in that community.

On Vacation

Ray G. Stevens, president of the Citizens Bank of Vermillion, South Dakota, is vacationing in Palm Springs, California, and will return home about the middle of April.

The Citizens Bank is now in its 35th year of operation.

Leo John Lukanitsch

Leo John Lukanitsch, 62, prominent Fairview, Montana, banker, died suddenly last month.

Born in Lake Henry, Minnesota, he was reared in New York City. Later the family moved to St. Cloud, Minnesota, where they lived briefly

before locating in Sisseton, South Dakota. There he started the banking career which he was to pursue throughout his entire life. In the Citizens National Bank of that city he rose to an executive capacity and remained there until 1925.

Later he was an officer of the Federal Land Bank of Omaha, Nebraska, in charge of collections in the states of Iowa, Nebraska, South Dakota and Wyoming. He continued his banking connections in Hartington, Nebraska, and Madison, South Dakota.

He organized the Fairview Bank in Fairview, Montana, which opened December 6, 1941. Under his supervision the bank has enjoyed a steady and continuous growth.

Bank Debits Down

South Dakota bank debits were down 5 per cent in November. A similar drop also was shown for the January-November period.

The monthly report of the Ninth Federal Reserve District showed South Dakota debits for November at \$188,226,000, compared with \$198,311,000 for that month in 1948. For the 11 month period, debits ran \$2,030,719,000, compared to \$2,144,494,000 in 1948.

Two major South Dakota cities, however, showed increases for the 11 months. Pierre's debits ran 106 per cent of last year, while Lead's debits were 148 per cent, or up 48 per cent.

George A. Starring

George A. Starring, 67, executive head of the Greater South Dakota Association and former secretary of the South Dakota Bankers Association, died last month from a general cancer condition. Mr. Starring had been ill for about two months.

Mr. Starring was born in Princeton, Illinois, on July 13, 1882, but moved to South Dakota with his parents at

an early age to Beadle county. After receiving his elementary education there he attended Huron College, receiving his B.A. in 1907, then took further study at Chicago University.

After a number of years in educational work he became secretary of the South Dakota Farm Bureau Federation in 1923, and in 1925 joined the South Dakota Bankers Association, holding this position until 1936 when he was called upon to help organize the Greater South Dakota Association. He was succeeded in his South Dakota Bankers Association post by his son, George M. Starring, who resigned from that post two years ago.

Mr. Starring's work with the GSDA has been outstanding, bringing him recognition from all parts of the state for his interest in all types of development of South Dakota agriculture and industry. In 1947 he was given the first Distinguished Service Award now given annually by the University of South Dakota for the state resident doing the most outstanding job in the field of commerce.

In addition to his son, George M., he is survived by his widow and one daughter, Mrs. Henry Kinser, Chicago.

Changes Positions

William Schmagel, who managed the insurance department at the First National Bank of Lemmon, South Dakota, for two years, has resigned to accept a similar situation with the Bank of Lemmon as assistant cashier.

Sioux Falls News

RANK PARSONS of the Federal Reserve Bank in Minneapolis spoke to the Rotary club on business and agricultural conditions in the northwest.

* * *

Sioux Falls Elks lodge No. 262 took over the advance gift drive of the March of Dimes. **John McQuillen**, vice president and trust officer of the Northwest Security National Bank, was named co-chairman of the advance gift campaign for the benefit of polio victims.

* * *

O. A. Bray, assistant cashier of Northwest Security National Bank, was installed as secretary of Sioux Falls chapter No. 2, Royal Arch Masons, and as treasurer of Minnehaha lodge No. 5, A. F. & A. M.

THE NATIONAL BANK OF SOUTH DAKOTA

Huron

Sioux Falls

Vermillion

Member Federal Deposit Insurance Corporation

Affiliated with FIRST BANK STOCK CORPORATION

F. J. Cinkle, cashier and vice president of the National Bank of South Dakota, was re-elected treasurer of the Sioux Empire Fair association. **Tony Westra**, agricultural and livestock representative of the Northwest Security National Bank, was named to the executive committee of the fair organization. At the annual stockholders' meeting Mr. Cinkle reported a net gain from operations of \$12,901.50 for the past fiscal year.

* * *

Tom S. Harkison, president of the National Bank of South Dakota, presented certificates for each member of three winning area teams in the 1949

soil and moisture contest here. This was the fourth annual event.

* * *

Counterfeit \$10 bills made their appearance in local business places, and police officers, bank officials and merchants were alert to a rumor that spurious \$20 notes might also be passed here. A dozen or so of the fake tens came to the notice of **W. E. Perrenoud**, cashier of the First National Bank & Trust Company and secretary of the Sioux Falls Clearing House association. Four of the bills showed up in one shipment of tens from here to the Federal Reserve Bank in Minneapolis.

Mr. Perrenoud was in a group of members of the Split Rock Lake association escorting **Gov. George T. Mickelson** on an inspection tour to site of the proposed Split Rock Lake east of the city.

* * *

Ralph M. Watson, president of the Northwest Security National Bank, announced the resignation of **Curtis A. Lovre** as vice president and manager of the Brookings branch of that institution. Succeeding him in the Brookings bank is **Orin Samstad**, former vice president and cashier of the Union State Bank of Montevideo, Minnesota. Mr. Samstad is also a former Watertown, South Dakota, and Fergus Falls, Minnesota, banker.

* * *

Sioux Falls bank clearings showed a 6 per cent increase in November, 1949 over those for November, 1948. The figures were \$24,677,007 for November, 1949 and \$23,227,315 for November, 1948. Local business in general continued to show gains.

* * *

Ross Hunt, assistant vice president of the National Bank of South Dakota, retired as president of the Exchange club when succeeded by **Tom Barron**. He was elected to the board of directors.

* * *

W. C. Duffy, president of the Union Savings Bank, became a new vice president of the Sioux council, Boy Scouts of America, at the scouters' annual meeting here. He presented the Silver Beaver award to three men with outstanding records of service to boyhood. Mr. Duffy, himself, is a past recipient of this honor.

* * *

R. T. Foster, vice president and general manager of the John Morrell & Company plant here, was host to 32 bankers in the Sioux Falls area at an all day inspection tour of the Morrell establishment. All departments and offices were visited and processes explained to the visitors. They were also guests at a noon luncheon.

* * *

The agricultural finance class from South Dakota State College spent a day at the Northwest Security National Bank studying the relationship of banking to farming.

* * *

Tony Westra, Northwest Security National's agricultural and livestock representative, was a speaker on a Rotary club panel, reviewing the progress of agriculture during the past 10 years.—The End.

STATEMENT OF CONDITION	
NORTHWEST SECURITY NATIONAL BANK	
of Sioux Falls, South Dakota	
<i>South Dakota's Leading Bank</i>	
December 31, 1949	
RESOURCES	
Cash on Hand, in Federal Reserve Bank, and	
Due from Banks and Bankers.....	\$11,579,136.71
U. S. Government Obligations.....	19,256,063.97
State and Municipal Bonds.....	990,498.43
Other Bonds and Securities.....	1,741,688.05
	\$33,567,387.16
Stock in Federal Reserve Bank in Minneapolis.....	45,000.00
Overdrafts	2,730.36
Loans and Discounts	10,949,837.15
Commodity Credit Corp., Grain Loans.....	997,177.36
Banking Houses	218,386.72
<small>Includes Banking Houses at Sioux Falls, Brookings, Chamberlain, Dell Rapids, Gregory, Huron and Madison, all clear of encumbrance.</small>	
Interest Earned but Not Collected.....	174,786.49
Customers' Liability on Letters of Credit.....	30,088.00
TOTAL.....	\$45,985,393.24
LIABILITIES	
Capital Stock—Common	\$ 500,000.00
Surplus	1,000,000.00
Undivided Profits and General Reserves.....	464,917.96
	\$ 1,964,917.96
Reserve for Interest, Taxes, and Other Expenses.....	149,361.22
Interest Collected but Not Earned.....	95,770.59
Deposits:	
Time	7,607,635.17
Demand	35,308,289.30
U. S. War Loan.....	829,331.00
	\$43,745,255.47
Letters of Credit.....	30,088.00
TOTAL.....	\$45,985,393.24
BRANCHES AT	
BROOKINGS, CHAMBERLAIN, DELL RAPIDS, GREGORY, HURON, MADISON	
<small>Affiliated with Northwest Bancorporation Member Federal Deposit Insurance Corporation</small>	



North Dakota NEWS

J. F. McENTEE
President
New England



C. C. WATTAM
Secretary
Fargo

Automotive Company and was active in the J. M. Leach Manufacturing Company, The Shell American Petroleum Company and The Globe American Corporation, he came to the Harris Trust and Savings Bank as vice president in 1928. He was made a director of the bank in 1942 and elected executive vice president in 1946.

In 1943 Mr. Brown was president of the Reserve City Bankers Association. He is a former president of the Indiana Society of Chicago, he is now chairman of the finance committee of Goodwill Industries and a director of the Community Fund of Chicago.

Increase Capital Stock

Stockholders of the Drayton State Bank, Drayton, North Dakota, last month voted to increase capital stock from \$25,000 to \$50,000. Surplus is \$50,000, undivided profits total more than \$25,000 and total capital structure now is in excess of \$125,000, with total assets of more than \$1,600,000.

A previous capital increase in 1944 had boosted that figure from \$15,000 to \$25,000.

Bank Debts Lower

North Dakota's bank debts were about \$8,000,000 lower for November, 1949, than for the same month in 1948.

A Federal Reserve Bank bulletin showed bank debts for 13 North Dakota cities during November, 1949, totaled \$205,000,000 as compared with \$213,944,000 a year previous.

Bank debts for all of 1949 up through November also fell behind 1948 the bulletin showed. The total for 1949 was \$2,118,308,000. In 1948 the total was \$2,113,898,000.

Two Bankers Elected

Murray A. Baldwin, manager of the Dakota Clinic, was elected president of the Fargo Chamber of Commerce by the board of directors last month.

N. D. Black, Jr., publisher of the Fargo *Forum*, and Adrian McClellan, vice president of the Merchants National Bank and Trust Company, were renamed first and second vice presidents, respectively.

Fred A. Irish, chairman of the board of the First National Bank and Trust Company, was renamed Chamber treasurer.

Blanding Fisher

Blanding Fisher, 67, president of the Ramsey County National Bank in Devil's Lake, North Dakota, died last month following a heart attack. Mr. Fisher had been in his usual health and was at his desk in the bank when he suffered the first attack.

Blanding Fisher was born in Wahpeton, North Dakota, on September 16, 1882. His father, Charles N. Fisher, was the founder of the Ramsey County National Bank.

Mr. Fisher attended grade school and high school in Devil's Lake and attended Carleton College from 1899 to 1901. He transferred to the University of Minnesota from which he graduated in 1903. Following his graduation he became cashier of the Ramsey County National Bank, becoming president on the retirement of his father in 1918.

He was never married.

Mr. Fisher's interest in banking and finance was not confined to the institution with which he was directly connected for 46 years. He had served as president of the North Dakota Bankers Association in 1924-1925 and had long been a member of the advisory committee of Reconstruction Finance Corporation.

His brother, S. K. Fisher, is a vice president of the Ramsey County National Bank.

Joins Banking Department

R. S. ("Dick") Banfield, vice president of First National Bank of Minneapolis since 1945, has been transferred to the Department of Banks and Bankers as of the first of this year.

Heads Harris Trust

Mark A. Brown was elected president of the Harris Trust and Savings Bank, Chicago, at the board of directors' meeting following the annual stockholders' meeting on January 11th.

He succeeds as president, Paul S. Russell, recently deceased. Mr. Russell, 56, died Sunday afternoon January 8th. He had entered a hospital Christmas Eve for treatment of a respiratory ailment and in the early afternoon he had said that he was feeling greatly improved. Soon afterward a nurse found him dead in bed, apparently of a heart attack.

Guy E. Reed, formerly vice president, was elected executive vice president.

Mr. Brown was born in Fairmount, Indiana, and attended Wabash College in the class of 1911. After extensive business experience in Kokomo, Indiana, where he organized the Kokomo



PAUL S. RUSSELL
1894-1950

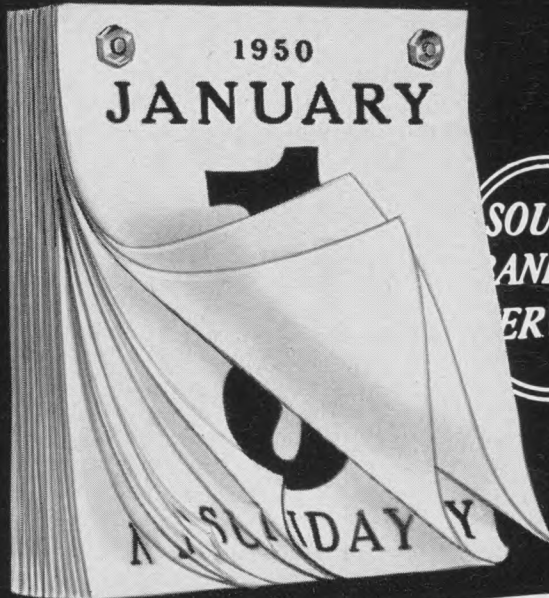
Guy E. Reed came to the bank in 1923. He is a graduate of the University of Nebraska, class 1911. He was born in Holdredge, Nebraska. After graduation he was associated with the University for several years and later was in the banking business in Lincoln, Nebraska, with the First National Bank of that city.

