

# NORTHWESTERN *Banker*

APRIL  
1952



**Why Our Bank  
Sponsors "Will Day"**

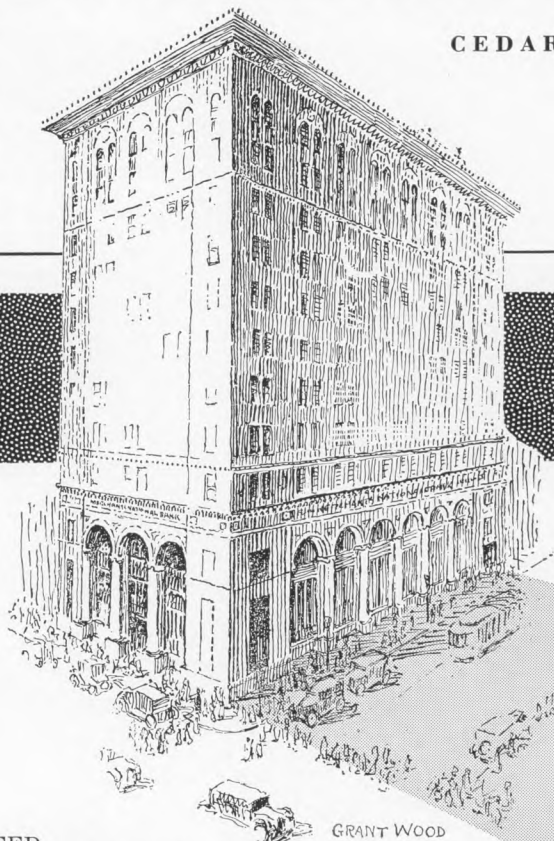
—Page 15

**FINANCIAL PUBLIC RELATIONS PANEL DISCUSSION—Page 7**

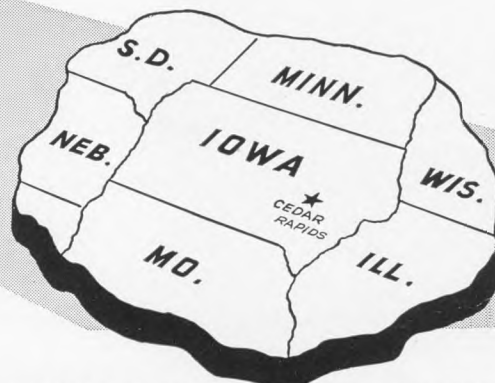
**Cornerstone** of the American economic system and servant of community progress are the responsibilities of our nation's local banks. By contributing to the financial stability of the community and working for the progress of individual customers, independent banks foster our system of opportunity and freedom. In Iowa more than half of the local banks are correspondents of The Merchants National . . . a connection which enables them to provide unexcelled, nation-wide service for customers.

**THE Merchants National BANK**

CEDAR RAPIDS, IOWA



GRANT WOOD



**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.

No. 777. Northwestern Banker, published monthly by 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.

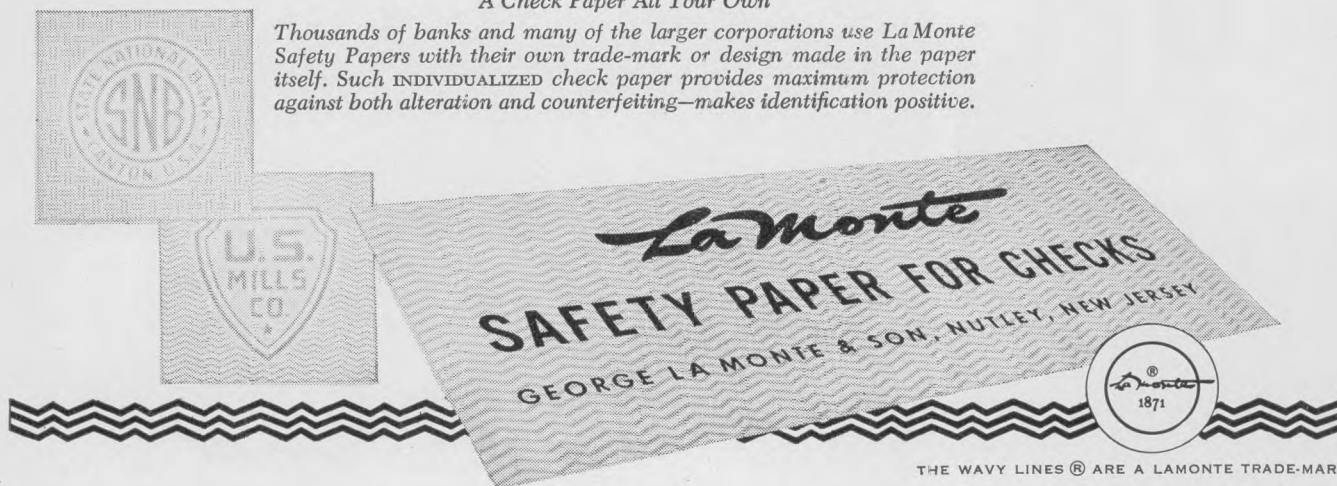


### **... and this puts me on firm ground**

A bank, when it backs the business activities of a customer, is exercising a very necessary function in the economic picture. No less necessary to modern business is the important function of the safety papers used for bank checks and other negotiable documents. And it is a matter of pride with us that for over 80 years the quality and safety features of La Monte Check Papers have been so well received by the banking and business world.

#### *A Check Paper All Your Own*

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

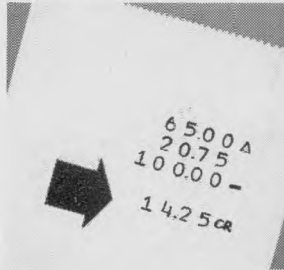


THE WAVY LINES® ARE A LAMONTE TRADE-MARK

Northwestern Banker, April, 1952

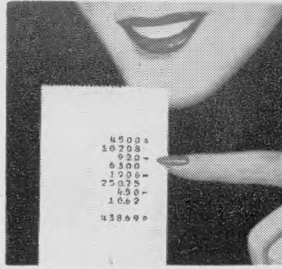
### 3. AUTOMATIC CREDIT BALANCE

"Minus" total computed automatically and printed with only one touch of total bar. Prints in red with CR symbol.



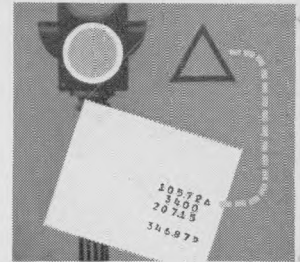
### 2. SUBTRACTIONS IN RED

Can never be mistaken for additions. Red figures stand out even after being "checked off" on tape.



### 1. AUTOMATIC CLEAR SIGNAL

Gives automatic printed proof of whether or not machine was "clear" when first amount was listed. There's never any doubt!



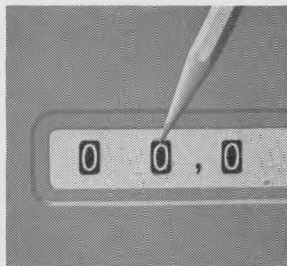
### 4. AUTOMATIC SPACE-UP OF TAPE

Tape automatically moves up to tear-off position when total is printed. Saves effort, time, paper.



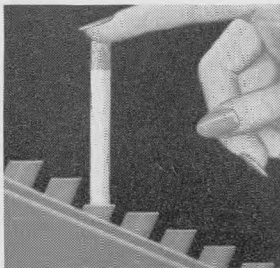
### 5. LARGE ANSWER DIALS

Always show the running total in large numerals. No eye strain. Permit use of machine without tape.



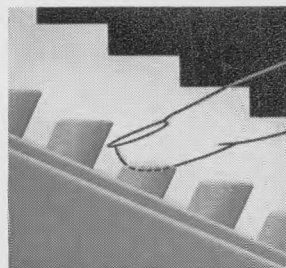
### 6. EASY-TOUCH KEY ACTION

Soft, yet positive. (Cigarette doesn't even wrinkle. Several keys may be pressed at once. Ciphers print automatically, usually saving about 30% of touches.



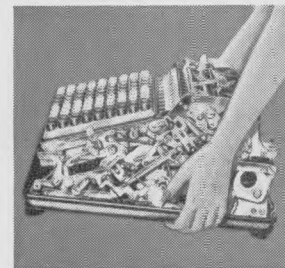
### 7. STAIR-STEP, FULL-VISIBLE KEYBOARD

Key arrangement prevents depressing two keys in same column at same time. Amounts visible until added or subtracted.

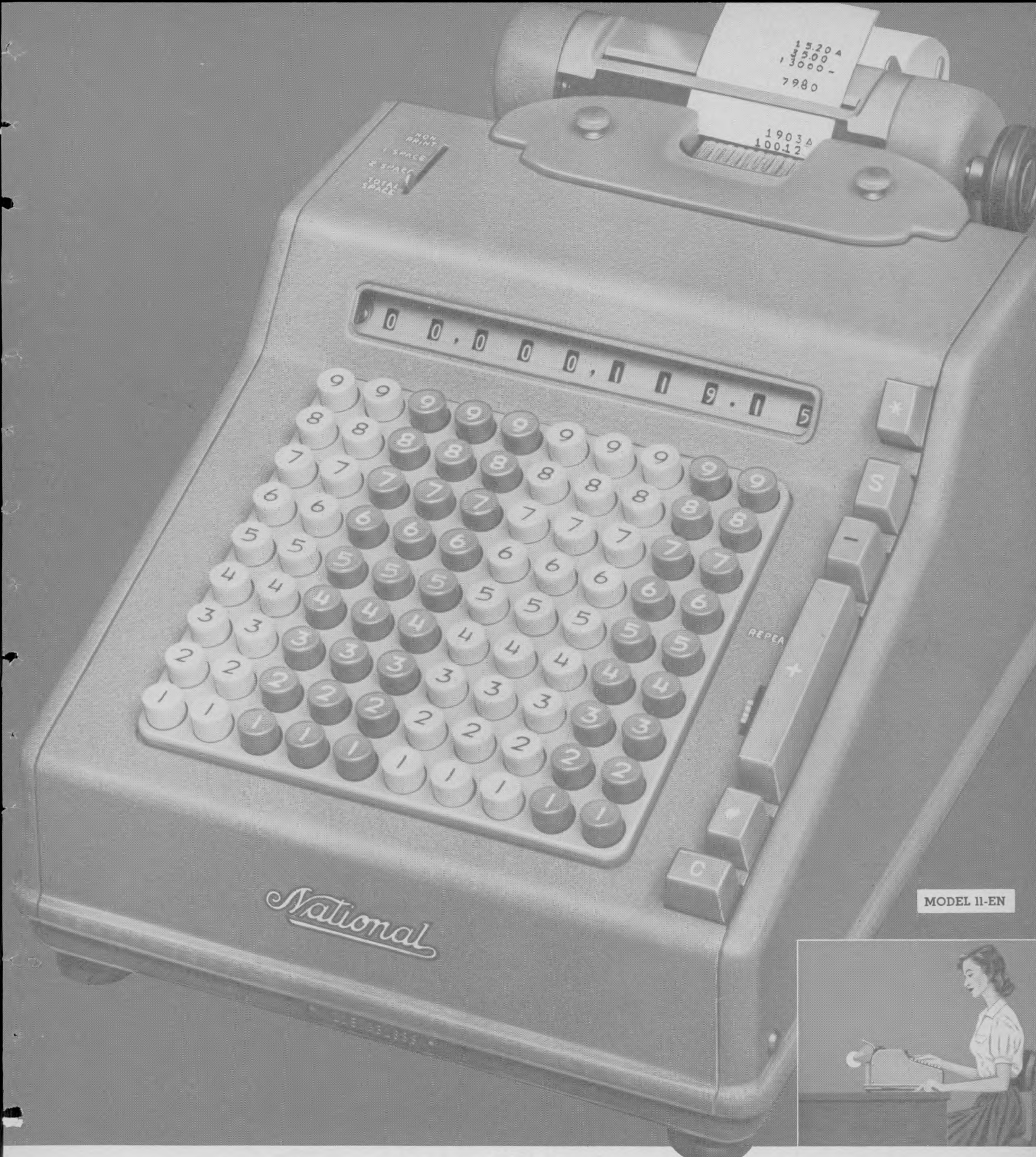


### 8. RUGGED-DUTY CONSTRUCTION

Built to give longer life at lower cost. All working parts double rust-proofed. Compact for desk use.



Only the  
*National*  
adding  
machine  
has  
all 8  
money-saving  
features...



MODEL 11-EN



...and *National* combines these 8 features on one machine!