Mr. Reed was elected vice president of the Harris Trust in 1928 and made a director of the bank in 1946. He is chairman of the Chicago Crime Commission and a trustee of the University of Nebraska Foundation. He is also a trustee of Wells College, chairman of the American Library Association Endowment Trustees and a director of the Chicago Association of Commerce. In 1941 he received the Distinguished Service Award from the University of Nebraska. In 1949 Mr. Reed was awarded the Chicago Merit Award by the Rotary Club of Chicago.

Mr. Reed is a director of American Steel Foundries, Kawneer Company, Universal Oil Products Company and G. D. Searle Company.

The
UNITED STATES
National BANK of Omaha

94
Years



SOUND
BANKING
SERVICE

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



W. H. PIERCE
President
Shelby

Nebraska NEWS



CARL G. SWANSON
Secretary
Omaha

Succeeds Father at Ponca

At the December meeting of the board of directors of the Bank of Dixon County, Ponca, Nebraska, F. R. Kingsbury was elected president to succeed his father, Clarence A. Kingsbury, 87, who died several weeks ago. The elder Mr. Kingsbury had practiced law in Ponca for more than 55 years and had been president of the Ponca bank for 25 years.

F. R. Kingsbury has been cashier and executive officer of the bank since 1920 and is also chairman of the board of directors of the American State Bank at Newcastle, where his father also had been associated for a number of years as director.

F. A. Kingsbury, who has been assistant cashier in the Bank of Dixon County since his return from service in January, 1946, was elected cashier. He is a Morningside College graduate and served three years in the Army.

New Bank at Chester

The State Bank of Chester, Nebraska, commenced operations on January 3rd after receiving its charter from the state banking department last month. Capitalization of the new bank was set at \$47,250. It replaces the Chester Co-operative Credit Association, now dissolved.

Officers of the bank are: G. H. Navis, president; Ray Peake, vice president; G. D. Van Cleef, cashier, and Willa Van Cleef, assistant cashier.

Arthur H. Wherry

Arthur H. Wherry, 82, long-time resident of Pawnee City, Nebraska, died from a heart attack at his home last month. In 1927 Mr. Wherry was one of the organizers of the Citizens State Bank, served as a director, and became its president about 10 years ago, a position he held at the time of his death.

Named by Governor

T. H. Wake of Seward was named by Nebraska Governor Val Peterson to the State Building Commission, a newly created board for the purpose of supervising improvements to the capitol building.

Mr. Wake is president of the Jones National Bank of Seward, past president of the Seward Rotary Club, Chamber of Commerce, and active in many other local organizations and activities.

Pick-Up Service

In an effort to give Cozad, Nebraska, merchants more security for their over-night cash problems, the Cozad State Bank is now offering a new pick-up service for after-banking hours depositors.

Cozad merchants who find themselves with an over-abundance of cash in the evening, or after banking hours, can now call the bank or W. E. Young, vice president, or Curtis Richey, assistant cashier, and they will pick up the money and make the deposit.

On Lincoln C. of C. Board

Carl D. Ganz, vice president and trust officer of the National Bank of Commerce, Lincoln, Nebraska, was elected last month as one of the six new directors of the Lincoln Chamber of Commerce.

County Bankers Hosts

County officials were guests of the Buffalo County Bankers Association at the dinner meeting in Kearney, Nebraska, last month.

Following the dinner, the group discussed the state deposit law as it affects county deposits in Buffalo county banks.

Leo Ryan, president of the association, announced that Kearney will be host to the Fifth District Bankers Association next spring, and briefly discussed the program for the convention.

Reduces Bond Interest

The Nebraska City, Nebraska, school board last month accepted the offer of the Farmers Bank to reduce the interest rate on the district's \$70,000 debt from 2 to 1.75 per cent.

The bank, holder of the bonds, made the offer voluntarily and not at the request of the board.

The reduction in interest means a saving of \$175 per year to the school

district. In addition, the district may pay off any or all of the bonds at any time with tax money.

Davenport Bank Changes

Directors of the Jennings State Bank of Davenport, Nebraska, have announced a change in top management.

H. B. Jennings has relinquished the presidency he has held since 1930 to become vice president and chairman of the board of directors.

M. M. Jennings, Sr., has moved from vice president to president and M. M. Jennings, Jr., will be cashier.

Dean Wight is the assistant cashier, and Mrs. M. M. Jennings, Sr., joins the board of directors.

The bank was started in 1894 by W. H. Jennings, father of the president and vice president. H. B. Jennings became president after his father's death in 1930.

New C. of C. Officer

Vernon Weyrich, cashier of the Nebraska State Bank in Oshkosh, Nebraska, was elected vice president last month of the Oshkosh Chamber of Commerce.

Founders Day Meeting

Ten chapters of the American Institute of Banking have already held Founders Day Meetings as part of the Institute's fiftieth anniversary commemoration, and 35 others have definite arrangements under way for similar meetings, it was announced by Hartwell F. Taylor, president of the Institute. Mr. Taylor, who is assistant vice president of The Bank of Virginia, Richmond, Virginia, stated that many more of these Founders Day Meetings will be held throughout the nation between January and June, 1950. The A.I.B. is the educational section of the American Bankers Association.

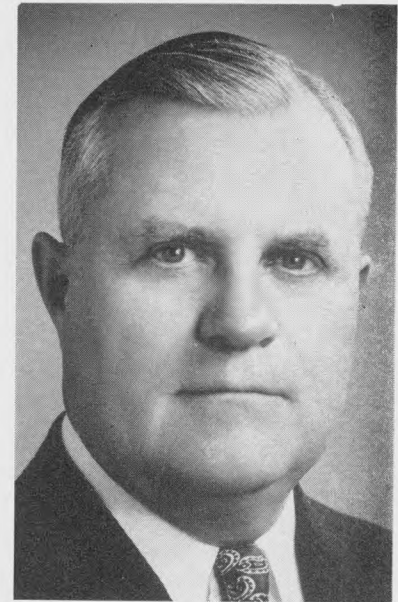
The purpose of the Founders Days, according to Mr. Taylor, is to mark the Golden Anniversary of the A.I.B., and to honor the founders and past presidents of individual chapters along with others who contributed to their development.

Dividend

The board of directors of the First National Bank in St. Louis has declared a dividend of \$1.10 per share, 60 cents of which is an extra dividend paid December 21st to stockholders of record December 14th, and 50 cents payable February 28, 1950, to stockholders of record February 20th. The directors also voted additional compensation for employes in service prior to January 1, 1949, equivalent to one-half month's salary on earnings up to \$4,000. Adjusted amounts will be paid those in service since January 1st.



Lake City, Utah and Sioux City, Iowa. He is a director and vice president of the Nebraska Savings and Loan Association, director of the First National Bank of Beatrice, Nebraska, director



MELVIN BEKINS
Elected director of the United States National Bank of Omaha

and member of the executive committee of the United Benefit Life Insurance Company and a director of the Omaha Grain Terminal Company.

Mr. Bekins won his letter at the University of Nebraska on the basketball team and was captain of the University baseball team in 1921. He served in World War I in the Quartermaster Corps, in World War II in civilian capacities and has been on the Army Advisory Committee for the United States Army since 1947.

* * *

Among six Nebraskans elected trustees of the Midwest Research Institute of Kansas City, Missouri, are **W. Dale Clark**, chairman of the board of the Omaha National Bank, and **J. L. Welsh** of the Butler-Welsh Grain Company of Omaha. Their terms will expire in December, 1952.

* * *

The majority of bank customers today are women, according to **Miss Anna T. Olsson**, savings department manager of the Live Stock National Bank of Omaha and associated with that bank for 31 years.

She has seen a decided change in the trend since the days when "pop managed mom and also the bank book." Now, women do most of the banking

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

MELVIN BEKINS was elected to the board of directors of The United States National Bank of Omaha at the regular December meeting.

Mr. Bekins is president of Bekins Van and Storage Company of Omaha and is associated as an officer and director of Bekins' companies in Salt

OVER SEVENTY-EIGHT YEARS OF BANKING EXPERIENCE

Statement of Condition

The First National Bank of Lincoln

LINCOLN, NEBRASKA

(ORGANIZED 1871)

At the Close of Business December 31, 1949

ASSETS

Cash and Due from Banks.....	\$13,316,994.80	
U. S. Government Bonds.....	29,242,520.35	
Other Bonds and Securities.....	1,833,487.35	
Federal Reserve Bank Stock.....	82,200.00	
Loans	7,174,741.41	
Interest Earned, Not Due.....	165,146.28	
Bank Building and Equipment.....	488,470.76	
Total Assets.....	\$52,303,560.95	

LIABILITIES

Capital Stock	\$1,500,000.00	
Surplus	1,260,000.00	
Undivided Profits	596,099.82	3,356,099.82
Discount Unearned	56,774.06	
Reserve for Taxes, Etc.....	123,578.25	
Deposits	48,767,108.82	
Total Liabilities.....	\$52,303,560.95	

OFFICERS

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

Member Federal Deposit Insurance Corporation

and write most of the checks, she has discovered.

"There has been a big change since the war," she stated. "Women proved they can hold down man-sized jobs and earn their own living."

* * *

W. B. Millard, Jr., president of the Omaha National Bank, has been re-elected president of the Knights of Ak-Sar-Ben, Omaha civic organization which is known throughout the world. **James P. Lee**, former Omaha banker, was named vice president, and **E. F. Pettis**, department store executive and also a former Omaha banker, was named secretary-treasurer.

Mr. Millard and Mr. Pettis also were re-elected to four-year terms on the Board of Governors of Ak-Sar-Ben.

The Ak-Sar-Ben Bridge Corporation also named Mr. Pettis secretary-treasurer. **W. D. Lane** is president.

* * *

T. Bruce Robb, manager of the department of research and statistics for the Federal Reserve Bank of Kansas City, spoke before the Omaha Downtown Kiwanis Club at a luncheon recently at Hotel Fontenelle. His topic was "Let's Look at the Current Business Situation."

* * *

Santa's mail box for 28 children at the Creche Home in Omaha was at the Omaha National Bank again. The bank's 258 employes saw that the Creche youngsters did not go without gifts after the children wrote their "lists." Nearly everybody wanted xylophones and the girls also were partial to bride dolls. Christmas came December 22nd for children at the home.

* * *

Six employes, including two vice presidents, were made members of the 25-Year Club of the First National Bank of Omaha recently.

The new members, bringing the roster to 33, are Vice Presidents **J. T. Stewart, III**, and **O. H. Elliott**; Tellers **Paul H. Burke** and **Carl Ericksen**; **Catherine Davis** of the transit department, and **Robert W. Davis** of the real estate division.

"Oldest" employe of the bank is its board chairman, **T. L. Davis**, who has been with the institution 45 years, according to President **Fred W. Thomas**.

Mr. Thomas presented the six new members of the club with watches at a luncheon at the Omaha Athletic Club.

* * *

The Federal Land Bank of Omaha has paid a 15 per cent dividend amounting to more than \$1,500,000 to 198 cooperative National Farm Loan Associations in Nebraska, Iowa, South Dakota and Wyoming, which own the

bank's capital stock. About 34,300 farmers and stockmen in the four states ultimately will share the dividend, which totaled exactly \$1,569,106, according to **President E. N. Van Horne**.

* * *

Creighton University alumni, at

their annual homecoming gathering recently in Omaha, were warned by **Daniel Momen**, retiring president of the Alumni Association, that Government support of schools has "many rough edges and hidden hooks." Mr. Momen is vice president of the Omaha

Vigilance, Thoughtfulness and Courage

In the sixty years since 1890 there have been many that were marked by financial and commercial uneasiness. There were momentous decisions to be made, decisions that could only be based on vigilance, thoughtfulness and courage. Down through the years the officers and directors of the Inter-State have employed these qualities to protect and benefit our correspondents and depositors. They are your assurance that a correspondent banking connection at the Inter-State stands for safety, security and whole-hearted cooperation.