On average listings these 8 features, combined, save hundreds of motions every hour. The more of these features a machine has, the more time and effort will be saved *every hour the machine is in use*. Isn't it reasonable, then,

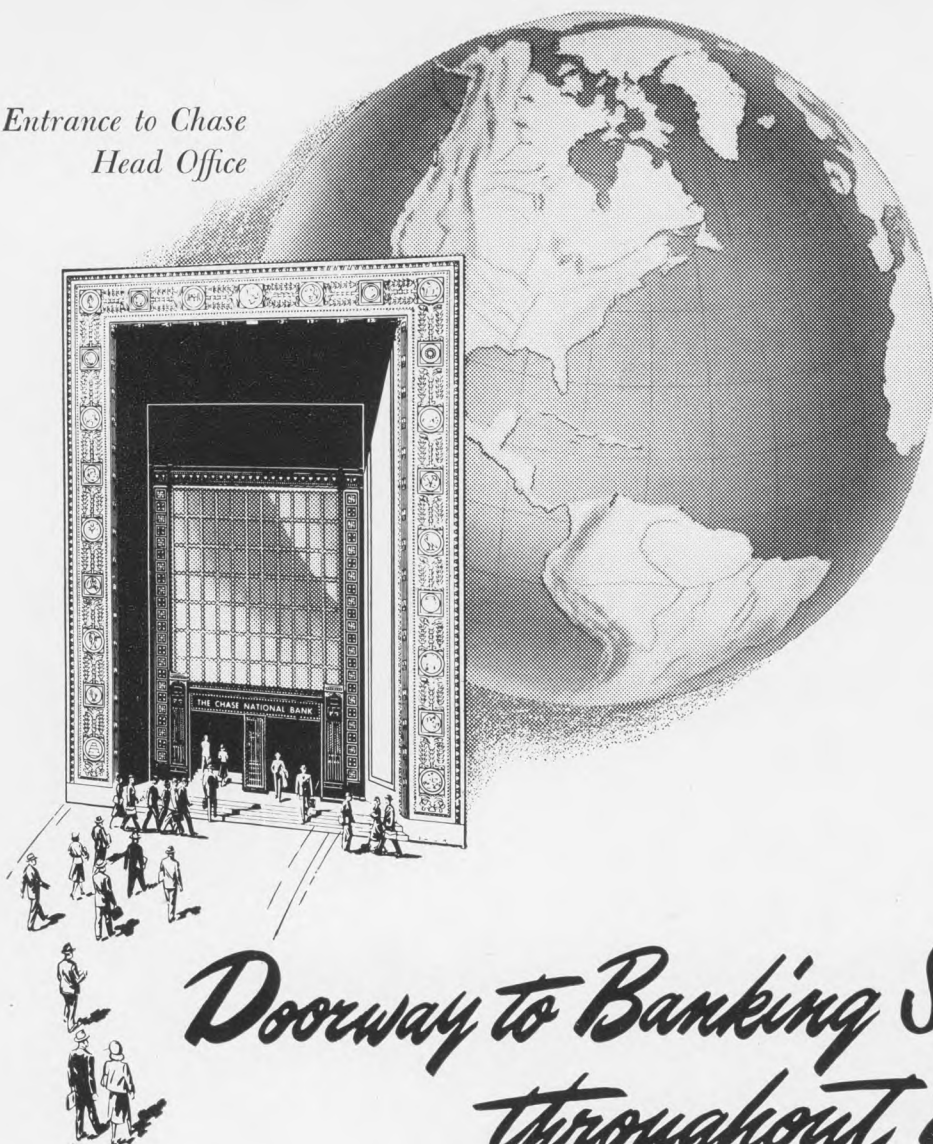
to get the only adding machine that combines *all 8 features* - the National? Call the local National factory branch, or dealer, for a demonstration. Models and prices to fit your needs. (There's no obligation to buy.)

Digitized for FRASER  
<https://fraser.stlouisfed.org/>  
 Federal Reserve Bank of St. Louis

**THE NATIONAL CASH REGISTER COMPANY, DAYTON 9, OHIO**

*National*  
 ADDING MACHINES • CASH REGISTERS  
 ACCOUNTING MACHINES

*Entrance to Chase  
Head Office*



## *Doorway to Banking Services throughout the World*

Through correspondent banks and through branches and representatives, *Chase* makes banking facilities available to customers in all parts of the world reached by American business. Current trade information from every commercially important area is gathered from these and other sources for the benefit of *Chase* correspondents and their customers.

### **THE CHASE NATIONAL BANK OF THE CITY OF NEW YORK**

HEAD OFFICE: Pine Street corner of Nassau, New York

Twenty-seven branches in greater New York

*Member Federal Deposit Insurance Corporation*



#### **SERVICE TO CORRESPONDENTS**

*Credit information*

*Around the clock mail  
pick-up*

*Quick collection of items*

*Participation in  
local loans with  
correspondent banks*

*Dealers in State and  
Municipal Bonds*

*Execution of security  
orders*

*Analyses of investment  
portfolios*

*Safekeeping of securities*

*Full foreign services*

*Many personal services*

# Dear Editor



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

### "A Job Well Done"

"Please accept my personal thanks for the thorough and efficient manner in which you handled your assignment in connection with our FPRA Meeting in Des Moines.

"Judging from the many fine compliments received, both by word of mouth and by letter, the meeting was apparently a success. Because of your splendid contribution as a member of the local committee, you are entitled to your full share of the credit and the commendatory expressions from those in attendance.

"My deepest appreciation to you for a job well done and for which you should feel justly proud."

*Frank Warden, Vice President, Central National Bank and Trust Company, Des Moines, Iowa.*

### "Read With Interest"

"I have read the NORTHWESTERN BANKER for March with interest. You are to be congratulated. Keep going."

*Ben S. Summerwill, President, Iowa State Bank & Trust Company, Iowa City, Iowa.*

### "Best In the Field"

"I would like to comment on the general excellence of your magazine, the NORTHWESTERN BANKER. Due to the geographical factors involved, we don't often see the NORTHWESTERN BANKER in these parts, but I do want to say it is one of the very best we've ever seen in the field.

"I was particularly impressed with Mr. De Puy's editorial 'Dear Herbert Hoover,' which reflects an attitude which, if shared by enough others, may yet mean the saving of this country."

*Jefferson Lyon, Public Relations, 1060 Broad Street, Newark, New Jersey.*

### ON THE COVER

Nearly three hundred bankers, investment men and advertising agency representatives gathered at Hotel Savery in Des Moines last month to participate in the regional conference of the Financial Public Relations Association. A highlight of any FPRA (Turn to page 8, please)

# NORTHWESTERN Banker

DES MOINES

Oldest Financial Journal West of the Mississippi • 57th Year • No. 777

## IN THIS APRIL, 1952, ISSUE

### EDITORIALS

Across the Desk from the Publisher.....10, 11

### FEATURE ARTICLES

Dear Editor ..... 7  
On the Cover ..... 7  
Frontispiece—One Damp Thing After Another..... 13  
Why Our Bank Sponsors "Will Day"..... *M. W. Dunlap* 15  
Modern Midwestern Banks Built for Peak Operating Efficiency..16, 17  
News and Views of the Banking World..... *Ben Haller, Jr.* 18  
How Veterans Can Be Helped to Secure Sound Farm Financing....  
..... *Walter T. Robinson* 19  
FPRA Regional Conference Draws 300 to Des Moines..... 20  
Bankers You Know—L. M. Giannini..... 22  
Independent Bankers Convention Plans..... 24  
Tax Investment Considerations..... *Wayne Hummer & Co.* 28

### BONDS AND INVESTMENTS

Money Seeking Investment Continues to Flow..... *Raymond Trigger* 33

### INSURANCE

Selling Ideas for Banker Agents..... 38

### STATE BANKING NEWS

Minnesota News ..... 41  
Twin City News..... 42  
South Dakota News..... 45  
South Dakotas Attend Clinic..... 45  
Sioux Falls News..... 45  
North Dakota News..... 47  
"Oil and Banking" Panel to Feature N. D. Convention..... 47  
Montana News ..... 48  
Nebraska News ..... 51  
Nebraska Groups Program ..... 51  
Omaha News ..... 52  
Lincoln News ..... 56  
Iowa News ..... 59  
Group Meetings Schedule..... 59  
Des Moines News..... 62  
Conventions ..... 68  
In the Directors' Room..... 69  
Can a Trustee in Bankruptcy Continue Business Operations?—  
Legal Questions and Answers..... 70

### NORTHWESTERN BANKER

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

CLIFFORD DE PUY  
Publisher

RALPH W. MOORHEAD  
Associate Publisher

HENRY H. HAYNES  
Editor

BEN J. HALLER, JR.  
Managing Editor

MALCOLM K. FREELAND  
Advertising Director

ELIZABETH COLE  
Advertising Assistant

HAZEL C. STEPHENSON  
Auditor

SADIE E. WAY  
Circulation Department

PAUL W. SHOOLL  
Field Representative

JOSEPH W. FRANKS  
Field Representative

### NEW YORK OFFICE

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

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



**the Banker**



**the Borrower**



**and Lawrence**

**A** BANK LOAN based on inventory was first secured by Lawrence field warehouse receipts in 1914.

Since that time, Lawrence receipts have secured the loans of some 30,000 borrowers with banks throughout the 48 states.

Our experience with a great variety of inventories, under perennially changing credit conditions, stands behind the service that Lawrence offers you today.

Next time you find that inventory is a factor in a loan application, why not call the Lawrence office nearest you? Bankers throughout the country have been doing this for 38 years.

## LAWRENCE SYSTEM

Nationwide Field Warehousing  
FACILITATES LOANS AGAINST INVENTORY

SAN FRANCISCO 37 Drumm St.  
CHICAGO 100 N. LaSalle St.  
NEW YORK 72 Wall St.

Offices In All Principal Cities

## ON THE COVER

(Continued from page 7)

meeting is the series of panel discussions, which allows members to sit down with others interested in the same kind of problem and exchange information on successful and practical methods of operation.

Each panel has from four to six participants, presided over by a chairman, with free discussion and suggestions from the floor. One of these panels at the Des Moines meeting is pictured on the front cover of this issue of the NORTHWESTERN BANKER. The panel was discussing commercial development.

From left to right in the photograph are: E. W. Eraack, vice president, Davenport Bank and Trust Company, Davenport, Iowa; T. Arthur Williams, assistant vice president, Central Bank and Trust Company, Denver, Colorado; A. J. Rhodes, panel chairman and vice president, Omaha National Bank, Omaha, Nebraska; Emmons W. Collins, vice president, First & American National Bank, Duluth, Minnesota, and William Buxton, III, president, Peoples Trust and Savings Bank, Indianola, Iowa. The sixth member of the panel, J. M. Patton, president, Mitchell National Bank, Mitchell, South Dakota, is just out of the picture at the left. Mr. Patton was vice chairman of the panel.

For additional pictures and story, see Page 20.

### Supervise Loans

Horace C. Flanigan, president of Manufacturers Trust Company, announces that David D. Austin, vice president, has been named to supervise branch loan activities for the bank's Manhattan offices, succeeding Isaac B. Hopper, who has retired.

Mr. Austin became associated with Manufacturers Trust Company in 1922 and has been a vice president of that institution since 1930.

### Assistant Cashier

The First National Bank in St. Louis announces the promotion of Roman Beuc to the position of assistant cashier. He has served in various departments of the bank since 1921.

### Promotion

Irving Trust Company has announced the promotion of Frank E. Conant from assistant vice president to vice president. Mr. Conant will be in charge of the company's new branch office at 39th Street and Madison Avenue, which is expected to be opened early this spring.



*"The way we do it, Larry, is to have our brokers deliver the securities to Bankers Trust in New York for our Custodian Account. It saves time and trouble....."*



**Here's a safe, easy way to handle** { **your bank's securities**  
**your customers' securities**

As you know, the details involved in properly handling securities—either your bank's or your customers'—can be troublesome and time-consuming.

When you have a Custodian Account at Bankers Trust you free yourself of the details in connection with the technical servicing and physical safeguarding of these securities.

In addition, our location in the nation's key securities market gives you two important advantages when securities are purchased or sold—minimum exposure to risk and speedy physical handling.

Servicing of securities in a Custodian Account includes the collection and crediting of maturing or called securities and all income—purchase and sale, receipt and de-

livery of securities as you direct—notice of subscription rights and exchanges. Upon completion of all transactions you receive detailed advices that contain the necessary data for tax reports.

Your orders to buy or sell will be handled by Bankers Trust if you desire, or you may place them with your own brokers or dealers.

Securities in a Custodian Account are lodged in our modern vaults, kept separate from those in other

accounts and are always under your complete control.

Hundreds of out-of-town banks, corporations, educational institutions, insurance companies and similar organizations are using this safe, time-saving means of handling securities.