CONDENSED STATEMENT

At the Close of Business December 31, 1949

RESOURCES

Cash and Due from Banks.....	\$22,422,441.83	
U. S. Government and other Bonds.....	8,717,381.76	
Commodity Credit Corporation Loans.....	14,292,440.75	\$45,432,264.34
Loans and Discounts		20,488,683.56
Stock in Federal Reserve Bank.....		75,000.00
		\$65,995,947.90

LIABILITIES

Capital	\$ 1,250,000.00	
Surplus	1,250,000.00	
Undivided Profits	1,453,437.29	
Reserve for Contingencies.....	400,000.00	4,353,437.29
Reserve for Taxes, etc.....		230,000.00
Deposits		61,412,510.61
		\$65,995,947.90

THE INTER-STATE NATIONAL BANK

LIVESTOCK EXCHANGE BLDG. 16TH. AND GENESEE STS.

Kansas City Missouri

Member Federal Deposit Insurance Corporation

STATEMENT OF CONDITION

DECEMBER 31, 1949

RESOURCES		LIABILITIES	
Loans and Discounts.....	\$12,082,639.72	Capital	\$600,000.00
Overdrafts	38.21	Surplus	700,000.00
Banking House	85,000.00	Reserves	550,000.00
U. S. Bonds.....	12,084,000.00	Undivided Profits	165,238.78
Other Bonds	25,000.00		2,015,238.78
Warrants	116,442.36	Reserve for Dividends.....	36,000.00
War Savings Stamps.....	300.00	Deposits	\$34,981,227.59
Stock Federal Reserve Bank	37,500.00	War Loan	
Other Assets	19,804.65	Deposits	686,263.15
Cash and Sight Exchange.....	6,988,017.77		35,667,490.74
Due from Federal Reserve			\$37,718,729.52
Bank	6,279,986.81		
	\$37,718,729.52		

NATIONAL BANK of COMMERCE

LINCOLN, NEBRASKA

47 years at 13th and O Streets

Member Federal Deposit Insurance Corporation

National Bank, in charge of the trust department.

Speaking at the homecoming banquet at the Fontanelle Hotel, Mr. Monen urged alumni to support Creighton to keep the university a private school.

* * *

Mr. and Mrs. John F. Davis were guests on their wedding anniversary recently at a dinner given by Mr. Davis parents, Mr. and Mrs. T. L. Davis. John Davis is vice president of the First National Bank of Omaha, of which his father is board chairman.

Mr. and Mrs. T. L. Davis also entertained at a dinner recently to honor their son-in-law and daughter, Mr. and Mrs. John Lauritzen, on their tenth wedding anniversary. Mr. Lauritzen is a vice president of the bank.

To Increase Capital And Surplus

The importance of Dallas as a major financial center, and the Republic National Bank as a leading bank in the Nation was further enhanced last month when plans were proposed for increasing the capital and surplus of the Republic National Bank to \$27,500,000, which will result in the bank having capital, surplus and undivided profits of \$30,000,000.

In addition to capital and surplus of \$27,500,000, the Republic National Bank will have undivided profits of \$2,500,000, giving it a capital, surplus



FRED F. FLORENCE
President
Republic National Bank
Dallas

and undivided profits of \$30,000,000. Further, the bank will have a reserve for contingencies of \$2,500,000 and stockholders will have full ownership

of the capital of the Republic National Company, amounting to \$3,000,000.

In making the announcement of the proposed capital increase, Fred F. Florence, president of the Republic National Bank, stated that the unusually strong capital structure will enable the bank to maintain its favorable position in the handling of the growing volume of business in the southwest. Mr. Florence also pointed out that such a large capital structure will add strength to the basic foundation of banking and business throughout the entire southwest, and will be an important contribution toward the maintenance of Dallas as a financial center.

Profit-Sharing Plan

A new profit-sharing bonus plan for employes of the Bank of America, a plan which combines all of the bank's benefit plans in one, has been approved by the board of directors, according to L. M. Giannini, president. It will be known as the Bankamerican Family Estate plan and became effective January 1, 1950.

A percentage of the bank's profits before taxes is paid into a fund which will provide for the costs of all bank-provided benefit funds, such as group insurance, hospital and surgical benefits and sickness compensation, and for most of the premiums on retirement plan benefits. By eliminating pay check deductions for such benefits the plan will result immediately in higher pay checks for all employes, regardless of length of service. For employes with more than five years of service the remainder of the fund will be devoted to creating individual employe income-producing estates to provide substantial additional income after retirement.

This plan is not a non-contributory one, Mr. Giannini pointed out, and is therefore of interest in today's discussion of pension plans. It is directly related to the profit-producing efforts of staff members. If such efforts fail to produce sufficient funds, he said, the employes will be called upon to resume paying directly for their benefits. On the other hand, any increased profits they produce are shared, thus providing employes with incentive for extra effort in building the institution and their individual estates.

**The First National Bank
St. Joseph, Missouri**

**STATEMENT OF CONDITION
at the close of business December 31, 1949**

RESOURCES

Cash and Due from Federal Reserve and Other Banks.....	\$ 8,554,529.72
U. S. Government Obligations.....	16,505,654.86
Other Bonds and Securities.....	1,876,110.15
Federal Reserve Bank Stock.....	30,000.00
Loans and Discounts.....	3,950,961.95
Bank Building, Fixtures and Other Real Estate.....	1.00
Interest Earned Uncollected and Other Assets.....	91,274.14
Total.....	\$31,008,531.82

LIABILITIES

Capital	\$ 500,000.00
Surplus	500,000.00
Undivided Profits	351,112.96
Reserve for Contingencies.....	68,971.18
Reserves for Taxes, Dividends, Etc.....	64,923.15
Deposits	29,523,524.53
Total.....	\$31,008,531.82

MEMBER OF FEDERAL DEPOSIT INSURANCE CORPORATION

BANKS Bought and Sold
Confidentially and with becoming dignity
BANK EMPLOYEES PLACED
44 Years Satisfactory Service
CHARLES E. WALTERS CO.
OMAHA, NEBRASKA

American National

Frank O. Prior, vice president and director of the Standard Oil Company (Ind.), was elected a director of the American National Bank and Trust Company, Chicago, a special meeting of the bank's board of directors.

Mr. Prior was born at Escondido, California, in 1895. He was graduated from Stanford University in 1918. He served in the U. S. Army during World War I and began his oil industry career with the Midwest Refining Company, Casper, Wyoming, in 1919.

In 1928 he was appointed chief engineer and general operating superintendent of the Dixie Oil Company, Inc., Shreveport, Louisiana. He was elected director and vice president in charge of operations in 1929 and president of the company in 1930. Mr. Prior became the first president of Stando-lind Oil and Gas Company in December, 1930. He has been vice president, director and a member of the executive committee of Standard Oil Company (Ind.) since January, 1945.

National Bank Assets

The total assets of national banks on November 1, 1949, amounted to more than \$88,000,000,000 it was announced by Comptroller of the Currency Preston Delano. The returns covered the 4,988 active national banks in the United States and possessions. The assets were \$3,350,000,000 over the amount reported by the 4,993 national banks as of June 30, 1949, the date of the previous call, and \$300,000,000 more than reported by the 4,997 active banks as of December 31, 1948.

The deposits of the banks on November 1st were more than \$81,000,000,000, an increase of nearly \$3,000,000,000 since June, but a decrease of \$265,000,000 since December last. Included in the recent deposit figures are demand deposits of individuals, partnerships and corporations of \$46,416,000,000, which increased nearly \$2,000,000,

000 since June, and time deposits of individuals, partnerships and corporations of \$18,936,000,000, a decrease of \$73,000,000. Deposits of the United States government of \$2,022,000,000 were \$574,000,000 more than in June; deposits of states and political subdivisions of \$5,183,000,000 showed a decrease of \$216,000,000, and deposits of banks of \$7,717,000,000 were \$771,000,000 more than in June. Postal savings deposits were nearly \$4,000,000 and certified and cashiers' checks were \$1,105,000,000.

Net loans and discounts on November 1, 1949, were \$23,439,000,000, which was \$861,000,000, or nearly 4 per cent more than the amount reported for June 30th, but \$380,000,000 less than at the end of 1948. The percentage of loans and discounts to total assets in November was 26.50, in comparison with about the same ratio in June, and 27.03 in December, 1948.

The banks held obligations of the United States government, direct and guaranteed, of \$38,332,000,000, which is an increase of \$2,735,000,000, or more than 7½ per cent since June this year, and an increase of \$3,352,000,000, or nearly 10 per cent, since last December. These investments were 43.34 per cent of total assets in November, compared to 41.83 per cent in June and 39.69 per cent in December last year. Obligations of states and political subdivisions held in November amounted to \$3,719,000,000, an increase of \$308,000,000 since June, and other securities held were \$2,193,000,000, an increase of \$71,000,000.

Cash of \$1,069,000,000, reserves with Federal Reserve Banks of \$10,609,000,000 and balances with other banks of \$7,999,000,000, a total of \$19,677,000,000, decreased nearly \$700,000,000 since June.

STATEMENT OF CONDITION

The CONTINENTAL NATIONAL BANK OF LINCOLN

LINCOLN, NEBRASKA

At the Close of Business December 31, 1949

RESOURCES

Cash and Due from Banks.....	\$ 8,928,315.96
U. S. Government Bonds and Certificates.....	16,951,736.87
Municipal Bonds and Warrants.....	567,465.17
Other Bonds	441,432.08
Loans and Discounts (Including Overdrafts).....	5,441,652.76
Stock in Federal Reserve Bank.....	36,000.00
Furniture and Fixtures and Safe Deposit Vaults.....	47,708.66
Interest Earned But Not Collected.....	118,227.00
Customer Liability Under Letter of Credit.....	10,000.00
Total.....	\$32,542,538.50

LIABILITIES

Capital Stock	\$ 600,000.00
Surplus	600,000.00
Undivided Profits and Reserves.....	302,082.65
Interest Collected But Not Earned.....	35,873.71
Reserved for Taxes, Interest and Expenses.....	23,231.18
Letters of Credit Outstanding.....	10,000.00
Deposits	30,971,350.96
Total.....	\$32,542,538.50

Member of Federal Deposit Insurance Corporation

First National Bank of Omaha

Oldest National Bank From Omaha West

Member Federal Deposit Insurance Corporation

OVER 40 YEARS OF SERVICE

OVER 400 CORRESPONDENT
BANKERS IN THE GREAT
PLAINS AND ROCKY
MOUNTAIN AREA

OFFICERS

and

DIRECTORS

HENRY C. KARPF,
President
WADE R. MARTIN,
Vice President
R. H. KROEGER,
Vice President
PAUL HANSEN,
Vice President
W. DEAN VOGEL,
Vice President
H. H. ECHTERMEYER,
Vice President
ALBERT R. STELLING,
Vice President and Trust Officer
JOHN M. SHONSEY,
Vice President
C. G. PEARSON,
Cashier
A. S. CHAVES,
Comptroller
L. V. PULLIAM,
Assistant Cashier
ELMER C. OLSON,
Assistant Cashier
LOUIS BARTA,
Ass't Cashier and Ass't Trust Officer
MARVIN R. WERVE,
Assistant Cashier
VICTOR W. NIELSEN,
Assistant Cashier
MARSHALL C. DILLON,
Assistant Cashier
LESTER E. SOUBA,
Auditor
H. B. BERGQUIST,
Coal and Grain
L. S. BURK,
Chicago
JAMES J. FITZGERALD,
President Commercial Savings & Loan
Association
JOHN R. JIRDON,
Livestock and Grain, Morrill, Nebraska
LEO T. MURPHY,
Vice President Allied Mills, Inc.
JAMES L. PAXTON, JR.,
President Paxton-Mitchell Company
HERMAN K. SCHAFFER,
Retired
V. J. SKUTT,
President Mutual Benefit Health &
Accident Association
J. L. WELSH,
Butler-Welsh Grain Company

STATEMENT OF CONDITION

At Close of Business December 31, 1949

RESOURCES

Loans and Discounts.....	\$21,394,260.08
C. C. C. Loans.....	2,410,351.87
Municipal and Other Marketable Securities.....	2,372,194.91
Stock in Federal Reserve Bank.....	60,000.00
Banking House and Fixtures.....	1.00
Other Real Estate.....	None
Interest Accrued on Government Securities, etc.....	195,350.52
U. S. Government Securities.....	\$15,065,145.89
Cash and Sight Exchange.....	21,752,701.38
	\$36,817,847.27
Total	\$63,250,005.65

LIABILITIES

Capital Stock (Common).....	\$ 1,000,000.00
Surplus (Earned)	1,000,000.00
Undivided Profits	1,005,636.19
Reserve for Taxes, Interest, etc.....	273,418.60
Unearned Discount	101,316.31
Deposits	59,859,634.55
Dividend Payable December 31, 1949.....	10,000.00
Total	\$63,250,005.65

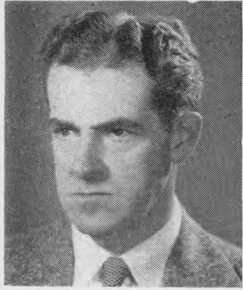
LIVE STOCK *National* BANK

OMAHA, NEBRASKA

THE BANK OF FRIENDLY 24-HOUR SERVICE

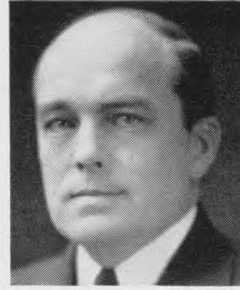
Member of Federal Reserve and Federal Deposit Insurance Corporation

Northwestern Banker, January, 1950



J. F. KENNEDY
President
New Hampton

Iowa NEWS



FRANK WARNER
Secretary
Des Moines

Group Meeting Dates

The Iowa Bankers Association's 1950 group meetings will get under way next month when Groups One and Eleven meet in Sioux City and Burlington.

Another heavy registration is expected at Sioux City when Group One meets on Monday, February 13th. The usual meeting date is February 12th, but that date falls on Sunday this year. Attendance last year was 647. The Martin Hotel will be headquarters.

Group Eleven's meeting will be held on Washington's birthday, as usual, with headquarters again being at the Burlington Hotel. Frank C. Crone, president, National Bank of Washington, is chairman of the group, and C. L. Bosier, executive vice president, Burlington Bank and Trust Company, is secretary. Mr. Crone has appointed H. Lee Huston, vice president, Columbus Junction State Bank, as chairman of the program committee. The evening preceding the annual meeting the customary dinner program will also be given. The meeting date is on Wednesday, February 22nd.

With Burlington Bank

R. J. Nachazel was recently elected assistant cashier of the Farmers & Merchants Savings Bank, Burlington, Iowa. Prior to assuming this position he spent three years as an assistant examiner with the Federal Deposit Insurance Corporation. The change was effective last month.

Reports Bank Changes

The state of Iowa department of banking reports the following changes have taken place recently in the status of Iowa chartered banks:

Palo Savings Bank, Palo, increased capital from \$10,000 to \$25,000 by stock dividend.

Peoples State Bank, Missouri Valley, increased capital from \$35,000 to \$52,500 by stock dividend.

Ocheyedan Savings Bank, Ocheyedan, increased capital from \$25,000 to \$50,000 by stock dividend.

State Bank of Portsmouth retired \$8,000 RFC preferred stock and issued a common stock dividend for a like amount.

Remodeling Completed

Dwain Loyd, cashier of the Climbing Hill Savings Bank, Climbing Hill, Iowa, reports the completion of that bank's remodeling which has been under way for some time. This includes a new addition with basement, heating plant and all new, low type fixtures. The vault has been enlarged and new fluorescent fixtures have been installed throughout the building.

Big Crowd at Open House

Nearly 2,000 persons attended The Home Trust & Savings Bank's 50th anniversary open house in Osage, Iowa, last month. On display were selected items from the world's largest coin collection (owned by the Chase National Bank, New York City), counterfeit bills next to real money of the same denominations, and the bank's old documents.

Thirty-nine persons showed guests through the bank, explained banking operations, and demonstrated the use of machines. Many people learned many things about just what takes place during various banking transactions, Walter E. Sheldon, president of the bank said.

Increase Surplus Fund

The board of directors of the Citizens First National Bank in Storm Lake, Iowa, has increased the surplus fund of that institution from \$100,000 to \$175,000, according to a statement by H. W. Schaller, president of the bank. Total capital funds exceed \$500,000.

Deposits of the Citizens First National Bank total \$6,500,000, President Schaller pointed out.

Colorful History

An Iowa concern whose products come to the attention of millions of people, particularly in the western half of the United States, is the Dalton Press, located at Manson, Iowa. This firm manufactures a complete line of 12-sheet, record and apron calendars, and specializes in commercial color printing and binding.

The Dalton Press also handles a complete line of advertising specialties and bank leather goods.

However, principally through its calendar business, the Dalton Press is familiar to banks, insurance and investment companies. The Dalton Press was established in 1891 by the late John F. Dalton, a pioneer Iowa newspaper man.

In the early 1900's, the firm began the manufacture of calendars and also included bank printing in its line. Bank printing was discontinued in 1928, when the calendars became the company's main item of manufacture.

Another interesting fact about the Dalton Press is that it has been under the same family management for 59 consecutive years. At present it is owned and managed by Joe Dalton.

Located in the small town of Manson with a population of less than 2,000, the company's calendars go all over the world. Two of its employees have been with the firm for 25 years and Joe Dalton, the present owner,

Group One and Eleven Meetings

Officers of Group One of the Iowa Bankers Association are now busy making plans for the program and entertainment for the annual meeting of Group One in Sioux City, Monday, February 13th. Headquarters, as usual, will be at the Martin Hotel.

The Group Eleven meeting will again be at Hotel Burlington in Burlington. The date for this meeting will be Wednesday, February 22nd.

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

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STATE 2 4325

Scarborough & Company

Insurance Counselors



to Banks

Northwestern Banker, January, 1950

began his career as a printer's devil at the age of eight.

Gives Youth Awards

Awards to Monroe county's "outstanding" 4-H boy and girl were presented last month by J. E. King, president of the Peoples National Bank, Albia, Iowa. The awards are based on 4-H achievement records, character, leadership and scholarship.

Prizes given by Mr. King were a wrist watch to the boy, Alex Koffman, and a cedar chest to the girl, Phyllis Visser, both Albia High School seniors. The awards are given annually by the bank as part of the county's annual 4-H banquet program.

Cedar Falls Promotions

Directors of the First National Bank in Cedar Falls, Iowa, last month advanced Walter E. Brown from cashier to vice president, promoted Hoyt C. Messerer from assistant cashier to cashier, and elected Elizabeth Iversen an assistant cashier.

Mr. Brown, also a director, has been with the bank since 1928, having been cashier of the Aredale State Bank previously. Mr. Messerer joined the First National in 1940, moving from Arlington, Iowa, where he was with the American National Bank. Mrs. Iversen has been with the bank since 1911, was head bookkeeper before her recent election as assistant cashier,

and has been acting as auditor for the board of directors.

B. A. Gronstal

B. A. Gronstal, 60, former president of the Iowa Bankers Association, died last month in Council Bluffs, Iowa. He had been ill several months.

Mr. Gronstal, until November, 1949, was president of the Council Bluffs



B. A. GRONSTAL
1890-1950

Condensed Statement of Condition

DECEMBER 31, 1949

ASSETS

Cash and Due from Banks	\$ 5,637,542.64
U. S. Government Bonds	7,145,679.30
State, County and Municipal Bonds	1,179,425.76
Other Bonds and Securities	43,117.43
Stock in Federal Reserve Bank	25,500.00
Loans and Discounts	7,757,314.11
Bank Building, Furniture and Fixtures	163,059.59
Other Assets	34,040.46

\$21,985,679.29

LIABILITIES

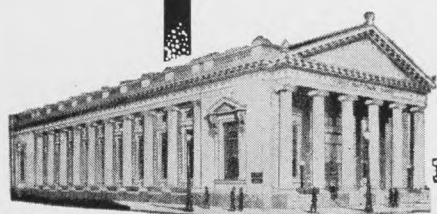
Capital	\$ 400,000.00
Surplus	450,000.00
Undivided Profits	149,477.03
Reserve for Contingencies	111,500.00

Total Capital Account	\$ 1,110,977.03
Reserve for Taxes and Interest	69,267.05
Other Liabilities	125.00
Deposits	20,805,310.21

\$21,985,679.29

J. T. Grant, President
H. V. Bull, Vice President
W. L. Temple, Assistant Vice President
J. R. Graning, Cashier

E. A. Johnson, Assistant Cashier
H. H. Strifert, Assistant Cashier
K. J. Shannon, Assistant Cashier
E. E. Snell, Assistant Cashier



MEMBER FEDERAL RESERVE SYSTEM
MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

First NATIONAL
BANK
in SIOUX CITY

Savings Bank. At that time he sold his interest to the directors of the First National Bank and the two institutions were merged under the name Council Bluffs Savings Bank.

A native of Estherville, Mr. Gronstal began his banking career there, later going to Sprit Lake. He formerly was with the state banking department, and at one time held an interest in the Security State Bank of Keokuk.

At the time of his death Mr. Gronstal was a stockholder in the Carroll County State Bank, of which a son, Joseph H., is vice president.

Survivors include his wife, four other sons and a daughter.

Change in Bank Hours

Two Iowa banks have announced changes in their schedule of hours open to the public.

Directors of the State Savings Bank at Baxter decided to keep the bank open during the noon hour in response to many requests. Banking hours there now are 9 a. m. to 3 p. m. Monday through Saturday.

Directors of the Rolfe State Bank announce that institution will be closed each Thursday afternoon.

BANKERS TRUST COMPANY

STATEMENT OF CONDITION

6th and Locust, Des Moines

December 31, 1949

RESOURCES

Loans and Discounts	\$17,529,369.55
Other Securities	685,676.80
Municipal Bonds	1,848,891.66
Stock in Federal Reserve Bank	60,000.00
Furniture and Fixtures	90,000.00
U. S. Government Bonds	\$22,121,638.57
Cash and Exchange	16,474,526.46
Customers' Liability on Letters of Credit and Trade Acceptances	4,617.75
	<u>\$58,814,720.79</u>

LIABILITIES

Capital (Common Stock)	\$ 1,000,000.00
Surplus	1,000,000.00
Undivided Profits	1,000,000.00
Reserve for Contingencies	1,000,000.00
Other Reserves	211,776.86
Reserve for Taxes and Interest	142,169.17
Deposits	54,456,157.01
Bank's Liability on Letters of Credit and Trade Acceptances	4,617.75
	<u>\$58,814,720.79</u>

DIRECTORS

PAUL BEER
President, The Flynn Dairy Co.

THOS. A. BURCHAM, M. D.
Radiologist

F. W. HUBBELL
Pres., Equitable Life Ins. Co. of Iowa

J. W. HUBBELL
Chairman of the Board

E. J. LINDHART
Pres., National By-Products, Inc.

F. S. LOCKWOOD
Vice President & Trust Officer

S. F. MCGINN
V. P., Tangney McGinn Hotels Co.

E. T. MEREDITH, JR.
V. P., Meredith Publishing Co.

SHIRLEY PERCIVAL
Pres., Green Colonial Furnace Co.

S. C. PIDGEON
President

RUSSELL REEL
President, Yellow Cab Co.

WILLIAM F. RILEY
Attorney

R. R. ROLLINS
Real Estate and Investments

JOSEPH F. ROSENFELD
Chairman of Board, Younker Bros., Inc.

JOHN D. SHULER
President, Shuler Coal Co.

OFFICERS

J. W. HUBBELL
Chairman of the Board

S. C. PIDGEON
President

C. W. MESMER
Vice President

F. C. ATKINS
Vice President & Cashier

L. NEVIN LEE
Vice President

F. S. LOCKWOOD
Vice President & Trust Officer

WM. ELLISON
Vice President

G. A. MOECKLY
Vice President

A. F. ERICKSON
Assistant Cashier

J. B. MONAHAN
Assistant Cashier

M. N. BAIRD
Assistant Cashier

R. K. POPPLE
Assistant Cashier

S. G. BARNARD
Asst. Secy. & Trust Officer

Member Fed. Dep. Ins. Corp.
Member Fed. Reserve System



With Early Savings Bank

Marvin Hansen has been elected assistant cashier of the Early Savings Bank, Early, Iowa, succeeding Paul L. Dick, who resigned to accept another position last month. He had been with the Early bank for 15 years.

Mr. Hansen has been Sac county assessor for the past two years.

Four County Meeting

Bankers from Union, Ringgold, Taylor and Adams counties were entertained last month as guests of the First State Bank of Diagonal, Iowa, at a dinner and meeting. Forty-seven

persons, representing all but two of the 16 banks and six branch banks of the four counties, attended the dinner and program, during which a four-county association of bankers was discussed but no action was taken.

Resigns at Tingley

E. H. Kyle, cashier of the Tingley State Savings Bank, Tingley, Iowa, has resigned that position and will take up his new duties as cashier of a Sac City bank February 1st.

Announces Bank Move

Claus Loof, president of the Peoples Trust and Savings Bank, Grand Junc-

tion, Iowa, announces that title to another building across the street from the present bank site has been acquired and the bank will be moved to its new offices about September 1st, provided remodeling is completed by that date. This operation will include a new front, new vaults, fixtures and safe deposit boxes.

Moves to Newton

Paul Craven, formerly assistant cashier of the Monroe State Bank at Monroe, Iowa, has joined the Newton National Bank, according to O. L. Karsten, president of the Newton bank. Mr. Craven had been with the Monroe bank for 13 years.

Fred Henderson

Fred Henderson, 72, a director of the First National Bank in Lenox, Iowa, since 1934, died last month at his farm home near Lenox.

County Bankers Elect

J. Lawrence Henss, assistant cashier of the Wayland State Bank, Wayland, Iowa, was elected president recently of the Washington-Louisa County Bankers Association in Wellman.