Without obligation, you are invited to write for complete information. Please address Custodian Division, 16 Wall Street, New York 15, N. Y.

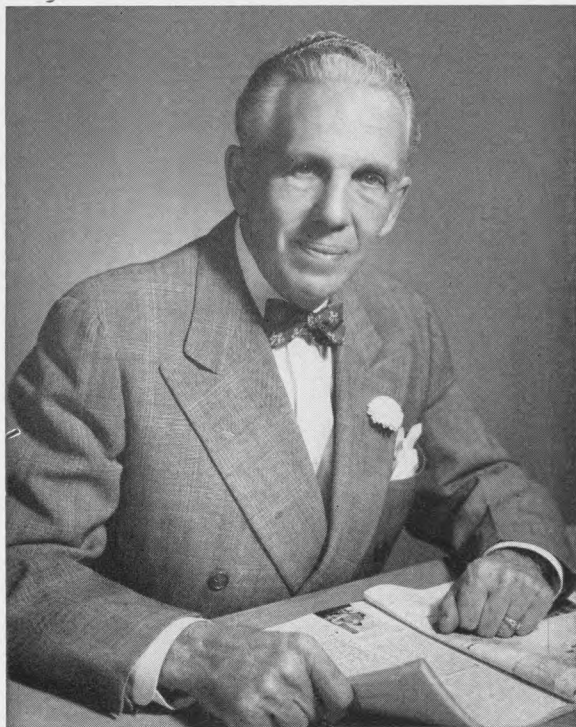
## BANKERS TRUST COMPANY

NEW YORK

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION



Northwestern Banker, April, 1952



## Across the Desk From the Publisher

*Dear William A. Lyon:*

*State Superintendent of New York Banks.*

In a recent discussion of bank stocks and bank earnings you mentioned that many banks "continue to be worth more dead than alive."

Thus, their liquidating value was worth more than their book value. This has been primarily because some bank stockholders have found it is more advantageous to sell their controlling stock to other institutions, which in turn has resulted in a merger of the banks involved. There was more money in **liquidation** than in **continuation**. Obviously this should not be so.

It has been caused in a large measure by increased Federal taxes which have reduced earnings.

On this subject, Mr. Lyons, you said: "Thus we come again in the end to this question of earnings. Now that the quality of assets is higher than ever before, a better return on capital is all that stands in the way of banking in New York State attaining a matchless position of strength. I urge that you do whatever lies within your power after the claims of the staff and depositors have been met, to improve the lot of stockholders. A ready flow of capital into bank stock spells strength for banking."

"It is the declared policy of New York State in banking, that the business of all banking organizations shall be supervised and regulated through

the banking department in such manner as to protect the public interest, and the interests of depositors, creditors, shareholders and stockholders. There is no reason to believe that the stockholder was intended to be the least of these.

"Bank earnings are still too low, relatively, but the reasons are different. Interest rates have gone up in the last 12 months. The Federal Reserve wrenched itself free last March of the restraining hand of the Treasury. Gross earnings have improved noticeably, but now something else has happened. It has been said of human nature that when you pinch her one place she bulges out in another. So it is with bank earnings; once gross began to improve, the higher tax rate came along to take the gain away. If last year could produce the miracle of an unpegged Government securities market, this year may show that it can perform a miracle of its own by seeing that something is done about bank taxes."

Let's hope that in this session of Congress the question of reducing the taxes on bank earnings will be adjusted on a fair and satisfactory basis.

As an example of what happened to one bank—the Chase National—last year, here is its report to stockholders and the taxes it paid the Federal Government:

1. Earnings before taxes were \$6.36 per share.
2. Earnings paid for Federal and State taxes were \$3.45 per share.
3. Earnings after taxes were \$2.91 per share.
4. Dividends paid to stockholders were \$1.80 per share.

Thus the Chase National's tax bill of \$25,531,000 was almost double the total paid in dividends of \$13,320,000 at the rate of \$1.80 per share.

As you mention, Mr. Lyon, "A ready flow of capital into bank stock spells strength for banking," and with this theme the Chase National also agrees when in its report it says: "Many banks could use additional capital in order to maintain adequate ratios of capital strength to risk assets and deposits, and to continue their vital job of supplying credit."

"But Federal taxation—especially the excess profits tax—bears down so severely on bank earnings that bank stocks have been selling substantially below their book values. As a result, it is increasingly difficult to attract new capital in the highly competitive investment market, except by offering stock at a price substantially less than the fair values represented in the shareholders' equity."

"The large banks in the financial centers are near the bottom of the scale among all the nation's major industries in the average return earned on the capital the owners have to risk. Because of the abnormally low earnings obtainable under the present tax law, they cannot build up capital

funds from earnings at an adequate rate and at the same time pay satisfactory dividends.

"It is in our country's interest that its banks should maintain the capital strength and growth which will enable them to fulfill their responsibilities to the public as well as to their owners and employes."

So, Mr. Lyon, it is obvious from your conclusions and those of the Chase National officials that the following suggestions are worthy of further consideration:

1. Reduce the Federal excess profits tax on commercial banks.
2. Bring bank earnings on capital invested more in line with other business institutions.
2. And so make the purchase of bank stock more attractive and desirable.

To these objectives the best efforts of your banking department as well as all the others in the United States will have to be concentrated if the desired results are to be obtained. Banks should certainly be worth more **alive** than **dead**.

*Dear Jesse H. Jones:*

*Author of "Fifty Billion Dollars."*

After hearing of the many scandals in connection with securing loans from the R.F.C. in recent years, it is quite refreshing to read your book which tells of your "Thirteen years with the R.F.C. from 1932 to 1945."

At least you were honest and just, in loaning the taxpayers' money, and you have every reason to be proud of your record, even if Franklin Roosevelt cynically called you "Jesus H. Jones."

Although the R.F.C. is in its 20th year, and the NORTHWESTERN BANKER believes it should be liquidated now, we were interested in reading again President Herbert Hoover's message to Congress of December 7, 1931, recommending the establishment of the R.F.C. and suggesting "**It should be placed in liquidation at the end of two years.**" The Act became law January 22, 1932.

In the 11 years before the R.F.C. was established, more than 10,000 banks in the United States went out of business, and was as you say, "**a truly shameful record for the richest country on earth.**"

As you also pointed out, "The American people had only themselves to blame for many of their bank failures. Some of the ill winds, however, had blown in upon them across the Atlantic. England's decision to go off the gold standard in September, 1931, following the collapse of the exchanges in Central Europe, set off a tremendous testing of our own gold position. \* \* \* During the six weeks immediately following Great Britain's abandonment of the gold standard, 15 per cent of the monetary gold in the United States was

loaded into ships and sent overseas, a movement without precedent."

Your first loan from the R.F.C. was made in February, 1932, to the Bank of America, San Francisco, for \$15,000,000 and between then and July 15, you loaned them \$68,488,644. A year later or on June 28, 1933, "these loans were entirely repaid."

The philosophy back of your entire program, Mr. Jones, is best expressed, the NORTHWESTERN BANKER believes, when you say "**Obviously a distressed country could not support an unsound banking system, but a sound banking system could support a distressed country.**"

Your chapter on the "Dawes Bank Loan" was very enlightening since, "Even now 18 years later, my associates of those disastrous days tell me that frequent inquiry is made at the R.F.C. headquarters as to how the Dawes loan has panned out.

"Though there were times during the middle 1930's when I thought we might have a substantial loss, the loan has panned out very well. The R.F.C. has collected the entire \$90,000,000 loan, plus more than \$10,000,000 interest in addition to several millions of expenses in connection with the liquidation."

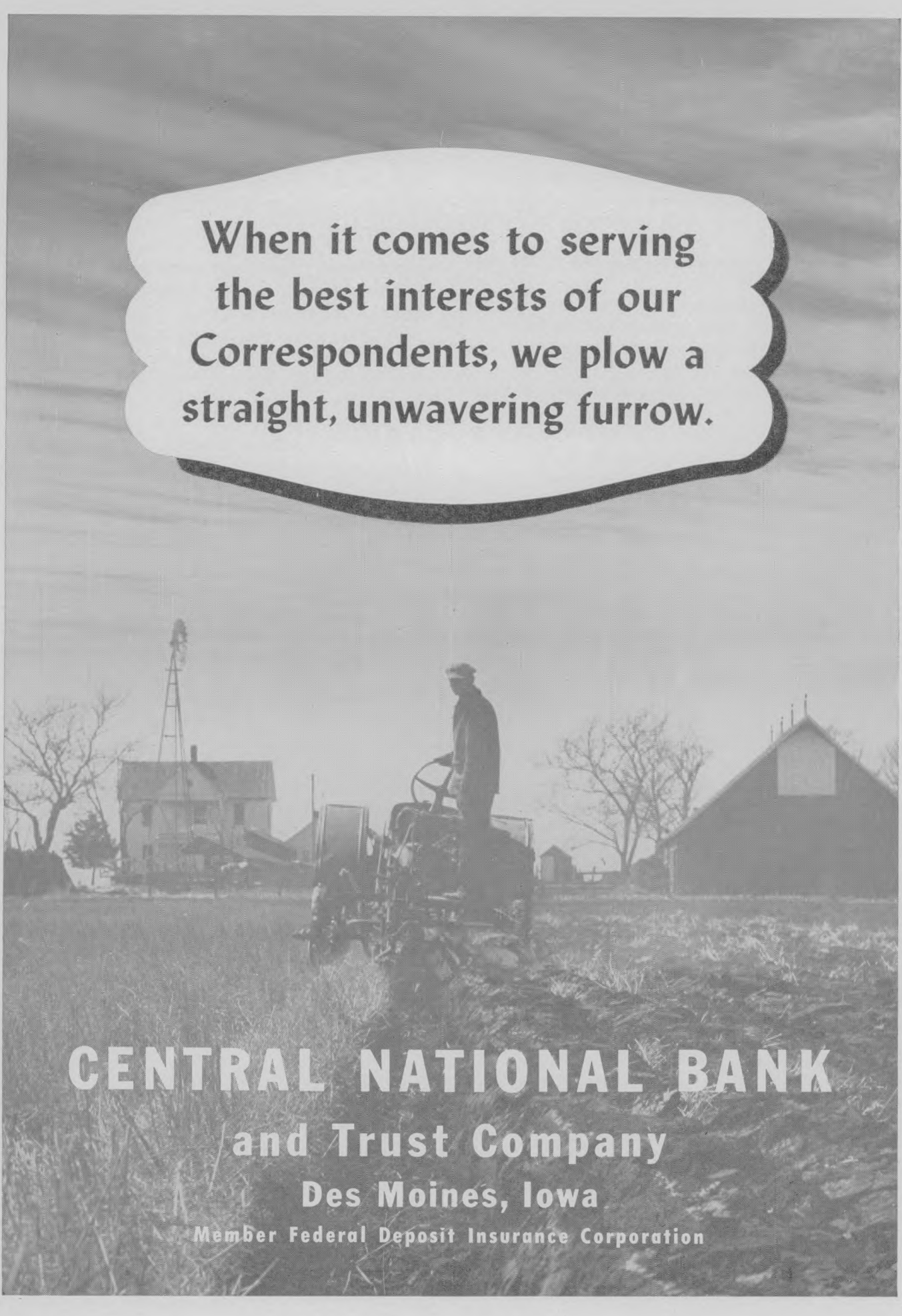
On the political side your reference to F.D.R. was as we always thought he was, "A total politician." In your words, "I do not understand exactly what Secretary of State Dean Acheson meant recently by 'total diplomacy' but I understand perfectly what is meant by 'total politician'—Franklin D. Roosevelt. He employed all the arts known to politics, in getting and holding the confidence of a great majority of the American people, and along with it, the hatred of others—a hatred upon which he capitalized. He changed his tactics whenever politics seemed to dictate, and with no intention of leaving the White House until voted out—or carried out. In his twelve years in the Presidency he never looked back and never explained.

"One serious problem with Mr. Roosevelt after the start of World War II in 1939 was that he was always fighting two wars at the same time, the political struggle for the presidency, which he never lost sight of, and the military conflict. Regardless of his oft repeated statement, 'I hate war,' he was eager to get into the fighting since that would insure a third term."

At 78 years of age, Mr. Jones, you can know that you did a big job in an honest and conscientious manner, and for which the American public should ever be grateful.

*Clifford DePuy*

Northwestern Banker, April, 1952



**When it comes to serving  
the best interests of our  
Correspondents, we plow a  
straight, unwavering furrow.**

**CENTRAL NATIONAL BANK**

**and Trust Company**

**Des Moines, Iowa**

**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, April, 1952.**



Do you know that *your bank name*

is printed on each check when you sell

First National Bank of Chicago Travelers Checks?