At the Lyon County Bankers Association meeting last month, the newly elected officers were: President, John J. Porter, executive vice president and cashier, Lyon County State Bank, Rock Rapids; vice president, John Kruse, Little Rock office of Rock Rapids State Bank, and secretary-treasurer, Warren Anderson, manager of the Doon office of Valley State Bank of Rock Valley.

C. H. Budolfson, assistant cashier of the College Savings Bank at Ames, was elected president of the Story County Association's meeting in Nevada. All but one bank in the county were represented. Other officers for 1950 include vice president, C. W. Yeager, manager of the Colo office of the State Bank and Trust Company of Nevada, and secretary-treasurer, T. F. Jacobson, assistant cashier of the Story County State Bank at Story City.

Buys Bank Building

The First State Bank, Manchester, Iowa, has purchased for \$25,000 the building which is has occupied since its organization in 1945. Charles Kelley has been president and cashier of the bank since its founding six years ago.

New Chamber President

Edward Burchett, president of the Exchange Bank in Bloomfield, Iowa, has been elected president of the Chamber of Commerce there.

UNION BANK AND TRUST CO.

OTTUMWA, IOWA

Member of Federal Reserve System

Statement of Condition December 31, 1949

ASSETS

Cash on hand and on deposit with banks.....	\$3,397,466.22	
United States Government Securities.....	4,262,696.57	
United States Agency Bonds.....	370,000.00	
Municipal Bonds.....	1,929,389.61	
Other Bonds and Securities.....	233,795.30	\$10,193,347.70
Loans and Discounts.....		5,303,842.96
Union Bank Building.....		86,500.00
Furniture and Fixtures.....		26,589.38
Federal Reserve Bank Stock.....		30,000.00
Other Assets.....		3,057.96
		\$15,643,338.00

LIABILITIES

Capital.....	\$ 300,000.00	
Surplus.....	700,000.00	
Undivided Profits.....	253,506.94	\$ 1,253,506.94
Dividend Payable January 3, 1950.....		21,000.00
Deposits.....		14,368,831.06
		\$15,643,338.00

DIRECTORS

J. H. ANDERSON
S. S. BARKER
C. C. COUPLAND
C. P. GLENN
MERRILL GILMORE
T. J. MADDEN

C. G. MERRILL
H. L. POLING
H. L. POLLARD
N. F. REED
FRANK VON SCHRADER
MAX VON SCHRADER

OFFICERS

MAX VON SCHRADER, President
CLARENCE P. GLENN, Vice President
J. C. BLACKFORD, Vice President
FRANK M. POLLARD, V. P. and Cashier
C. G. MERRILL, V. P. and Trust Officer
W. C. MILLER, Assistant Cashier
GEORGE HALLER, Assistant Cashier
LEONARD DAVIDSON, Assistant Cashier

Serving Southern Iowa for Seventy-eight Years

Member Federal Deposit Insurance Corporation

STATEMENT OF CONDITION
Close of Business December 31, 1949

RESOURCES

Loans and Discounts-----		\$ 8,085,943.40
Other Bonds and Stocks-----		50,000.00
Overdrafts-----		489.89
Government Obligations-----	\$7,177,473.97	
Municipal Bonds-----	436,500.00	
Cash and Due from Banks-----	4,632,353.50	12,246,327.47
		\$20,382,760.76

LIABILITIES

Capital Stock—Common-----		\$ 1,000,000.00
Surplus-----		250,000.00
Undivided Profits-----		206,549.42
Reserves-----		83,343.33
Unearned Discount-----		113,195.76
Deposits-----		18,729,672.25
		\$20,382,760.76

VALLEY BANK AND TRUST COMPANY
DES MOINES

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Resigns at Creston

Guy R. Heffen resigned last month from his position as cashier of the First National Bank in Creston, Iowa, after 30 years association with the bank. He had been cashier about 12 years, first joining the bank in 1919. He has not announced any future plans.

A. E. Jensen, president, announced that Vice President Frank Locke will now also assume the duties of cashier.

H. Wilbur Porter

H. Wilbur Porter, 72, president of the First National Bank in Glidden, Iowa, died last month.

Mr. Porter, well known throughout

the community, was serving his 50th year with the bank. He was a former mayor of Glidden.

He began working as a bookkeeper of the bank in 1900. In 1916, he was advanced to cashier. He had held the presidency about 10 years.

Bankers Trust Meeting

At the annual meeting of the Bankers Trust Company, Des Moines, three changes were announced by James W. Hubbell, chairman of the board. F. S. Lockwood, vice president and trust officer, was also elected to the board of directors; Robert K. Popple, personal loan manager, was elected an assistant cashier, and S. G. Barnard

was appointed a trust officer in addition to his present duties as assistant secretary.

The other officers of the Bankers Trust Company, in addition to these



ROBERT K. POPPLE
Elected assistant cashier of
Bankers Trust, Des Moines

three men, are as follows: James W. Hubbell, chairman of the board; S. C. Pidgeon, president; C. W. Mesmer, vice president; F. C. Atkins, vice president and cashier; L. Nevin Lee, Wm. Ellison and G. A. Moeckly, vice presidents, and A. F. Erickson, J. B. Monahan and M. N. Baird, assistant cashiers

At the close of the year total deposits were \$54,456,157. Capital stock of the bank is \$1,000,000, surplus \$1,000,000, undivided profits \$1,000,000 and a reserve for contingencies of \$1,211,776. Total loans and discounts as of December 31, 1949, were \$17,529,360.

Mid-Winter Meeting

The Iowa Investment Bankers Association will hold its Mid-Winter Meeting in Davenport this year, on Thursday and Friday, January 19 and 20. The festivities will open with a cocktail party and dinner the evening of the 19th, business sessions all day Friday, with a luncheon that noon. Adjournment will be late Friday afternoon.

The Des Moines members of the Association are planning to leave for Davenport on the Corn Belt Rocket at 2:15 p.m. on Thursday, returning to Des Moines on one of the Rockets Friday evening.

Put in His Place

Scotchman (on shipboard, catching sight of his fatherland): Hurrah for Scotland.

Irishman (riled): Hurrah, hell!

Scotchman: That's right. Every man for his own country.

Statement of Condition

December 31, 1949

ASSETS

Cash on Hand and on Deposit with Banks.....	\$ 8,649,564.96
United States Government Securities.....	11,028,271.32
Other Bonds and Securities.....	387,381.24
Loans and Discounts.....	7,403,894.20
Commodity Credit Corporation Loans.....	1,195,619.81
Security National Bank Building, Vault and Fixtures	312,547.52
Federal Reserve Bank Stock.....	30,000.00
Customers' Liability on Acceptances Outstanding.....	1,332.00
Other Assets	11,070.19
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	\$29,019,681.24

LIABILITIES

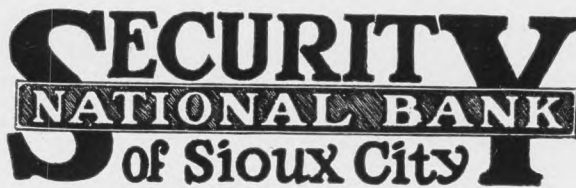
Capital	\$ 500,000.00
Surplus	500,000.00
Undivided Profits	228,752.38
Acceptances Outstanding	1,332.00
Deposits	27,789,596.86
	<hr/>
	\$29,019,681.24

OFFICERS

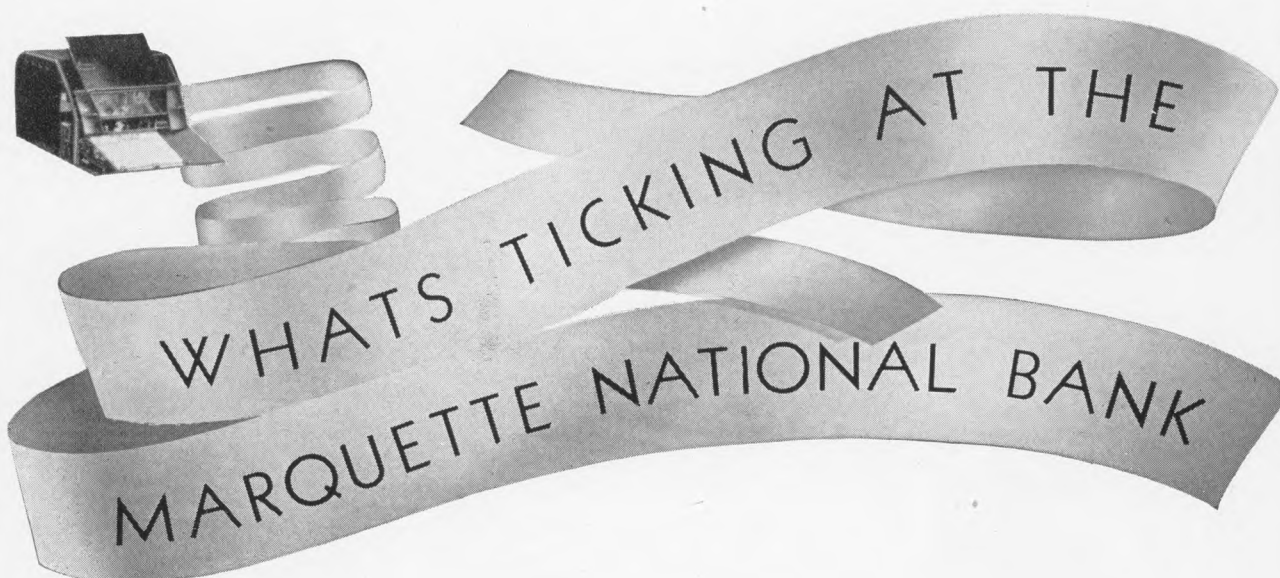
- | | |
|--|---|
| Charles R. Gossett, <i>president</i> | Frank H. Abel, <i>Assistant Cashier</i> |
| B. M. Wheelock, <i>Vice President</i> | Orville Boe, <i>Assistant Cashier</i> |
| Albert C. Eckert, <i>Vice President</i> | Daniel L. Middleton, <i>Assistant Cashier</i> |
| Daniel B. Severson, <i>Vice President</i> | Paul Snyder, <i>Assistant Cashier</i> |
| R. Earl Brown, <i>Cashier</i> | E. C. Thompson, Jr., <i>Assistant Cashier</i> |
| Robert W. Lewis, <i>Assistant V. President</i> | Charles H. Walcott, <i>Assistant Cashier</i> |

TRUST OFFICERS

- Howard L. Johnson, *Vice President and Trust Officer*
L. C. Jensen, *Assistant Trust Officer*



Member Federal Deposit Insurance Corporation



RESOURCES
(DECEMBER 31, 1949)

Loans and Discounts	\$10,420,162.20
Cash and Due from Banks	11,812,421.75
U. S. Government Securities	15,793,816.24
Municipal and Other Securities	1,674,965.11
Banking House	151,984.11
Furniture and Fixtures	114,405.21
Other Resources	11,778.76
Total Resources	\$39,979,533.38

LIABILITIES
(DECEMBER 31, 1949)

Deposits	\$38,602,157.54
Capital	500,000.00
Surplus	500,000.00
Undivided Profits and Reserves	377,375.84
Total Liabilities	\$39,979,533.38

THE MARQUETTE NATIONAL BANK, MINNEAPOLIS, MINN.

RUSSELL L. STOTESBERY
President

LYNN FULLER
Executive Vice President

DEPARTMENT OF BANKS AND BANKERS

CHARLES C. RIEGER
Vice President

OTTO H. PREUS
Assistant Vice President



Des Moines News

WINFIELD W. SCOTT, senior vice president of the Valley Bank and Trust Company, was elected president of the Des Moines Chamber of Commerce last month for the year 1950-



WINFIELD W. SCOTT
Elected president of the Des Moines Chamber of Commerce

Mr. Scott has just completed a term as vice president after being active in the organization for many years. He succeeds **Allen Whitfield**, Des Moines

attorney, who is also a director of the Valley Bank.

E. M. McConney, president, Bankers Life Company; **E. T. Meredith, Jr.**, of Meredith Publishing Company, and a director of Bankers Trust Company, were re-elected vice presidents, and **Scott C. Pidgeon**, president, Bankers Trust Company, was renamed treasurer.

Directors re-elected for three year terms include **Herbert L. Horton**, president, the Iowa-Des Moines National Bank, and **George C. Koss**, also a director of the Iowa-Des Moines National Bank.

Directors re-elected for one year include **Edwin F. Buckley**, president, Central National Bank and Trust Company, and **R. R. Rollins**, a director of Bankers Trust Company.

* * *

James W. Hubbell, chairman of the Bankers Trust Company, was elected president of the Des Moines Clearing House Association at the annual meeting last month. **Herbert L. Horton**, president, Iowa-Des Moines National Bank, and **Edwin F. Buckley**, president, Central National Bank and Trust Company, were elected vice presidents. **Fred C. Atkins**, vice president and cashier of Bankers Trust, was re-elected secretary.