At no cost to you, *your bank name is printed on every check* when you sell First National Bank of Chicago Travelers Checks. This adds prestige to your bank's name and gives you widespread publicity on every transaction, for our travelers checks are used and accepted throughout the world — and have been for over 40 years!

Not only that . . . *you keep the entire sales commission* when you sell the First's Travelers Checks.

And — First National Bank of Chicago Travelers Checks are being advertised in HOLIDAY and NATIONAL GEOGRAPHIC.

Why not call or write us about handling First National Bank of Chicago Travelers Checks? You'll find it pays.

You'll find, too, you're better equipped to give more service to your customers when you take advantage of all the many important services offered by The First. In addition to Travelers Checks, these include . . .

Complete Clearing and Collection Service • Rapid Router Service • Complete Foreign Banking Service  
 Loan Participation • Bond Department • Operational Procedure Surveys • Assistance in Handling New Types of Loans • Wire Transfers • Safekeeping Service • Bank Remodeling and Modernization • Public Relations and Advertising • Credit Information • Correspondent Conferences • Assistance in Special Events

EDWARD E. BROWN, *Chairman of the Board*

JAMES B. FORGAN, *Vice-Chairman*    HOMER J. LIVINGSTON, *President*    WALTER M. HEYMANN, *Vice-President*  
 HAROLD V. AMBERG, *Vice-President*    HUGO A. ANDERSON, *Vice-President*    HERBERT P. SNYDER, *Vice-President*

## The First National Bank of Chicago



Dearborn, Monroe and Clark Streets  
 Building with Chicago since 1863

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, April, 1952

**LEGAL ASSISTANCE** in preparing a will is provided for customers of the Farmers State Bank, Douglas, Nebraska, as a free service of the bank every three or four years, as shown in this picture. The bank decided it was better to have its customers' wishes made clear in a will drawn by an attorney, rather than have any customer die without a will and leave an estate tied up in legal snarls.



## Why Our Bank Sponsors "Will Day"

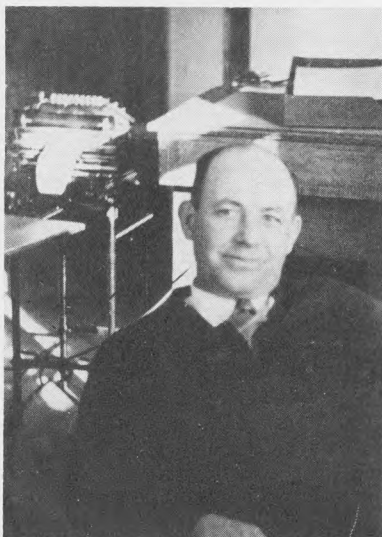
### Customers Get Wills Made Free by Bank-Paid Attorney

THE idea of a "Will Day" came to this writer several years ago and was brought about by various facts and circumstances which are more or less common in a small community where there is no attorney.

As most small town bankers know, our customers come to us for information on various subjects that trouble them. In our particular case it was not that we were so well versed on various subjects, but because they had no other place to go. Some country bankers may be better qualified than we were.

*Written Especially for  
The Northwestern Banker*

**By M. W. DUNLAP**  
Cashier, Farmers State Bank  
Douglas, Nebraska



M. W. DUNLAP

On many occasions our customers came to us with the desire to make a will, and would ask about some particular matter that was of special interest to them. Sometimes we knew the answer, other times we felt it necessary to contact our attorney for his opinion.

#### Further Questions

When we would write our attorney for particular information, often the answer led up to another question or a change in the customer's desire, which would cause us to contact our attorney again. Ofttimes the customer would lose interest in making the will and would just let the matter rest with no will made.

We had one occasion when a woman came into the bank to have her will made. After discussing the matter for a time she decided to go home, think it over and would be back. Before the week was over she was found dead but not before she had made out a will along the lines we had talked of. In fact, we think she made the will the night she died. However, she left out a very important fact. She had no witnesses on the will and, of course, it was not accepted in court and the various things she had told me she wished to do were left undone.

Then we had another case where, after revising the will for our customer through making several new wills, one was finally agreed upon and made out, then taken home by the customer. Upon death the will was presented to the court. It had obviously been tampered with, and was

now the basis for a good family quarrel, which took place on schedule.

We had several other occasions when a person talked of a will but put off making it until he or she had passed away with the will not made.

#### Led to "Will Day"

All of this led us to believe that it would be a good idea to set a certain day and call it "Will Day" and notify our customers that on that day our attorney would be at our bank all day to discuss, advise or make wills for everyone interested in any way in the matter.

We also notified our customers that this would be done free of charge for them, and that they were welcome to consult our attorney or have their will made out on the spot without cost or obligation of any kind. We talked the matter over with our attorney and he was glad to cooperate with us in the matter and come to our bank. We then wrote a letter to everyone whom we thought might be interested, notifying them of the date, who our attorney was and the service we proposed to give them, stressing the fact that our attorney was trained to give them proper legal information on all matters pertaining to wills, estates, etc.

Of course we did not contact all of our customers for various reasons. However, we found that about 15 per cent of those we wrote to came in on "Will Day" to talk to our attorney, and of these about two-thirds made out a will.

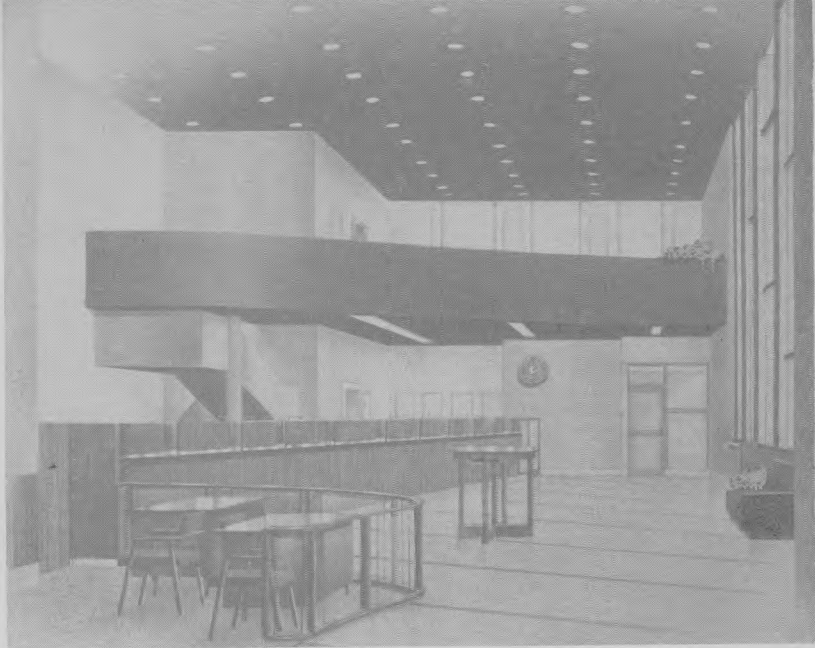
#### No Influence Used

Our attorney received some business through these contacts as attorney. (Turn to page 68, please)

*Northwestern Banker, April, 1952*



New quarters of the **Exchange State Bank of Kansas City, Kansas**, will be one of America's finest examples of contemporary modern bank architecture. Unusual full-length windows, all of which are stationary, are being custom made, encased in aluminum. Corner of roof is supported by a stainless steel pillar (foreground).



Interior of **Exchange State Bank** will offer finest customer service and comfort. Dark blue ceiling with recessed spotlights lends dramatic effect to main lobby. Recessed fluorescent panel fixtures are housed under mezzanine. Entire building—interior and exterior—was planned and designed by **Bank Building & Equipment Corporation**, and will be completed this spring.

## ***Modern Midwestern Banks Built For Peak Operating Efficiency***

Architect's sketch of **First National Bank in St. Louis** as it will look on completion of five-million-dollar modernizing and construction program. The bank's present six-story building will be completely remodeled, and a new five-story building will be added. Working areas will be reportioned to attain maximum efficiency, smoother work flow.





THE STORY and pictures on this and the opposite page, show how bankers of the middle west are modernizing their banking quarters. They are from the files of the Bank Building and Equipment Corporation of America, the world's largest bank building organization.

## Attractive Design Also Instrumental in Profit Rise of New Banking Quarters

THESE pictures graphically illustrate the trends in building and modernizing Midwestern banks. All were designed and executed by the country's largest organization of bank building and modernization specialists, Bank Building & Equipment Corporation of America, a St. Louis firm operating nationally. All these projects have the same objective: to increase operating efficiency, reduce overhead, and to provide pleasant surroundings for the banks' customers.

The Bank Building & Equipment Corporation now has approximately 160 banks under way throughout North and Central America. In the past six years alone, it has averaged one new quarters project every three days. The company, headed by J. B. Gander, maintains divisional offices in New York City, San Francisco, Atlanta, and Miami. It has completed over 2,000 projects in its 39 years of operation.

Because of its huge facilities, including the world's largest assemblage of licensed architects, the company can offer equal services to large and small banks.

The unusual designs shown on these pages spring from the company's large staff of architects and designers who spend their time exclusively on bank designing.

The company recently published the results of a survey\* among banks they had modernized. Deposit totals for all banks interviewed showed an increase averaging 33.7% since modernization. Savings accounts were up 19.8% and checking depositors increased 20.6%. Operating efficiency and customer service increased proportionately. It has proved, almost without question, that modernization is just plain good business!

\*Copies of this survey, "What Happens After a Bank Modernizes," are available from *Northwestern Banker*. No obligation.

A complete new quarters project was recently executed on the **Citizens National Bank and Trust Company of Piqua, Ohio**. Colorful carpet, shown below in main lobby, makes the bank's new interior one of the most modern in the nation. Note sloping front, natural grain of teller counters, glass partition at end of lobby. Check desks are original design of **Bank Building & Equipment Corporation of America**.



New lobby of the **People's Savings Bank of Evansville, Indiana**, is highlighted by a large white plaster mural of the "Spirit of Commerce." Various supporting murals depict labor, education, architecture, engineering, etc. Counter space was doubled by modernization, now has eleven teller stations.



New quarters of the **Millikin National Bank, Decatur, Illinois**, as well as those of most Bank Building and Equipment Corporation jobs, are completely air conditioned. Drapes and venetian blinds lend cordial touch to back-counter areas. Teller counters are of the low sloping die front construction; wickets are decorative metal. Flooring is terrazzo. Low plate glass and metal railings separate portion of officers' section from main banking room.

Board room of the **Alton Banking and Trust Company, Alton, Illinois**, is connected to convenient kitchenette by Modernfold doors. The bank, known to Altonians as the Wedge Bank, was completely modernized from basement area to second floor by **Bank Building & Equipment Corporation**.



# News and Views

## OF THE BANKING WORLD

By BEN HALLER, JR., Managing Editor

**EDWARD R. ERNST** has been appointed to succeed **John H. F. Turner** as superintendent of the Bank of Montreal's foreign department. Mr. Turner has been named assistant general manager in charge of the bank's western division.

Mr. Ernst was formerly assistant superintendent of the Bank of Mon-



**EDWARD R. ERNST**

New superintendent of foreign department,  
Bank of Montreal

trealt's foreign department, a job which took him to many parts of the world, including Australia, New Zealand, Honolulu and Fiji. From 1928 to 1943 he was attached to the bank's important New York agency.

\* \* \*

When the Bank of America branch in Salinas, California, loaned **James Boyer** \$400 last month to paint his house and garage and build a fence, the loan was of more than passing interest. It was entered on Bank of America's loaning records as the bank's one millionth Title I FHA loan, according to **L. M. Giannini**, president.

Since 1933, when this category of insured loan was legalized by the Federal government, Bank of America has loaned out \$408,020,790 to Californians for the repair and rehabilitation of their residential and business properties. These loans averaged \$408 each, and practically all were under the \$2,500 single-residence limit.

\* \* \*

The **First National Bank** in St. Louis last month began sponsorship of one of television's most stirring action programs. It is "**The Big Picture**," the Army's official television report to

the American people on the United Nation's campaign in Korea. The series runs for 13 weeks, with each half-hour sequence covering approximately one month's fighting in Korea.

"The Big Picture" is based upon film taken in combat by armed service cameramen and was used for official training purposes before being released for television. It gives a close-up of military operations seldom, if ever, seen by the general public.

Action in these films is so realistic that viewers will find themselves ducking a mortar blast occasionally.

The **First National Bank** sponsors the film as a public service, with no commercial announcements.