* * *

W. Harold Brenton, Des Moines, president of the Brenton State Bank at Dallas Center, among other Iowa

banks, and a director of the Iowa-Des Moines National Bank, has been nominated as a director of Swift and Company, it was announced last month by **Harold H. Swift**, board chairman of the meat packing concern. The annual shareholders meeting for the election will be January 19th.

* * *

F. S. Lockwood, vice president and trust officer of the Bankers Trust Company, was honored at the annual



F. S. Lockwood (left), is shown receiving a wristwatch from **James W. Hubbell**, board chairman, at Bankers Trust Company party in recognition of his 25 years service.

bank party recently for his 25 years of service with that institution. Chairman of the board **James W. Hubbell** presented Mr. Lockwood with a beautiful wrist watch as a memento of the occasion.

Two other members of the bank staff were made members of the 10-Year Club at the party. They are **Eugene Escher**, teller, and **Clarence McCloud**, personal loan department.

The annual affair was a dinner-theater party.

* * *

Two Iowa-Des Moines National Bank staff members were elected recently to official posts in the Des Moines Junior Chamber of Commerce. **Dee Frost**, trust department, was elected a vice president, and **Christy Armstrong**, credit department, was elected to the board of directors. Mr. Armstrong later was selected by the new president to serve as treasurer of the Junior Chamber during 1950.

Also elected to the board of direc-

Place Your Order Now for 1951

BUSINESS CALENDARS

12 Sheets Apron
Memorandum System

Advertising Specialties • Bank Supplies

Prompt Attention Given Mail Inquiries

THE DALTON PRESS

Calendar Manufacturers

Quality Printing

MANSON, IOWA

CORRESPONDENT BANKS *Your Interests Are Our Interests:*
Contact us on any problem in which you think we can be of assistance.

THE TOY NATIONAL BANK

Member Federal Deposit Insurance Corporation



Statement of Condition

DECEMBER 31, 1949

ASSETS

Cash	\$14,092,194.00
United States Government Securities	34,284,101.95
Loans	23,849,149.71
Municipal Bonds	6,421,997.54
Bank Premises	700,000.00
Furniture and Fixtures	121,541.95
Federal Reserve Bank Stock	138,000.00
Overdrafts	1,089.34
	<hr/>
	\$79,608,074.49

LIABILITIES

Capital	\$ 600,000.00
Surplus	4,000,000.00
Reserves and Profits	2,082,442.68
Deposits	72,925,631.81
	<hr/>
	\$79,608,074.49

DIRECTORS

V. O. FIGGE
President

J. M. HUTCHINSON
Executive Vice President

CHARLES J. JOHNSON
Independent Biscuits, Inc.

JOS. S. KIMMEL
Republic Electric Company

FREDERICK H. LAMB
Physician

H. E. LITTIG
Davenport

HERMAN STAAK
Vice President

CABLE G. VON MAUR
Petersen-Harned-Von Maur, Inc.

THOMAS J. WALSH
Walsh Construction Company

C. D. WATERMAN
Lane and Waterman

DAVENPORT BANK AND TRUST COMPANY

Member Federal



Reserve System

DAVENPORT, IOWA

Member Federal Deposit Insurance Corporation

tors was **Ben Haller, Jr.**, associate editor of the NORTHWESTERN BANKER.

* * *

Five members of the Iowa-Des Moines National Bank staff received watches at the bank's annual Christmas party last month in recognition of their 25 years of service with the bank. The five now are members of the 25-Year Club. **Herbert L. Horton**, president, presented watches to the following **Laird M. Fryer**, assistant vice president, and **Orville Gore**, assistant cashier, both of the mortgage loan department; **Clarence Reibert**, head currency teller; **Maurice T. Mc-**

Colgin, teller, and **Mrs. Elizabeth (Betty) H. Nelson**, who is known to many Iowa and out-of-state bankers as secretary to **Erwin W. Jones**, and **Everett M. Griffith**, vice presidents in the bank's correspondent bank department.

Iowa-Des Moines National Elects Two Directors

Following the annual meeting at the Iowa-Des Moines National Bank, **Herbert L. Horton**, president, announced the election of **Clifford L. Sampson** and **William Friedman** as directors and the retirement on pension of

James F. Hart, assistant vice president, and **James Burson**, assistant cashier. Mr. Horton also announced the retirement from the board of directors of **Charles S. Bendixen**, who



C. L. SAMPSON WM. FRIEDMAN
Elected Directors



J. F. HART J. BURSON
Veteran officers retire

BANKS FOR SALE

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All Negotiations Confidential.

BANKERS SERVICE CO.

Henry H. Byers, President
1108 Register & Tribune Bldg.

E. M. Whisler, Secretary
Des Moines 9, Iowa

STATEMENT OF CONDITION

December 31, 1949

RESOURCES

Cash and Due from Banks.....	\$ 3,227,712.57
Loans and Discounts.....	3,294,573.43
Bonds:	
U. S. Governments.....	\$ 6,280,608.33
Federal Land Banks.....	446,420.47
Municipals.....	1,029,442.23
Other Marketable Securities.....	809,921.72
	8,566,392.75
Stock in Federal Reserve Bank.....	19,200.00
Banking House.....	35,257.18
Furniture and Fixtures.....	9,685.02
Accrued Interest.....	72,447.95
Overdrafts.....	660.77
Other Resources.....	4,136.28
	\$15,230,065.95

LIABILITIES

Capital.....	\$ 400,000.00
Surplus.....	240,000.00
Undivided Profits.....	159,529.61
Reserve for Taxes, Interest, Contingencies, Etc.....	126,930.83
Discount Collected but Not Earned.....	37,455.70
Deposits:	
Demand.....	\$ 9,485,266.12
Time.....	4,340,336.55
U. S. Government War Loan Account.....	440,547.14
	14,266,149.81
	\$15,230,065.95



FIFTH AVENUE
SOUTH-226

Member of The Federal Deposit Insurance Corporation, Washington, D. C.
\$5,000 — MAXIMUM INSURANCE FOR EACH DEPOSITOR — \$5,000

has taken residence in Davenport, Iowa.

Mr. Sampson is vice president and general manager for Iowa of Northwestern Bell Telephone Company. He is also the newly elected president of the Greater Des Moines Committee.

Mr. Friedman is a director and vice president of Younker Brothers, Inc., and the executive head of Younkers store for homes. He has been active in Community Chest and other civic affairs.

In retiring from the bank, Mr. Hart and Mr. Burson, widely-known officers, round out long years of banking service. Mr. Hart, a member of a pioneer Des Moines family, entered the employ of the bank as a clerk in May, 1897. He has been in charge of the savings and safe deposit departments.

Mr. Burson joined the bank in December, 1903, as a bookkeeper. He has been a lobby officer in the bank administration department for many years.

All other directors and officers were re-elected. They are:

Herbert L. Horton, president, and **Albert J. Robertson**, vice president.

Department of Commercial Banking — **John De Jong**, **Harry H. Sivright**, **Harold P. Klein** and **George D. Jorgensen**, vice presidents, and **James R. Brown**, assistant cashier.

Department of Banks and Bankers—

Bank Enlarges Quarters

Erwin W. Jones and Everett M. Griffith, vice presidents. Department of Bank Administration—Harry G. Wilson, vice president and cashier; Robert L. Carson, comptroller, and Clarence Mickelson and W. F. Howell, assistant cashiers.

Bond Department — Sherman W. Fowler and Harry L. Westphal, assistant vice presidents. Trust Department —Clyde H. Doolittle, vice president; C. Ream Daughrity, trust officer; Arthur H. Keyes, assistant vice president, and Arthur J. Petit, assistant trust officer.

Mortgage Loan Department—Orville M. Garrett, vice president; Laird M. Fryer, assistant vice president, and Orville Gore, assistant cashier. Installment Loan Department—Gerald O. Nelson, vice president; Charles R. Clift and John T. McCormick, assistant cashiers.



MORE SPACE—The First National Bank, West Des Moines, has recently completed an addition to its banking quarters, which gives the institution almost twice the working and storage space formerly available. The new addition, accomplished by extending the building toward the rear, has provided a two-story area 44 feet long by 25 feet wide. On the ground or banking floor a private office, three tellers' cages, and three safety deposit booths have been added, surrounded by a spacious lobby. Above this space are several large rooms for storage and consultation.

The picture above was taken from the rear of the new addition, showing this new room. The stairway in the background goes to the rooms above, and to the left is the passageway leading past the vault, and to the front working quarters of the bank.

R. M. Messerschmidt, long associated with Iowa banking in and now near Des Moines, is president of the First National Bank.

New in Des Moines

With W. Harold Brenton as president, the State Bank of Des Moines opened in the northwest part of the city on January 13. The bank is located in what is called the Beavercdale district, a large suburban shopping center. Lindley Finch, formerly executive vice president of the Brenton State Bank, Dallas Center, Iowa, is vice president and cashier of the institution. Other officers are William H. Brenton, son of the president, assistant cashier and head teller; Carl Fredricksen, assistant cashier and manager of the mortgage and personal loan departments.

The State Bank of Des Moines is capitalized at \$100,000, with surplus of \$30,000 and undivided profits of \$45,000.

Harcourt Bank Sold

O. B. Lundgren, cashier of the Union Trust and Savings Bank of Fort Dodge, Iowa, and associates, have purchased the majority of the stock in the Harcourt Savings Bank, Harcourt, Iowa, from J. W. Ryberg and associates. The sale was negotiated by the Bankers Service Company, Register and Tribune building, Des Moines.

Mr. Ryberg will continue as cashier and active manager of the bank through 1950 and F. B. Walgren will continue as assistant cashier. Mr. Ryberg has been associated with the Harcourt Savings Bank for 25 years, coming to Harcourt in 1925, when he was elected cashier.

American Trust & Savings Bank

DUBUQUE, IOWA

Organized 1905

Incorporated 1912

STATEMENT OF CONDITION, DECEMBER 31, 1949

RESOURCES		LIABILITIES	
Cash and Due from Banks.....	\$ 4,417,502.82	Capital Stock	\$ 250,000.00
U. S. Government Bonds.....	10,714,938.99	Surplus	400,000.00
Federal Reserve Bank Stock.....	19,500.00	Undivided Profits.....	267,883.09
State, County and Municipal		Reserves	100,000.00
Bonds	933,881.92		\$ 1,017,883.09
Corporate Bonds	209,786.63	Deposits:	
Loans and Discounts.....	5,652,314.06	Demand	10,985,989.68
Overdrafts	462.73	Time	8,911,246.19
Bank Building	50,000.00	U. S. Gov.....	1,083,616.99
Other Assets	348.80		20,980,852.86
	\$21,998,735.95		\$21,998,735.95

OFFICERS

D. W. ERNST, President
 ROY F. GLAB, First Vice President
 C. J. KLEINSCHMIDT, Vice President
 A. L. VOGL, Vice President and Cashier
 N. J. GRETEMAN, Vice President

DIRECTORS

D. B. CASSAT
 D. W. ERNST
 ROY F. GLAB
 W. X. GLAB
 OTTO F. HENKER
 R. E. O'ROURKE

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TIMELOCK EXPERTS
F. E. DAVENPORT & CO.
OMAHA

County Association Officers Meet



BANKING CONFERENCE—The pictures above were taken at the 1949 meeting of the Iowa Organization of Officers of County Bankers Associations, held late last month in Des Moines. Reading from left to right, those pictured are, left, **J. W. Edge**, newly elected vice president of the organization, and president of the Farmers Trust & Savings Bank, Spencer; and **L. L. Bless**, new president of the organization, and cashier of the Ventura State Bank. New secretary of the organization is **Ralph B. Hudachek**, president of the Johnson County Bankers Association, and cashier of the Lone Tree Savings Bank.

Center—**V. W. Johnson**, president, First National Bank, Cedar

Falls, and director from Iowa for the Federal Reserve Bank, Chicago; **Henry Visser**, cashier, First National Bank, Hawarden; and **J. F. Kennedy**, president, First National Bank, New Hampton, and president of the Iowa Bankers Association.

Right—**J. H. Pullman, Jr.**, cashier, Fremont County Savings Bank, Sidney; **J. A. Nelson**, cashier, Farmers State Bank, Luverne; **Mark J. Orr**, assistant cashier, Fremont County Savings Bank; and **Ralph Eastburn**, president, Iowa State Bank & Trust Company, Fairfield.

One or more representatives from 112 banks, from 80 counties in Iowa, attended the conference. Total attendance was 177.

Trade Ties

B. C. Gardner, president of the Bank of Montreal, told shareholders at the 132nd annual meeting that the broad Canadian trend seemed to be toward a closer balance in trade with "our nearest neighbour" and a contraction of exports to "important and traditional overseas markets."

In Canada price influences had achieved "something approaching a balance of forces." The most noteworthy feature of the business trend was its relative stability, compared with developments in the United States, the president stated. Offsetting recessive influences in large part, "we have a vigorous program of industrial expansion." Gaining self-confidence and "know-how" as an industrial nation, "we are rediscovering our own frontier" in natural resources. Canada appeared to be undergoing a dynamic growth not unlike that of the United States after World War I.