\* \* \*

During the 39 years of the Federal income tax, the per capita Federal tax burden has grown from \$3.38 in the "pre-income tax" year 1912 to \$326.82 in 1951 for every man, woman and child in the country, according to Commerce Clearing House. Here's a table showing the per capita tax burden for representative years based on total Federal tax collections and populations for respective years:

Fiscal Year	Federal Tax per Capita	Fiscal Year	Federal Tax per Capita
1866	\$ 8.67	1925	\$ 22.65
1870	4.77	1931	19.57
1880	2.47	1932	12.48
1890	2.26	1933	12.89
1900	3.88	1940	40.57
1912	3.38	1942	96.78
1917	7.92	1945	312.86
1920	50.81	1951	326.82

\* \* \*

Staff members of the **California Bank's Van Nuys** office heeded the motto of the nation's postal carriers recently and went at their work undaunted by the worst California storm in the past 62 years. When they arrived the day after the storm, the staff found two inches of mud and water on the floor, but the facilities were kept going and employees opened nine new accounts, handled \$130,000 in deposits and \$43,000 in cash during the day's business.

\* \* \*

Want to test your safe? Heat it to 1700 degrees F. for one hour, drop it three full stories on a pile of rubble, reheat to 1700 degrees for one hour, then inspect it to see if papers inside are still intact!

Maybe that seems ludicrous to the average person, but that's what the men at **Diebold, Incorporated**, manufacturers of safes, chests and vault doors in Canton, Ohio, do as routine work. In addition, Diebold's four hour Class A safe gets 2000 degrees for four hours, then is subjected to an explo-

sion test, dropped three stories, then safe experts get a crack at trying to open the safe with burglar tools.

Diebold has described the various tests for its lines of safes, and answers all possible questions on this protective equipment in three folders that can be obtained directly from the firm at Canton.

\* \* \*

At a recent meeting of the board of directors of **George La Monte & Son, Ltd., Canada**, **George V. La Monte, Jr.**, was elected president. Mr. La Monte



**GEORGE V. LA MONTE, JR.**

Now president of George La Monte & Son,  
Ltd., Canada

also is a director of the company, which is a subsidiary of **George La Monte & Son of Nutley, New Jersey**.

Both companies have long supplied banks in the United States and Canada with safety papers for checks, the parent company since 1871, when **George La Monte**, the founder, invented safety papers, and the Canadian subsidiary since 1916. **George V. La Monte, Sr.**, is president of the parent firm at Nutley.

\* \* \*

Just 450 years ago Columbus discovered Panama but he wouldn't know the place now. The small republic, about the size of the state of Maine, is criss-crossed with railroads and highways in addition to the fabulous Panama Canal, which was first started in 1882 by the French, taken up again in 1904 by the United States and completed in 1914, although not formally opened for traffic until 1920.

(Turn to page 34, please)

Northwestern Banker, April, 1952

■“A veteran starting in farming needs more than just a loan; he needs to be financed under a plan of farm operation that provides for debt retirement from earned income. In some cases he needs supervision and guidance.”

## How Veterans Can Be Helped To Secure Sound Farm Financing

Loan Program Has Future Possibilities Since Only  
Small Percentage of Veteran Farmers Have Made G. I. Loans

By WALTER T. ROBINSON  
Loan Guaranty Officer  
Veterans Administration  
Des Moines, Iowa

IT IS not the purpose of this analysis to make it easier for veterans to become involved in debt at high prices or to encourage loose credit, but rather to improve a procedure under which lenders will be encouraged to make loans to veteran farmers on a sound basis, resulting in constructive financing.

Of the two types of agricultural credit, personal property farm loans and real estate mortgage indebtedness, the barnyard operating type of loan to start a veteran in the farming business is most frequently used and, because of its nature, presents numerous problems. The real function of this type of credit is to assist in placing the tools and materials of production in the hands of veterans who can make constructive use of them.

### Farming Scientific

Through research by agricultural experiment stations and other agencies, farming has become a scientific enterprise. In order to operate efficiently and compete in the market place, a farmer today must understand soil management, hybrid seeds, proper breeding of livestock, the use of lime and fertilizer, and approved marketing methods. Successful operation of a farm today calls for a much larger investment in personal property and working capital than was the case several years ago when a few horses, some secondhand machinery and a few cows and brood sows, representing a small investment, would start a farmer in business.

As farming practices have changed, the methods of farm financing have

likewise had to change. The old “David Harum” horse-trading philosophy of credit, based on determining the least amount a borrower could get along with, and then loaning him half that amount, possessed a basic element of safety but did not go far enough. A veteran starting in farming needs more than just a loan; he needs to be financed under a plan of farm operation that provides for debt retirement from earned income. In some cases he needs supervision and guidance. In this connection recognition should be given to benefits derived from the vocational on-the-farm training program which, in many areas, has been of assistance to veterans starting in farming with the aid of G.I. loans.

1. The general purpose of this study and analysis is to briefly outline the effectiveness of the program heretofore,

indicate its further potential, and make recommendations as to:

- A. Desirable procedural changes,
- B. Desirable regulatory changes, and
- C. Required legislative enactments which would be beneficial in obtaining broader participation on the part of private lenders, resulting in a more constructive type of financing and sounder credit, in order that veteran farmers might derive to a fuller degree the benefits of the act as is intended by the legislation.

2. The source of information on which these recommendations are made is the personal experience of the writer with information secured by direct contact and interviews with loan guaranty officers, officials of the Federal Land Bank, Production Credit Corporation, Farmers Home Adminis-

(Turn to page 30, please)



SUCCESSFUL operation of a farm today calls for a much larger investment in personal property and working capital than was the case several years ago when a few horses, some second hand machinery and a few cows and brood sows would start a farmer in business. Now young veterans must purchase heavy equipment like the tractor above.

EDITOR'S NOTE: This is a study and analysis of farm loan operations under Section 502 of the Servicemen's Readjustment Act, with recommendations by the author.

Northwestern Banker, April, 1952



**THE OUTSTANDING FEATURE** of the Financial Public Relations Association regional conference in Des Moines last month was the series of departmental sessions, presided over by a chairman, and conducted on a panel basis, each panelist presenting his views on the departmental topic, then answering questions from the floor.

The Trust Development panel (upper left) was the first to get under way. From left to right are: **Jim Zimmerman**, advertising manager, United States National Bank, Omaha; **William O. Heath**, vice president, Harris Trust & Savings Bank, Chicago, a panel member; **John L. Chapman**, vice president, City National Bank & Trust Company, Chicago, panel chairman; **Roland H. Tornblom**, vice president and trust officer, City National Bank, Council Bluffs, Iowa, and **Howard J. Johnson**, vice president, American National Bank and Trust Company, Chicago, a panel member.

The Publicity and Advertising panel (upper right) had a full

house. This panel was under the chairmanship of **Richard H. Stebbins** (center), advertising manager, Northwestern National Bank, Minneapolis. Two panel members shown are **Ralph K. Brown** (left), advertising manager, Mercantile Trust Company, St. Louis, and **Lew W. Ross**, president, Council Bluffs Savings Bank, Council Bluffs, Iowa.

The Staff Relations panel (lower left) had as its chairman **Moses M. Shaw** (left), director of public relations, South East National Bank, Chicago, assisted by **William N. Mitten**, also at table, president, First National Bank, Fremont, Nebraska.

Closing the one-day meeting was the banquet addressed by **Gen. Luther L. Hill** (lower right), publisher, Des Moines Register and Tribune. Seated at Mr. Hill's right is **W. Harold Brenton**, vice president, American Bankers Association, and president of State Bank of Des Moines, who presided at the dinner.

## ***FPRA Regional Conference Draws 300 to Des Moines***

**N**EARLY 300 bankers, all of them interested in bank advertising and bank public relations, came to Des Moines last month to attend a regional conference of the Financial Public Relations Association. The one-day meeting was divided into a general session in the morning, five departmental sessions in the afternoon, and the dinner and after-dinner speaker in the evening.

The conference was attended by the five officers of FPRA, four of whom spoke at the morning meeting, with President S. L. Chelsted addressing the luncheon. Preston E. Reed, executive

vice president of FPRA, from Chicago, also attended.

Advance registrations included 17 from Illinois; Iowa, 167; Kansas, 1; Missouri, 3; Minnesota, 13; Nebraska 17; South Dakota 3; and miscellaneous states, 8. Many more attended who did not register until they came to Des Moines for the meeting.

The five regional sessions, held simultaneously, were on the subjects of Commercial Development; Publicity and Advertising; Savings and Mortgages; Staff Relations; and Trust Development. Registrants remained through the entire departmental session or visited several of the sessions,

as they wished. It appeared that the Commercial Development and the Publicity and Advertising sessions were the best attended. A picture taken of the panel conducting the Commercial Development session appears on the cover of this issue of the **NORTHWESTERN BANKER**.

W. Harold Brenton, president of the State Bank of Des Moines, and vice president of the American Bankers Association, presided at the banquet and evening meeting, with General Luther L. Hill, publisher of the *Des Moines Register and Tribune*, as the featured speaker on the subject, "A Publisher Looks at Banks."—The End.

**Northwestern Banker, April, 1952**

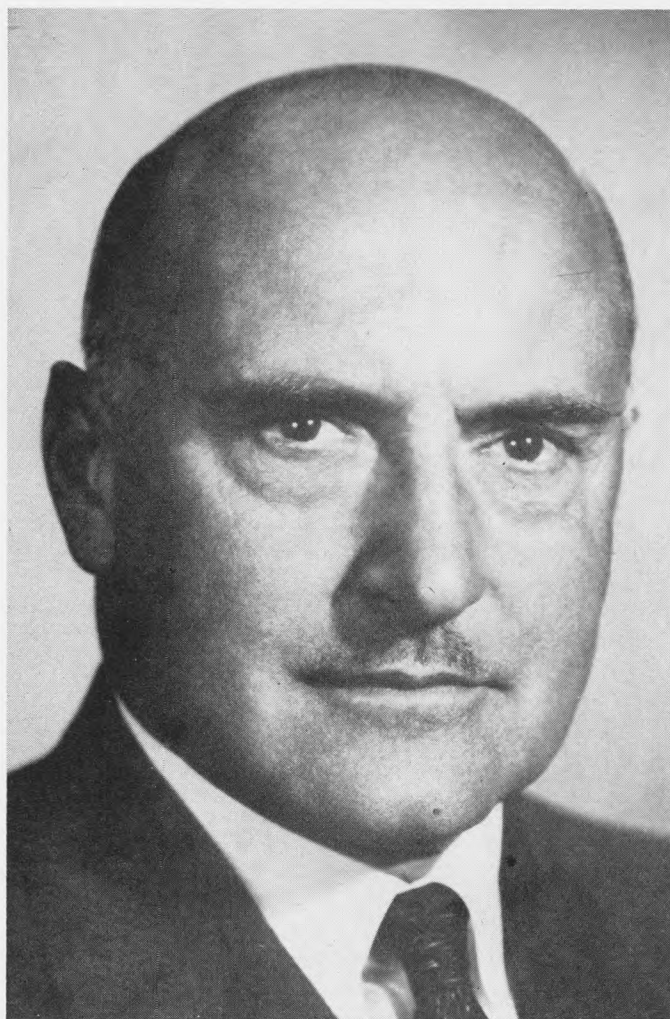


***Fast item presentation*** is the first duty of our Transit Department. John Dugick keeps your items flowing constantly. Take advantage of our direct sendings to save time and money.

# *The Omaha National Bank*

Member Federal Deposit Insurance Corporation

Northwestern Banker, April, 1952



Field general, chief of staff, planner and strategist

## **Bankers You Know**

### **L. M. Giannini**

President  
Bank of America  
San Francisco, California

LAWRENCE MARIO GIANNINI, president of the Bank of America, was born in San Francisco on November 25, 1894, and was within one month of his tenth birthday when his famous father, A. P. Giannini, unceremoniously opened the door of a tiny ex-tavern on the edge of the city's financial district and declared himself in business as a banker.

L. M., as he is known around the bank and to his close friends, immediately let it be known he was his dad's partner in making the bank a success. He knew his father had mixed a business career with school studies as a youth and he was eager to do the same, but the elder Giannini decreed that the lad be well schooled.

Well schooled he was, forging through grade school, high school, foreign travel and the University of California, emerging with the degree of LLB from the Hastings College of Law in 1920.

The little bank grew rapidly, life was full of exciting events, and the young L. M. was absorbing a great fund of general banking knowledge. From the time he could add and sub-

tract he was a constant and popular visitor at the bank and its increasing number of branches. He seized opportunities to understudy clerks, tellers and minor executives, worked part time during the class year and full time during vacations, and by 1918 could no longer be denied a formal place in the active life of the bank. He was put on the payroll in humble capacity as a clearings clerk.

His interest in the individual employe caused him to sponsor such benefits as the Bankamerica Club for social and athletic activities; the Bankamerican Family Estate plan, which provides a program to pay most of the cost of group life insurance, retirement pensions, hospital and surgical coverage, and a profit-sharing plan which provides substantial extra income for an employe's retirement years.