Turning to Canada's dollar dilemma, Mr. Gardner pointed out that, since the devaluated rates of exchange had been established by governmental fiat, there could be no assurance that they would accurately reflect comparative costs and prices. He suggested "permitting a range of variation in exchange rates, cushioned perhaps by a stabilization fund designed to prevent violent short-term fluctuations."

"In 1939 we had about a million current and savings accounts on our books," Mr. Ball recalled. "We now have over 1,750,000 accounts." Loan

accounts had more than doubled in number. All types of banking transactions showed "commensurate increase." Personnel totaled 9,700, com-

pared with 6,000 in 1939. The number of shareholders had also doubled, "and we are naturally glad to see this wider share ownership in our institution."

Opened for Business October 15, 1934

Statement of the

IOWA STATE BANK & TRUST COMPANY

Iowa City, Iowa

December 31, 1949

RESOURCES

Cash and Due from Banks.....	\$2,630,798.84
U. S. Bonds.....	4,567,110.00
Other Bonds and Securities.....	121,266.78

CASH OR ITS EQUIVALENT.....	\$ 7,319,175.62
Loans and Discounts.....	4,008,614.38
Overdrafts.....	301.88
Banking House.....	50,000.00
Furniture and Fixtures.....	32,790.14
	\$11,410,882.02

LIABILITIES

Capital Stock.....	150,000.00
Surplus and Undivided Profits.....	229,508.49
Deposits.....	11,031,373.53
	\$11,410,882.02

OFFICERS

BEN S. SUMMERWILL, President	JAS. H. SCHMIDT, Ass't Cashier
W. W. SUMMERWILL, Vice President	MILO NOVY, Ass't Cashier
W. F. SCHMIDT, Vice President	BEN E. SUMMERWILL, Ass't Cashier
M. B. GUTHRIE, Vice Pres. & Cashier	O. D. BARTHOLOW, Ass't Cashier
	M. E. TAYLOR, Auditor

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Choral Group in Holiday Program



CHRISTMAS CAROLS—Here is the Central National Choral Group of 32 voices, all members of the staff of the Central National Bank & Trust Company of Des Moines. The Choral Group staged a special program of Christmas Carols in the main banking room of the bank from 12:00 noon to 1:00 p. m. on December 22 and 23. The program was also broadcast over a local radio station.

Spring Council Meeting

The annual spring meeting of the executive council of the American

Bankers Association will be held at the French Lick Springs Hotel, French Lick, Indiana, April 23rd through 25th, it was announced this month by F. Raymond Peterson, president of the association. Mr. Peterson is chairman of the board, First National Bank and Trust Company, Paterson, New Jersey.

The executive council meets twice each year, in April and during the A.B.A. convention in the fall. It is the governing body of the association, second only to the general convention, and consists of the officers of the association, the president and vice president of each of its six divisions and sections, the chairman of the several A.B.A. commissions, representatives elected by the A.B.A. members in the 48 states and the District of Columbia, and twelve members-at-large appointed by the association president.

In addition to the meeting of the executive council, several of the association's committees, commissions and councils will meet in French Lick at the same time.

New Directors

Three new directors were elected at the January meeting of the board of directors of the City National Bank & Trust Company, Kansas City, Missouri. They are:

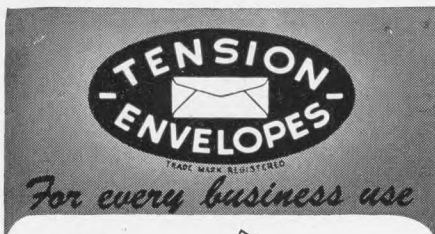
Lawrence P. Engel, M.D., prominent surgeon of the southwest; Howard Flagg, past president and now director and chairman of the finance committee of Employers Reinsurance

Corporation, and Arthur L. Mullergren, consulting engineer, and chairman of the board, Western Light & Telephone Company, and president of the American Service Company.

Dr. Engel, in addition to his extensive practice of surgery, is associate professor of surgery at the University of Kansas School of Medicine and clinical professor of surgery at the University of Kansas City Dental College.

Howard Flagg is a well-known insurance executive with a legal background. He was engaged in the fire insurance business for twelve years and was president of Employers Reinsurance Corporation from 1939 to 1943, being forced to retire because of ill health. At present, he is director and chairman of the Finance Committee of that company and is a director of the Central West Utility Company and of the Central Surety and Insurance Corporation.

Arthur L. Mullergren is a well-known consulting engineer in the southwest.



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 Minneapolis 1, Minn.
 St. Louis 10, Mo.
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Northwestern Banker, January, 1950

Scarborough & Company

Insurance Counselors



to Banks

Newly Organized

Fred Fadell, president, announced appointment of a staff of 10 men and women to the newly-organized advertising and public relations firm of Fred Fadell & Associates, Inc., with offices at 615 Minnesota Federal Building, Minneapolis, Minnesota.

The firm has engaged only in the public relations business for the past four months and entered the advertising field as of January 1st.

Chemical Bank Report

In its statement of December 31st, the Chemical Bank & Trust Company, New York, reported deposits of \$1,449,655,700, compared with \$1,435,190,392 on December 31, 1948, and total assets of \$1,593,278,135, compared with \$1,583,724,456 a year ago. Cash on hand and due from banks amounted to \$432,295,401, compared with \$487,514,147; U. S. government obligations to \$598,546,438 against \$415,567,186, and loans and discounts to \$436,846,232 against \$560,799,246.

Capital stock and surplus were unchanged at \$25,000,000 and \$75,000,000 respectively, and undivided profits of \$13,623,977, compared with \$10,727,059 on December 31, 1948.

The indicated net earnings on the basis of the bank's capitalization of 2,500,000 shares (par \$10) amounted to \$2.96 per share for 1949, as compared with \$2.83 for the preceding year. The regular dividend of \$1.80 per share was paid.

Guaranty Trust

The statement of the condition of the Guaranty Trust Company of New York as of December 31, 1949, shows total capital funds of \$370,568,482, as compared with \$366,890,333 a year ago. The company's capital and surplus remain unchanged at \$100,000,000 and \$200,000,000, respectively, and undivided profits are \$70,568,482. Regular dividends of \$12,000,000 were paid during 1949 and 1948, and an extra dividend of \$2,000,000 was declared in 1949, payable January 3, 1950.

Heads Board of Trade

Members of the Chicago Board of Trade, at their recent annual election, selected Carl E. Bostrom as their president for 1950. Mr. Bostrom, vice president of Lowell Hoyt & Company, served as first vice president during the past year.

Sylvester J. Meyers, vice president of Arcady Farms Milling Company, was elected first vice president. He had previously served as second vice president.

Earle M. Combs, Jr., of E. M. Combs & Son, previously a member of the executive committee and a member of

the board of directors, was elected second vice president.

Harris Trust and Savings

At a Harris Trust and Savings Bank, Chicago, board of directors' meeting, immediately following the annual stockholders' meeting, Burton A. Brannen, formerly vice president and auditor, was made vice president in charge of the auditing department. Delbert N. Urick, formerly assistant auditor, was elected auditor and Edward L. Moritz, formerly assistant auditor, was elected assistant vice president.

The following were promoted in the bond department of the bank:

In Chicago: Henry W. Michels, Jr., from assistant sales manager to manager, trading department; Hiram R. Bright, from assistant manager to manager, municipal department, and William S. Morrison, Jr., from assistant sales manager to sales manager.

In the New York office: William J. Dumper, from assistant manager

to manager, municipal department, and Paul W. Wolf, from assistant sales manager to sales manager.

Wage-Hour Handbook

Bankers looking for information about and help in applying to their institutions the 1949 amendments to the Federal Wage-Hour Act and the new regulations issued by the Wage-Hour Administrator thereunder will have their need filled when they receive from the American Bankers Association its new "Wage-Hour Handbook for Banks," setting forth the provisions of these amendments and the provisions of the regulations as they apply to banks.

The Handbook is a 30 page study prepared by the A.B.A. Customer and Personnel Relations Department, which not only presents clearly the provisions of the amended law, but also the changes in the regulations promulgated as late as December 24th and not yet generally available to

CONDENSED STATEMENT FIRST NATIONAL BANK

CEDAR FALLS, IOWA

December 31, 1949

RESOURCES	LIABILITIES
Cash and Due from Banks.....\$ 957,838.84	Capital Stock 100,000.00
United States Gov't Securities. 2,426,728.69	Surplus 70,000.00
State and Municipal Bonds.... 320,093.87	Undivided Profits 73,902.12
Stock in the Federal Reserve	Reserves 7,197.84
Bank 5,000.00	Deposits 4,078,652.53
Loans and Discounts..... 595,367.02	
Overdrafts 224.63	
Banking House 18,500.00	
Furniture and Fixtures..... 5,999.44	
	\$4,329,752.49
\$4,329,752.49	

OFFICERS

V. W. Johnson, *President* W. E. Brown, *Vice President*
 J. B. Newman, *Vice President* H. C. Messerer, *Cashier*
 Elizabeth Iversen, *Assistant Cashier*

Member Federal Reserve System
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NATIONAL BANK OF BURLINGTON

BURLINGTON, IOWA

Statement of Condition, December 31, 1949

ASSETS	LIABILITIES
Cash and Due from Banks.....\$ 2,247,686.66	Capital Stock\$ 200,000.00
U. S. Government Securities.. 2,657,091.94	Surplus 400,000.00
State, County, and Municipal	Undivided Profits 139,682.81
Bonds 1,464,831.01	Reserves 56,642.25
Other Bonds 458,969.01	Interest Collected but Not
Loans and Discounts..... 3,794,922.73	Earned 25,003.36
Overdrafts 1,298.39	Deposits 9,933,151.74
Stock in Federal Reserve Bank. 15,000.00	
Bank Building 65,314.00	
Furniture and Fixtures..... 49,210.04	
Other Assets 156.38	
	\$10,754,480.16
\$10,754,480.16	

John H. Witte, Jr., *President*
 Vincent P. Cullen, *Executive Vice President*

Thomas L. Dyer, *Cashier*
 F. J. Norton, R. K. Pearson, E. L. Hausknecht,
 Asst. Cashiers.

Member Federal Deposit Insurance Corporation

banks in publications on the market. In addition, it interprets the amendments and the new regulations, and draws extensively on the report of Harry Weiss, director of the Wage-

Hour Division of Wage Determinations and Exemptions, resulting from extended hearings held during the past two years in order to help bankers to understand the thinking behind the regulations as now issued.

The 1949 amendments to the act represent the first overhaul of the law since its passage in 1938. These amendments and the revised regulations will both take effect January 25th.

Northern Trust

Directors of the Northern Trust Company at their annual meeting promoted four officers and elected six new officers.

The promotions were: John A. Adair, N. Hall Layman and David H. Thomas, Jr., from assistant cashiers to second vice presidents in the banking department, and James L. Porter, from assistant secretary to second vice president in the Trust Department.

New officers elected were: John B. Rigler to assistant cashier, banking

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INSURANCE ASSOCIATION**

Mt. Pleasant, Iowa

E. A. HAYES **O. T. WILSON**
President Secretary

Established in 1929

CONVENTIONS

January 23-25, Second National Credit Conference, A.B.A., Chicago, Hotel Sherman.

January 23-26, 1950, Annual Midwinter Meeting A. I. B. Executive Council, Sea Islands, Georgia, The Cloister.

February 13, Annual Meeting Group One Iowa Bankers Association, Sioux City, Hotel Martin.

February 18-22, Mid-Year Meeting, Financial Public Relations Association, Buffalo, New York, Hotel Statler.

February 22, Annual Meeting Group Eleven Iowa Bankers Association, Burlington, Hotel Burlington.

March 13-14, Annual Conference, Savings and Mortgage Division, A.B.A., New York City, Hotel Statler.

April 3-5, Reserve City Bankers, Boca Raton, Florida. Boca Raton Club.

April 14-15, Annual Convention, Independent Bankers Association, Des Moines, Hotel Savery.

April 17-22, Group Meetings, Nebraska Bankers Association, (towns to be announced).

April 23-25, ABA Executive Council, French Lick, Indiana, French Lick Springs Hotel.

May 19-20, 1950, Annual Convention, North Dakota Bankers Association, Grand Forks, Dacotah Hotel.

May 26-27, Annual Convention South Dakota Bankers Association, Rapid City, Alex Johnson Hotel.

June 5, 6 and 7, 1950, Annual Convention, Illinois Bankers Association, Chicago, Hotel Sherman.

June 7-8, Annual Convention Minnesota Bankers Association, Duluth, Hotel Duluth.

June 11-16, 1950, 50th Anniversary Convention American Institute of Banking, Minneapolis.

September 18-21, Annual Meeting, Financial Public Relations Association, Boston, Hotel Statler.