By the end of his first ten years on the actual payroll, L. M. had achieved membership on the bank's general executive committee and had been made vice chairman of the board of directors. On April 7, 1929, he married Anna Mercedes Collins. In

February of 1930 he succeeded his father as president of Transamerica Corporation, holding company which at that time held the stock of Bank of America.

On February 15, 1932, L. M. was appointed senior vice president of the Bank of America. On January 14, 1936, he was elected president of the bank and under his leadership that institution has grown great in public service, passing all other non-government banks in the volume of constructive banking transactions, achieving unsurpassed totals in deposits, loans, capital funds and total resources, and contributing vastly to both wartime and peacetime productive efforts of all branches of the national and local economy.

The L. M. Giannini family home is maintained at 29 Atherton Avenue, Atherton, California, a suburban community, and a city apartment is maintained at 945 Green Street in San Francisco. There are two daughters: Anne, born in July, 1930, and Virginia, born in May, 1932.

While the demands on his time are  
(Turn to page 32, please)

*Northwestern Banker, April, 1952*



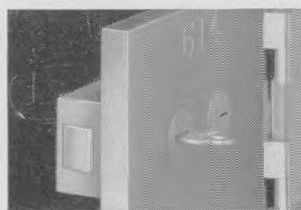
## The best place to keep a customer ?

**Yes!** In suburban as well as downtown banks, modern Mosler Safe Deposit Boxes help attract and keep customers.

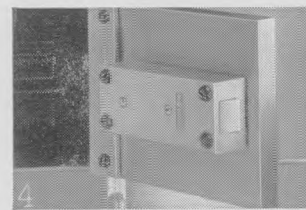
Step into your safe deposit vault some time today. Notice the type of customers there. Pretty solid citizens, aren't they? Check over your records and, chances are, you'll find they're bigger depositors . . . people who give your bank more valuable business. Good reason, isn't it, to be sure you're offering modern and positive protection, the kind of safe deposit facilities that attract and keep such customers? To you . . . as to most bankers . . . that means modern Mosler Safe Deposit Boxes. (Over a million and a half of them have been installed in banks throughout the world in the last 5 years alone.)

How long has it been since you took a critical look at the safe deposit facilities in your main office or branches? Why not do it,

today? The coupon below will bring you complete information about today's most modern and advanced safe deposit installations. Or write, ask for a Mosler engineer to call and survey your present vaults, show you how additional units can be put in the present space.



**BEAUTIFUL** thick polished or stainless steel doors, precision machined for exact fit.



**WORLD'S FINEST** and most modern safe deposit lock . . . Mosler #5700. Over 800,000 renter key changes.

IF IT'S MOSLER . . . IT'S SAFE

*The* **Mosler Safe** *Company*  
Since 1848

*World's largest builders of safes and bank vaults . . . Mosler built the U.S. Gold Storage Vaults at Ft. Knox and the famous bank vaults that withstood the Atomic Bomb at Hiroshima*

The Mosler Safe Company  
Department NB-4  
Hamilton, Ohio

Please send me further information about Mosler Safe Deposit Boxes.

NAME \_\_\_\_\_ POSITION \_\_\_\_\_

BANK NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

Northwestern Banker, April, 1952

## Independent Bankers Announce Convention Plans for May 18-20

**A**IMING at the largest annual convention in the history of the Independent Bankers Association, the officers and members of the general convention committee expect to attract 2,000 independent unit bankers from all the 48 states to the three-day meeting to be held in Minneapolis on May 18th to 20th.

Carl R. Pohlad, vice president of the Marquette National Bank of Minneapolis, has been appointed general chairman of the convention.

The appointment was made by Guy Sturgeon of Sheridan, Wyoming, president of the association. Mr. Pohlad replaces the late Charles C. Rieger, who was to have served as general convention chairman. Mr. Rieger was vice president of Marquette National and head of the bank's department of banks and bankers.

The program, now being formulated through the office of Ben DuBois, secretary, will feature several nationally-prominent speakers from the fields of banking, industry and politics and, of

course, top-flight entertainment for association members, their wives and families. The program in detail will



CARL R. POHLAD  
Independent Bankers  
convention general chairman

be published in the May issue of the NORTHWESTERN BANKER.

The several convention committees, and their chairmen, have been named as follows:

**Entertainment**—F. R. Schlichting, president of Drovers Exchange State Bank, South St. Paul.

**Finance**—R. O. Bishop, president of American National Bank, St. Paul.

**Golf**—A. W. Sands, president of Western State Bank, St. Paul.

**Hotel Reservations**—C. Herbert Cornell, president of Fidelity State Bank, Minneapolis.

**Ladies' Entertainment**—Miss Genevieve Howe of Marquette National Bank, Minneapolis.

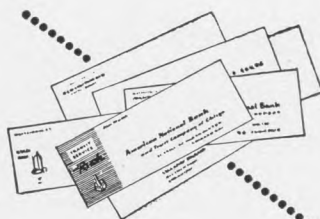
**Program**—R. J. Julkowski, president of 13th Avenue State Bank, Minneapolis.

**Publicity**—H. S. Woodward, executive vice president of Columbia Heights State Bank, Minneapolis.

**Reception**—Charles J. Ritt, president of Midway National Bank, St. Paul.

**Registration**—R. R. Nelson, vice president of Camden Park State Bank, Minneapolis.

**Transportation**—W. G. Kirchner, vice president of Richfield State Bank, Richfield.



### collection service

geared  
to your need  
for speed



**Y**OUR BANK wants speed when it presents a check or note for collection. The kind of speed that means *prompt presentation* and *earliest availability* of funds.

At American National we're prepared to provide that kind of action. Our staff is experienced, dependable, skilled at operating the high speed machines that make swift service possible.

We welcome your inquiry with the view to securing you the most advantageous mail and express scheduling—both by rail and air.

**American National Bank  
and Trust Company of Chicago**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

LA SALLE AT WASHINGTON, CHICAGO 90, ILLINOIS







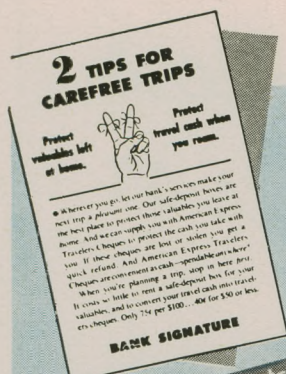
This promotion kit was mailed to all banks during February. If yours hasn't come to your personal attention, please write to Olaf Ravndal, Vice President, American Express Company, 65 Broadway, New York 6, N. Y.

## NOW is the time to capitalize on this opportunity!

REACH FOR YOUR PEN TODAY—AND WRITE YOUR ORDER FOR THE FINEST SALES AIDS IN THE HISTORY OF AMERICAN EXPRESS TRAVELERS CHEQUES

Proven successful in thousands of Banks!

The 1952 American Express Travelers Cheque promotion program is *thoroughly tested*. Similar material used last year resulted in "success stories" from banks across the nation. On the basis of their reports, every item offered *this year* has been tailored to do an even bigger job of making new friends for your bank. It's the greatest coordinated campaign ever presented by American Express—packed with proven power to do a local job.



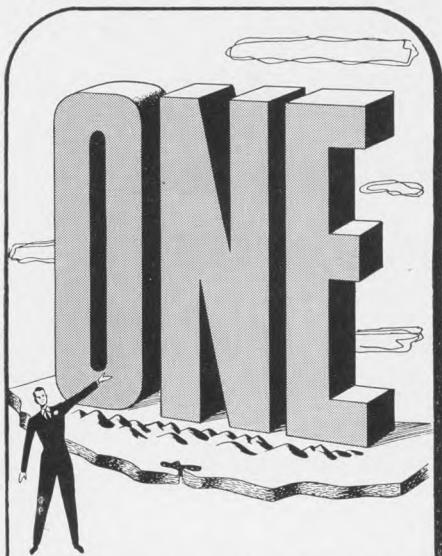
### YOUR 1952 AMERICAN EXPRESS PORTFOLIO OFFERS YOUR BANK THESE TESTED SALES AIDS!

- Leaflets for statement enclosure!
- Colorful point-of-sale displays!
- Newspaper mats for local advertising!
- Complete radio commercials!

Most of this material is good for use all year round. But the vacation season is at hand! To insure receipt of imprinted leaflets in time for May 31st statements . . . and other material for June and July use . . . send *now* for the quantities you will need!



**AMERICAN EXPRESS TRAVELERS CHEQUES**  
MOST WIDELY ACCEPTED CHEQUES IN THE WORLD



## CORRESPONDENT ACCOUNT COVERS CALIFORNIA

One account with Bank of America (in either Los Angeles or San Francisco) gives you direct routing throughout the state—enabling you to send your items *direct* to more than 300 communities.

This time-saving service is made possible in California by Bank of America's state-wide system of branch banking.



Bank of America  
Travelers Cheques  
are known and honored throughout  
the world. Sell them to your customers.

**Bank of America**  
NATIONAL TRUST AND SAVINGS ASSOCIATION

MEMBER FEDERAL DEPOSIT  
INSURANCE CORPORATION

### Public National Promotion

E. Chester Gersten, president of The Public National Bank and Trust Company of New York, announced that George A. Friedle, manager and head of the consumer credit department, was promoted to vice president, and



GEORGE A. FRIEDLE  
Promoted to Vice President

William Cohen, assistant manager in that department, promoted to assistant vice president. Other promotions

in the consumer credit department were Alfred D. Cella, George A. Evans and Frank Korinek, promoted to assistant cashiers.

### Increase Capital

Through the issuance of a 25 per cent stock dividend, the Drovers National Bank of Chicago increased its capital stock from \$1,000,000 to \$1,250,000, and the Drovers Trust and Savings Bank increased its capital from \$500,000 to \$625,000. Both capital increases were voted at the February, 1952, stockholders' meetings. The combined resources of the Drovers Banks are well over \$100,000,000.

### Named Controller

Advancement of Howard A. Leif to the post of controller of the Bank of America was announced by L. W. Giannini, president of the institution.

Mr. Leif began his career with the bank as a bookkeeper at the Humboldt branch in San Francisco in 1923. After progressing through various branch positions he was made an inspector for the bank in southern California. In 1948 he returned to the San Francisco Head Office as chief inspector and auditor, and it is from this position he now moves to the controller's office.

*are Bookkeepers  
hidden assets or  
liabilities?*

Poorly trained bookkeepers make *more* costly errors—hurt customer relations! Thoroughly trained bookkeepers are any bank's most valuable hidden assets! EnterTRAINment's Bookkeeper Program is reducing error frequency and training better bookkeepers for many alert banks. A request on your letterhead brings the success-tested facts without obligation.

**Entertrainment, inc.**

Directors: Arthur J. Linn, Edwin G. Uhl, James E. Potts  
734 15th St., N.W., Washington 5, D. C.

# U.S. Government, State and Municipal Bonds....

*Continental Illinois Bank welcomes the opportunity to handle your orders for the purchase or sale of U. S. Government, State and Municipal securities.*

## Continental Illinois National Bank and Trust Company of Chicago

LOCK BOX H, CHICAGO 90, ILLINOIS

*Member Federal Deposit Insurance Corporation*

*Northwestern Banker, April, 1952*

## Tax Investment Considerations

By **WAYNE HUMMER & CO.**  
Chicago

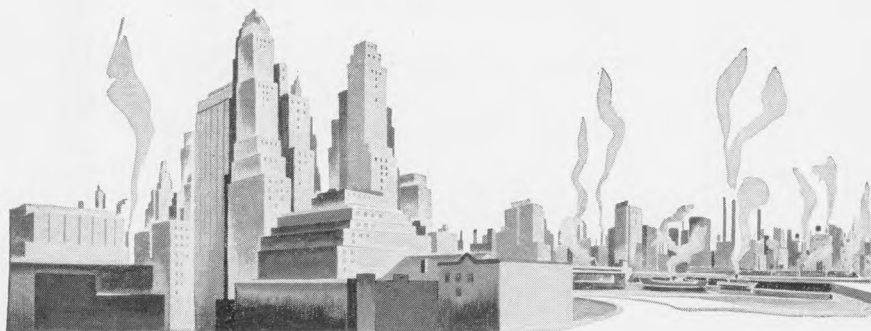
**N**OW that we are in the new year the time is opportune for banks to review carefully the 1952 budget. In the preparation of a budget, we assume that most banks first determine what their net income should be, based upon the results during the last year or two. With this information the usual procedure is to then list all operating costs. While these items for the most part are more or less fixed, nevertheless, continued study often reveals possibilities for reducing a number of items. For example, the purchase of new equipment frequently makes it possible to reduce the employes' salary item.