September 24-27, Diamond Anniversary Convention. A.B.A., New York City.

October 11-12, Annual Convention Nebraska Bankers Association, Omaha, Hotel Paxton.

October 22-25, 64th Annual Convention, Iowa Bankers Association, Des Moines.



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Secretary and Manager

W. W. WARNER
Assistant Secretary

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KOCH

BROTHERS

**FOURTH and GRAND
DES MOINES**

department; Kenneth Hoffmaster, David W. Dangler and William B. Cudahy to assistant secretaries in the Trust Department, and Matthew Beemsterboer and Ralph M. Smith to assistant managers in the bond department.

All other officers of the bank were reappointed.

Good Reason

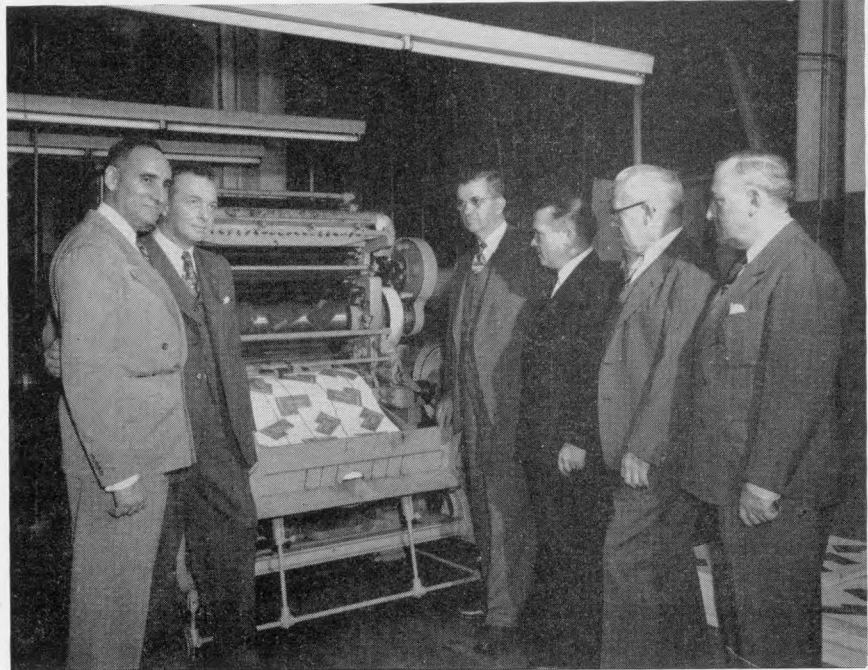
May: Isn't your husband wearing a new suit?

Fay: No.

May: He looks different.

Fay: He's a new husband.

Envelope Company Open House



MAKING ENVELOPES—Last month, just before the holidays, The Tension Envelope Company, of Des Moines, held open house for its many customers, and all others interested in the manufacture of envelopes, used for almost every conceivable type of mailing. The group above is watching a machine which prints the face of the envelope, ten at a time. From left to right those pictured are Albert C. Berkowitz, president of the Des Moines Tension plant; Clark Ellis, sales manager; John Adams, secretary of the Des Moines Chamber of Commerce; Fred Atkins, vice president and cashier, and A. F. Erickson, assistant cashier, both of Bankers Trust Company, Des Moines, and George Smith, Des Moines Railway Company.

Tension Envelope Company also has plants in Kansas City, Minneapolis, St. Louis and New York City.

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In the DIRECTOR'S ROOM



Modern Day Financing

A man can't convince his lady love
She really is adored,
Till he buys her something she doesn't
need
At a price he can't afford.

Really Works

An unsolicited testimonial from an
ardent golfer to a hosiery manufactur-
er: "Fifteen minutes after putting on
a pair of your socks, I made a hole in
one."

Sweet Remembrance

If you'd keep her happy
Hark to a sage;
Remember the birthday
But never the age.

Judge Knows His Cases

Officer: The charge against this
man, your honor, is stealing nine bot-
tles of beer.

Judge: Discharged. I can't make a
case out of nine bottles.

Des Moines Blueprint

"Daddy, what's a parking space?"
"Son, that's a spot in which another
car is parked."

Caught Again

Actor: I hear you and the leading
lady are on the outs.

Electrician: Yeah, it was one of
those quick-change scenes with the
stage all dark. She asked for "tights"
and I thought she said "lights."

By All Means

Student: I hear you've just returned
from a trip abroad.

Instructor: Yes, it was grand. I
visited Paris and Rome, but the best
thing was the trip over. If you ever
go, don't miss that.

Old Stuff, New Way

"You've been promoted?"

"Yep. Used to be a drop engineer
and now I'm a sandwich engineer.
The boss used to come around and
say 'Drop whatever you're doin' and
do this.' Now he says, 'Sandwich this
in between whatever you're doin'."

Selling Aid

An antique dealer made the mistake
of thinking a villager as simple as he
looked; so when he saw a cat lapping
milk from a china saucer of valuable
design, he was all for making a cheap
deal. After a little bargaining he
bought the cat for five dollars, and
then suggested that the animal would
settle down better in its new home if
he took along the saucer.

"No fear, mister," was the reply,
"that's the sixth cat I've sold with the
help of that saucer!"

A 1950 Thought

It takes courage to keep from talk-
ing about others when others around
you are talking; to stand up for an
absent person who is being abused; to
be somebody by holding fast to your
ideals when it causes you to be looked
upon as queer; to refuse to do a thing
that is wrong, though others do it—
but that is what makes you big.

They Get Around

The precocious brat, female, age
nine, had been giving her mother a
hard time. Finally, Mom, fed up with
the kid's antics, turned to her and
said:

"Susan, I'm tired of telling you to
behave; if you don't, you'll be pun-
ished. Do you know where bad girls
go?"

And Susan smiled brightly and an-
swered, "Yes'm. They go almost ev-
erywhere!"

Just Take It Easy

Henry Ford, so the story goes, once
offered his prescription for achieving
longevity: "Don't stand up if you can
sit down; don't sit down if you can lie
down."

What's the Difference?

Office Boy: I et six eggs for break-
fast this morn'g.

Bookkeeper: You mean ate, don't
you?

Office Boy: Well, maybe it was eight
I et.

Nice Try

He: Why does a woman say she's
been shopping when she didn't buy
a thing?

She: For the same reason a man
says he's been fishing.

Sound Alive

"What's the best way to preserve
your wedding ring?"

"Dip it in dish-water three times
a day."

No Bother at All

"I'm not quite sure I understand
knee-action wheels."

"Why, it's like this—the wheels give,
so if you run over a pedestrian you
hardly feel it."

The Odds Say "No"

Little Roger came home from Sun-
day School with a "mite box."

"Why do they call it a mite box,
Mother?" he asked.

"Because," chirped his brother, "You
might put something in it and you
might not."

Nice Style

First Gal: You wrote a confession
story? Did it sell?

Second Gal: No, but the editor came
all the way from New York to see me.

Heavenly Dirt

First Cannibal: What's that black
soot?

Second: That's not soot, that's holy
smoke. We've got a missionary for
supper.

Digest Version

Instructor: Bobby, why have you
only written a 10-line essay on "Milk"
when all the others have written sev-
eral pages?

Bobby: Maybe it's because I wrote
about condensed milk, ma'am.

Give Him the Job

Factory Personnel Manager: And
who should we notify in case of acci-
dent?

Applicant: Anybody in sight.

THE NATIONAL CITY BANK OF NEW YORK

Head Office • 55 WALL STREET • New York



Condensed Statement of Condition as of December 31, 1949

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

(In Dollars Only—Cents Omitted)

ASSETS	
Cash, Gold and Due from Banks.....	\$1,264,319,880
United States Government Obligations.....	1,902,584,206
<i>(Direct or Fully Guaranteed)</i>	
Obligations of Other Federal Agencies.....	33,038,025
State and Municipal Securities.....	315,078,023
Other Securities.....	90,859,706
Loans and Discounts.....	1,381,156,840
Real Estate Loans and Securities.....	560,011
Customers' Liability for Acceptances.....	19,194,542
Stock in Federal Reserve Bank.....	7,500,000
Ownership of International Banking Corpora- tion.....	7,000,000
Bank Premises.....	27,021,458
Other Assets.....	3,675,648
Total.....	\$5,051,988,339

LIABILITIES	
Deposits.....	\$4,669,251,863
Liability on Acceptances and Bills. . \$29,520,102	
Less: Own Acceptances in Port- folio.....	6,559,133
	22,960,969
Items in Transit with Branches.....	13,472,380
Due to Foreign Central Banks.....	9,527,700
<i>(In Foreign Currencies)</i>	
Reserves for:	
Unearned Discount and Other Unearned Income.....	8,053,790
Interest, Taxes, Other Accrued Expenses, etc.	25,778,521
Dividend.....	2,480,000
Capital.....	\$124,000,000
<i>(6,200,000 Shares @ \$20 Par)</i>	
Surplus.....	126,000,000
Undivided Profits.....	50,463,116
Total.....	\$5,051,988,339

Figures of Overseas Branches are as of December 23, 1949.

\$303,564,822 of United States Government Obligations and \$7,665,500 of other assets are deposited to secure \$220,807,891 of Public and Trust Deposits and for other purposes required or permitted by law.

(Member Federal Deposit Insurance Corporation)

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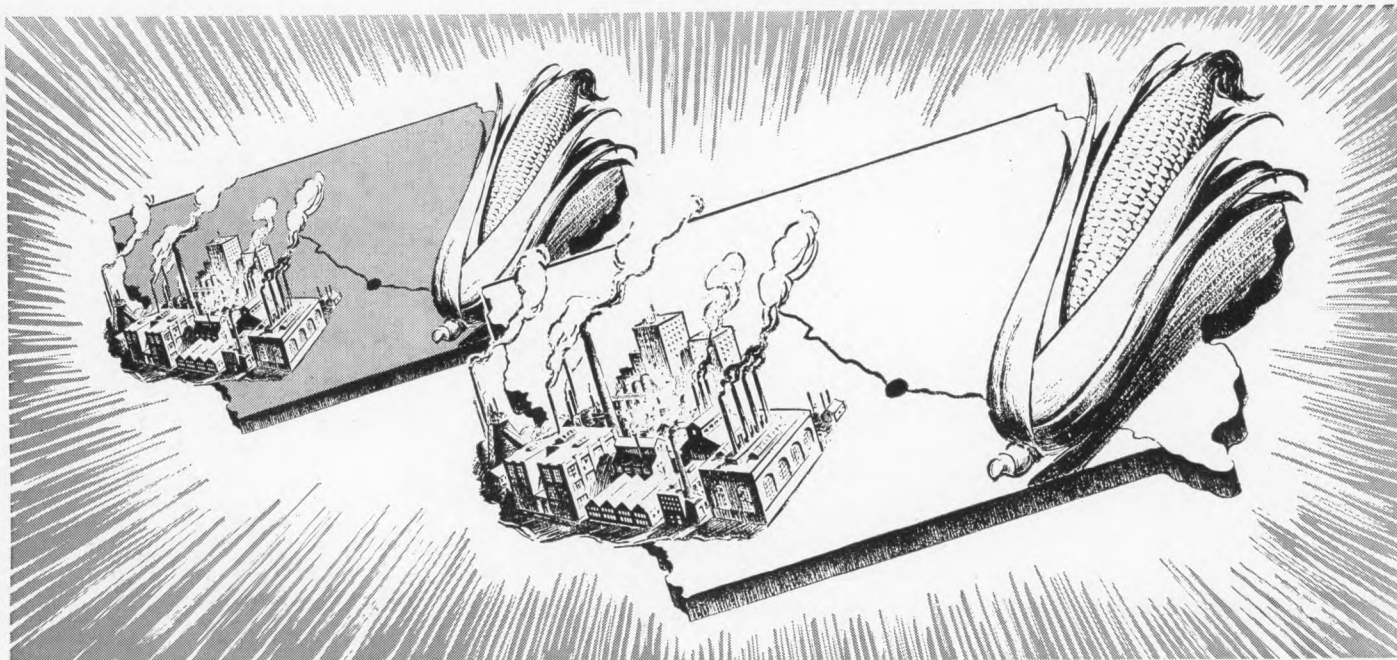
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By Working Together with CORRESPONDENT BANKS

Through this Bank, Iowa Banks and Bankers can offer a customer service as complete and useful as that available to business firms and individuals in large cities.

Many banks use our loan facilities to help meet the needs of customers who require larger lines of credit than can be extended locally. Fast collection of checks, drafts and other items; transfer of funds; credit information and other correspondent bank services benefit Iowa banks and their customers.

Your Bank is invited to make the fullest use of the experienced staff, modern facilities, adequate resources and favorable connections of Iowa's Largest Bank.



Total Resources Over One Hundred Million Dollars

IOWA-DES MOINES NATIONAL BANK

Member Federal Deposit Insurance Corporation