Fortunately, we can control our income to a greater extent. We all know the average rate of interest on the various classes of loans and also the effect of a change in interest rates on our income from loans. While conditions vary in different localities, it is frequently possible to increase interest income either through an increase in loans, or increased interest rates, or both. Inasmuch as interest from loans is the principal source of income for most banks, certainly banks are entitled to charge rates of interest sufficient to provide whatever income is budgeted from this source. At any rate, the minimum amount of income

necessary on loans should be budgeted.

The other principal source of bank income is from bonds and securities. Bonds offer an opportunity not only to secure income, but also to control the Federal tax bill, at least to some extent, through the purchase of tax-free issues. Also, now that many government and corporate bonds are selling at a discount, there are opportunities to minimize taxes by conversion of ordinary income taxable at regular rates into capital gain income taxable at 26 per cent. Every bank, regardless of size, therefore, should be interested in converting as much income as possible into capital gains. This is particularly true since the first bracket corporate rate has been increased to 30 per cent. Earnings in excess of \$25,000 are subject to a 52 per cent tax, or just double the capital gain rate. This compares with an 82 per cent tax rate on any earnings in excess of \$25,000 subject to excess profits taxes. For the latter banks there appears to be no alternative than to consider tax free issues and discount bonds to minimize taxes.

We continue to urge banking institutions to study their tax bracket and to compute their returns on new investments after taxes rather than before. This should be determined at the beginning and not the end of the year.



## Serving both Industry and Agriculture



Located in the heart of the Union Stock Yards and Chicago's great Central Manufacturing District, we have served farmer and manufacturer as well as hundreds of correspondent banks for over three-quarters of a century. This long and varied experience is at your disposal. If you are seeking a Chicago connection, we cordially invite you to write us.

*The*  
**LIVE STOCK**  
*National BANK of Chicago*  
ESTABLISHED 1868  
UNION STOCK YARDS

*Member Federal Deposit Insurance Corporation*

### Field Warehousing

Organized last December as the National Field Warehouse Company, the organization has recently incorporated and is now known as the National Field Warehouse Corporation. Headquarters are in New Orleans.

Officers of the Corporation are Jay Weil, Sr., president; Stanley D. Hart, executive vice president, and George Borresen, vice president. While the Corporation is planning to do business in all states, at the present its activities are mainly confined to the south.

Mr. Weil has been associated with field warehousing for more than 30 years and has been one of the principal developers of the industry.

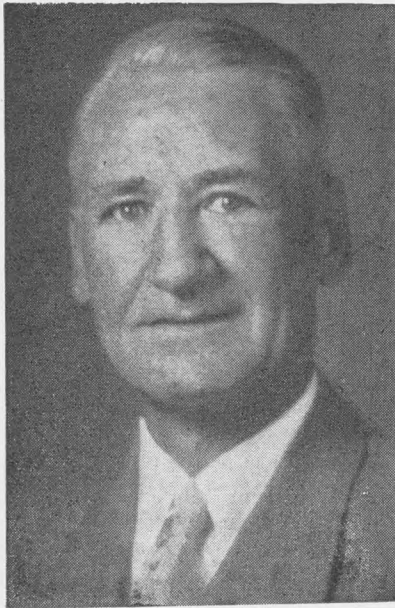
Mr. Hart is also nationally known in all branches of field warehousing and has traveled extensively in the interests of the industry. He will continue to travel widely, installing new offices and supervising the operations of field warehouses.

### Dividend

The board of directors of the Harris Trust and Savings Bank, Chicago, declared a quarterly dividend of \$3 on the capital stock of the bank, payable April 1, 1952, to stockholders of record March 17, 1952.

**Jackson Becomes Director**

T. Stanley Jackson, since 1947 associated with the American Express Field Warehousing Corporation as vice president, has also been named a director of the Corporation, as announced from the home office in New



**T. STANLEY JACKSON**  
Elected a director

York. Mr. Jackson, from his Northwest Division office for the Corporation in Minneapolis, has charge of ten states in that area.

Following 20 years of association with the Canadian Bank of Commerce in Canada and the United States, Mr. Jackson for the past 20 years has been closely connected with field warehousing, having a wide acquaintance with banks and bankers throughout the nation.

**May Dividend**

The board of directors of the City National Bank and Trust Company of Chicago, at its regular March meeting declared a dividend of 45 cents per share of stock, payable on May 1, 1952, to shareholders of record at the close of business on Monday, April 21, 1952.

**Bank Women**

The annual convention of Association of Bank Women will be held at the Hotel Dennis, Atlantic City, New Jersey, September 25th to 28th, as announced by President Nancye B. Staub. This association is the only national organization of women bankers.

Sara Baylis Johnson, director of public relations and a director of the Bank of Rockville Centre Trust Company, Rockville Centre, New York, has been named general convention chairman by President Staub.



**Need help in WISCONSIN?**

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

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

Established in 1853, this bank is the largest in the state . . . long high on the list of the largest banks in America . . . with unparalleled correspondent contacts throughout Wisconsin.



Member of  
the Federal Deposit  
Insurance Corporation

**FIRST WISCONSIN  
NATIONAL BANK  
OF MILWAUKEE**

## How Veterans Can Be Helped To Secure Sound Farm Financing

(Continued from page 19)

tration, professors of farm management in the Extension Department of Agricultural Schools, economists, secretaries of state bankers associations, lenders—including both bankers and Production Credit Association secretaries—and veterans engaged in farming with the assistance of G.I. loans.

In obtaining this information and making these contacts, trips have been made to Ames, Iowa; Columbia and St. Louis, Missouri; Omaha and Lincoln, Nebraska; Minneapolis and St. Paul, Minnesota; Wichita, Kansas, and the Central States School of Banking at the State University, Madison, Wisconsin.

**3.** It is recognized that the present demand for farm loans is on the decline for the following reasons:

- A. Four years have elapsed since the occasion of hostilities on July 25, 1947. Many farm-minded veterans have already made their start in farming and have either become established with the aid of a G.I. loan or a conventional loan.
- B. Present lack of interest on the part of lenders because of advancing interest rates and a general tightening up of money due to an over-extended credit position in the case of many lenders.
- C. Lenders, along with the general public, have become accustomed to young men going into the serv-

ice and the patriotic incentive to be helpful has about disappeared. Business reasons predominate in the making of loans.

- D. As of July 25, 1951, there had been 61,546 farm loans approved in the total amount of \$237,887,104. As of the same date, 2,717,000 loans of all types had been approved in the total amount of \$15,912,783,238, farm loans representing 2.3 per cent of this total. **While approximately 17.5 per cent of eligible veterans have made loans under the program, only .4 per cent have made farm loans. In five midwest states in the corn belt the number of farm loans made is equal to 2.1 per cent of the total number of farming units.**

The relationship of loans paid in full to loans closed, indicates that 36.5 per cent of all farm loans have been paid in full. At the close of 1945 claims paid equaled 1 per cent of loans closed. As of July 25, 1951, this relationship had increased to 2.5 per cent.

While the volume trend is definitely down, it would appear that only a small percentage of veteran farmers have been able to make use of the G.I. farm loan. In some localities they have been made conventional loans with a co-signer on the note. Many of these veterans have prospered and will have their entire entitlement available for the purchase of a farm.

It is apparent that the farm loan under this program has future possibilities provided better cooperation can be obtained through private lenders.

**4.** There are two distinct types of farm credit—**personal property farm loans** and **real estate loans**, both of which are eligible under the act. Recommendations will be made first on personal property loans, which type is in greater volume and presents more problems, both from a credit and operating standpoint, than real estate loans, which will be dealt with separately.

- A. Personal property farm loans are made largely through country banks and Production Credit Associations, both supervised lenders. A recent report of the Bureau of Agricultural Economics states that commercial banks account for three-fourths of the entire short-term farm debt, which has more than doubled since 1945. Production Credit Associations are probably the next largest supervised source for this type of credit. They have not participated in the program as generally as country banks for the reason that their general custom and practice is to make loans for one year and then renew the loan, based on a pre-arranged repayment schedule.

### Summary Personal Property Loans

**1.** Lenders are not acquainted with possibilities as to rate of interest and security under the insured credit plan of operation. Fuller participation would have been obtained had a better job of education been performed in the earlier stages of the program. The potential would be materially increased should Korean war veterans be included under the benefits of the act.

**2. Interest Rates.** The interest rate is not commensurate with the work and supervision required. Should be increased to 5 per cent. This would involve a legal enactment.

**3. Guaranty.** The guaranty is not adequate as related to present costs. Should be increased to \$4,000. This would involve legal enactment.

**4. Appraisals.** The appraisal method is satisfactory.

**5. Forms.** Forms and paper work are in the main satisfactory. A few changes in forms are suggested.

**6. Permissible Charges.** To gain the objectives of fuller participation and better supervision, two changes are recommended:

- (a) Allow the lender to make a flat charge of 1 per cent of the

# Vacation

WITH THE CHILDREN

AT BEAUTIFUL

# Ellenor Village

DAYTONA BEACH, FLA



You should enjoy the luxury of this five million dollar vacation paradise . . . hundreds of gorgeous acres and palm trees . . . on the ocean between Ormond and Daytona Beach.

Complete resort facilities . . . recreations, amusements and gorgeous sightseeing.



ONLY

## \$49<sup>50</sup>

PER WEEK

THE WORLD'S LARGEST FAMILY RESORT

DAYTONA BEACH,

# FLORIDA

amount of loan at the time of closing.

- (b) Permit an inspection charge of \$15 or one-half of 1 per cent of unpaid balance of loan, whichever is greater. This would involve a change in regulations.

**7. Reporting of Defaults.** Require that defaults be reported within 30 days in the case of loans where payments become due not more frequently than six months. This would involve a change in regulations.

**8. Maturity.** Reduce maximum maturity to five years. This would involve a change in regulations.

**9. Guaranty Commitment for Operating Loans.** The plan contemplates:

- (a) Reservation of entire entitlement in name of lender.  
 (b) Prior approval of an application to finance a veteran, based on a farm plan.  
 (c) Liquidation of the debt from farm income over a definite period as a foundation for future independent operation by the veteran farmer.

#### Summary Real Estate Mortgage Loans

**1. Source of Credit.** Insurance companies and commercial banks are the main sources of credit. Insurance companies appear to be making a better type of loan than the local banker. An insurance company loan is generally on a self-sustaining farm with adequate cash payment to back up the guaranty. The local bank is more inclined to make loans on non-economic units, often for part-time operations, due perhaps to inadequate size of guaranty and local pressure.

**2. Interest Rate.** While not in line with present yields, it is believed that this condition may adjust itself, and no change in rate is recommended.

**3. Guaranty.** Increase the maximum available to \$8,000—leave the guaranty at 50 per cent. This would involve a legal enactment.

**4. Permissible Fees and Charges.** Make permissible a flat charge of 1 per cent of the amount of loan or \$50, whichever is greater. This would involve a change in regulations.

**5. Processing and Forms.** Satisfactory, with a few minor changes to forms.

**6. Appraisal.** Present plan satisfactory, with emphasis placed on obtaining qualified farm appraisers.

**7. Defaults and Claims.** Require reporting of defaults within 30 days on any loan calling for payments in periods of not less than six months.

In making suggestions and recommendations, it is not intended to create the impression that the farm loan program is not working satisfactorily at the present time.

The present status of the program and changed economic conditions make it advisable that certain changes be made if the program of farm loans to veterans is to meet its full objective, throughout the remaining six years of operation.—The End.

#### New Director

B. E. Kinney, president of The H. D. Lee Company, was elected a member of the board of directors of City National Bank and Trust Company, Kansas City, by the bank's stockholders. Mr. Kinney takes the place on the board left vacant by the death of R. B. Gaywood, who was president of the Lee Company.

Mr. Kinney has been with the Lee Company 33 years, having gone to work there after his discharge as a lieutenant of infantry in 1919. He has served several terms as president and chairman of the board of the Union Garment Manufacturers Association of America.

#### Officers Named

At a meeting of the board of directors of The National City Bank of New York, Gaillard B. Smith was appointed an assistant vice president, and B. Douglas Hill was appointed an assistant cashier. Mr. Smith will be located at the Head Office and Mr. Hill in the middle western district.



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

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

*Your Inquiry Will Receive Prompt Attention*

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

*Members, Federal Deposit Insurance Corporation*

## Two Directors

Following the meeting of the board of directors of The Inter-State National Bank, Kansas City, David T. Beals, president, announced the election of Dr. Franklin Murphy, chancellor of the University of Kansas at Lawrence, Kansas, and Robert W. Wagstaff, executive vice president of The Vendo Company of Kansas City, Missouri, as directors.

## Building Changes

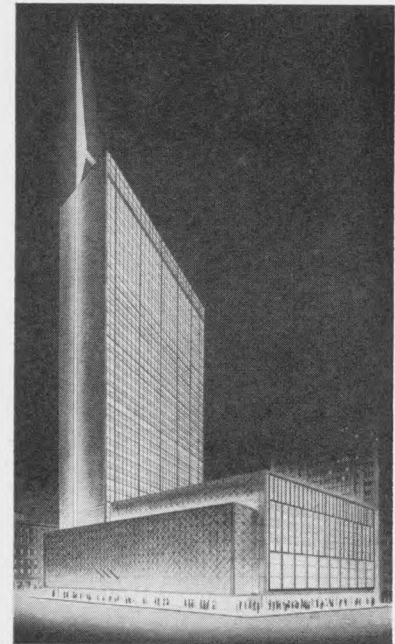
Certain changes in the new Republic National Bank Building in Dallas have

been announced by Fred F. Florence, president of the Republic Bank.

Two additional floors have been added to the section facing Pacific and Ervay Streets and other changes made in the exterior appearance of the building base, all of which adds materially to the beauty of the structure, and will further enhance its place in the already impressive Dallas skyline. Floor space has been increased to 822,000 square feet and will enable the bank to expand facilities as future needs arise.

The first structural steel for the new

building has been placed into position by the American Bridge Company, subsidiary of the U. S. Steel Corpora-



What the new building of the Republic National Bank will look like when completed. Several changes have been made from the original plans.

tion. Some 3,000 tons will be used for the four basement levels, and it is expected that this phase of construction will be completed on or about May 1st.

**Complete facilities for Correspondents**

assure you of prompt, efficient handling of every type of banking transaction. Our extensive services are at the disposal of all banks.

**CITY NATIONAL BANK**  
**AND TRUST COMPANY of Chicago**

208 SOUTH LA SALLE STREET

(MEMBER FEDERAL DEPOSIT INSURANCE CORP.)



## BANKERS YOU KNOW

(Continued from page 22)

tremendous and his daily business schedule would break the back of any ordinary man, L. M. takes time for personal service in the general welfare. He is either an officer, director, or member of more than fifty different business, civic, and social enterprises and activities, which gives some idea of his untiring performance in the realms of public service.

A tremendously modest man, and one who insists on minimizing his many abilities, L. M. Giannini has one particular accomplishment that is outstanding—his ability as a banker. For many years, while his father, A. P. Giannini, was the field general, L. M. was the chief of staff, the planner and strategist, making up the perfect team. When he assumed the presidency of the Bank of America early in 1936 he assumed full leadership more and more. For the past ten years, the period of the greatest and most impressive growth of the Bank of America, L. M. has been the leader of an earnest and efficient organization. At any gathering of employes his appearance is inspiring, his word is magic.

"FOR THE TIME OF YOUR LIFE"

# Hotel Biloxi

Biloxi, Mississippi • Directly on the Gulf of Mexico

Plan to spend carefree days this winter at Hotel Biloxi a year 'round vacation resort. Every resort activity is here to enjoy, plus splendid accommodations and excellent food.

COLONIAL ROOM for your dining pleasure.  
CREOLE ROOM for nightly dancing.

AMPLE PARKING AREA—GULF COAST RENT-A-CAR at Hotel.

AMERICAN PLAN WEEKLY RATES,  
including all meals, per person, 2 in a room, from

EUROPEAN PLAN, from \$4 Single, \$6 Double

FOR RESERVATION INFORMATION  
See your Travel Agent or write direct for folder X.  
Louis P. Woods, Mng. Dir., Hotel Biloxi,  
Biloxi, Miss.

DELIGHTFUL FOR HONEYMOONERS

**\$5250**

Northwestern Banker, April, 1952



# Money Seeking Investment Continues to Flow

**Good Portfolio Strategy Suggests Going Slow on Long-Term Purchases, in Order to Take Advantage of Periodic Rising Yields**

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

ALTHOUGH investment money keeps piling up at an increasing rate, and although some slackening of business activity is visible as well as the end of shortages in certain key materials, the bond market's reflection of these bullish factors is inconstant. Regardless of the pull of certain economic cross currents, the run of the money tide at the moment still tends toward higher yields. Delayed-action repercussions of inflationary kind lurk in the defense spending that lies ahead; and the international commitments of United States capital for export remain a serious challenge to our money market for a period whose end cannot be foreseen.

## Rising Yields

Nevertheless, money seeking investment in prime corporate and other risks is flowing at such a rate that any momentary lull in capital requisitions brings reaction at once in a settling of yields. This happened in the "January reinvestment demand," which, while holding over, is no longer equal to the new issue coming to market. For the present, it would seem to be good portfolio strategy not to be stampered into long-term purchases during such market lulls, but instead to take full advantage of the rising yields likely to accompany the recurring periods of new-issue congestion that still seems to be ahead. The month of March is a good instance of such congestion.

Facing the spring of 1952, the primary market for new corporate securities must cope with the heaviest requisitions for new capital since the Federal Reserve System last spring unpegged the market for government securities. More than \$1,000,000,000, including the March total, is to be raised on bond issues by the summer and upwards of \$200,000,000 by the sale of



new common and preferred stock. This aggregate includes, of course, the \$550,000,000 issue of American Telephone and Telegraph debentures on which the company stockholders will vote this month.

## Private Placements

As for private placement accommodations, insurance companies, with a backlog of \$4,500,000,000 of lending commitments at the beginning of the year, are making further new commitments at the rate of \$700,000,000 a month. Indications are that the present backlog may be shrunken by take-downs of about \$3,000,000,000 by the end of June. All this means that insurance companies in general are under no compulsion to accept the yields designated for debt issues being offered publicly; in fact, the top-ranking companies are out of the market altogether. The competition between the public and private markets for institutional money was brought into relief when the Marshall Field Company missed

the new-year reinvestment market for a public issue of \$15,000,000 of convertible preferred stock, but got accommodation in a private placement of long-term debt of twice the amount on a 3¾ per cent interest basis.

## Utilities

The rise of public market yields in the face of the big capital requisitions was reflected strikingly in the pricing of a succession of major negotiated underwritings of industrial debt securities that reached the market early in March. For \$25,000,000 of AA-rated Interstate Oil Pipe Line bonds, underwriters designated a yield of 3.14 per cent; for \$50,000,000 of A-rated American Tobacco Company debentures, 3.31 per cent; for \$25,000,000 of AA-rated Inland Steel Company mortgage bonds, 3.20 per cent; and for \$10,000,000 of A-rated United Biscuit Company obligations, 3.22 per cent. Banking syndicates bidding for public utility issues took the cut, with the result that yields of all grades of prime utility new-issue risks rose in the first weeks of March by ⅛ of 1 per cent to ¼ of 1 per cent. The yields in the secondary market, which tend to trail those of the new-issue market, gave ground, too, but only slightly compared with the new issues.

## New Experience

This abrupt zigzagging of corporate yields in response to bulges in the supply of or in the demand for investments is something of a new experience for the postwar market to cope with. However tempting to market clairvoyants, the abrupt movement of yields upward or downward need not carry at all any preview of a new secular trend. It may well be that the current sensitivity only stems from the fact that the Federal Reserve System is no longer underpinning the bond market with its vast resources. In time, the new sensitivity may be re-

garded as a normal symptom of true "stability" instead of "instability." The change from the "fixed stability"—or, to state it correctly, the fixity—of the past decade is not easy to get used to.

### Treasury Cautious

The inconclusiveness of the capital market's present status was reflected in the cautious approach of the Treasury to its major spring financing problem. Option to call \$6,335,000,000 of 2 per cent bonds on June 15 was passed up, as the market had expected; but the Treasury decided, too, not to call \$1,500,000,000 of 2¼ per cent bonds of 1955-1952. This marked the first time that a callable bond bearing interest of more than 2 per cent had been let run since the war's end. More significant, however, was the parallel decision of the Treasury to refund \$1,023,568,350 of 2½ per cent bonds called for payment March 15 into 2¾ per cent bonds payable in seven years and callable in five. This marked the first issue of marketable bonds by the Treasury since 1945.

The decision to issue a new marketable bond was taken to reflect the continued tenure of the Treasury-Federal Reserve accord, which has just had its first anniversary. Possibly, it reflected a wish to test the receptiveness of the market to a new supply of intermediate term investments of bank-eligible kind. If so, the timing was handicapped because its success as an exchange offer would be necessarily clouded by the concurrent money pinch of the year's major tax period. Corporations holding the called bonds as a source of March 15 tax money would be called on to leave the funds invested instead in a security having a minimum term of five years.

The refinancing was successful in the sense that 91 per cent of the called 2½s were exchanged, but this outcome was due only to the fact that the Federal Reserve entered the market and bought \$292,000,000 of the exchangeable bonds which were offered to the market by corporations and other investors preferring cash. Marketwise, the 2 per cent interest rate represented generous terms, and the exchange "rights value" that at once accrued to the called bonds was in itself an incentive for corporations and other short-term investors to sell out the old issue at the premium developed by its exchange privilege.

But regardless of how the market test was handicapped by the coincidence of the March 15 tax squeeze, the fact that 40 per cent of the called bonds were not willingly turned in by private investors for the new 2¾s hardly bespeaks any great hunger for the type of security which the Treasury saw fit to offer. A concurrent offer of new eleven-and-one-half-month certificates of indebtedness in exchange for \$9,524,000,000 of maturing certificates resulted in 93 per cent of the issue being turned in, with the Federal's share totaling \$3,817,000,000, of which \$657,000,000 was bought in the open market from investors after the terms of the exchange were announced.

### Deficit Financing a Guess

The prospect of substantial new deficit financing by the Treasury either before or after the end of the fiscal period on June 30 continues to provoke much conjecture, even though the factors on which such need for money would rest—namely, the aggregate of spring tax collections and the rate of speed-up in defense spending—cannot

be surmised reliably at this time. Barring an unexpected relaxation in international tension, the hunch persists that the Treasury cannot long delay beyond the summer big requisitions on the market. Unless a softening of the internal economic structure should by that time set in measurably, driving bond prices up and yields down, it is not likely that the Treasury to start with, will venture beyond the augmented sale of discount bills—both tax anticipation bills and otherwise—to raise what new funds may be needed. There is plenty to suggest that the Treasury and the Federal Reserve are not convinced that the present hardening of money cost will have a tenure long enough to make the Treasury borrow substantially new funds in the long-term market at the 3 per cent money cost which a projection of present market conditions would at the least require.—The End.

### NEWS AND VIEWS

(Continued from page 18)

When traffic did begin to pass through the canal, excellent banking facilities were found at each end of the canal, which was first blueprinted in almost its exact present form by Balboa in 1515 A.D. The National City Bank of New York maintains three branches there, one in the city of Panama, one at the Atlantic terminus of the canal, Cristobal, and one at the Pacific terminus, Balboa. **Leigh R. Cramer**, city of Panama branch manager, heads the Isthmian branch operations.

\* \* \*

San Francisco's oldest bank, indeed the oldest in the west, celebrated 100 unbroken years of banking last month. **Wells Fargo Bank & Union Trust Company**, standing at the head of Montgomery Street, only a few blocks south of the shuttered, red brick building it occupied in 1852, was founded as Wells Fargo & Company, Banking and Express.

From the first, Wells Fargo played a leading part in the commercial development of the west. With its express business, Wells Fargo carried

#### MUTUAL INVESTMENT FUNDS

*Investors* **MUTUAL**

*Investors* **STOCK FUND**

*Investors* **SELECTIVE FUND**

#### FACE-AMOUNT CERTIFICATE COMPANY

*Investors* **SYNDICATE OF AMERICA**

☆

*Prospectuses of these companies available at offices in 148 principal cities of the United States or from the national distributor and investment manager.*

*Investors* **DIVERSIFIED SERVICES, INC.**

Established 1894

MINNEAPOLIS 2, MINNESOTA

#### Oldest in Des Moines

Your Savings Account  
Now Insured Up To  
**\$10,000**

By Federal Savings & Loan  
Insurance Corporation

**Des Moines Building-Loan &  
Savings Association**

ELMER E. MILLER HUBERT E. JAMES  
Pres. and Secy. Vice President

210 6th Ave.

Dial 2-8303

precious metals, mail, freight and passengers between San Francisco and the gold and silver "diggin's," wherever they were.

**I. W. Hellman**, a grandson of **Isaias W. Hellman**, became the 15th president of Wells Fargo Bank in October, 1943, carrying forward a family tradition of banking begun in 1868.—The End.

### National Cash Register

Commenting on the activities of the National Cash Register Company of Dayton, Ohio, an article in a recent issue of Investor's Reader, house organ of Merrill Lynch, Pierce, Fenner & Beane, reads in part:

Along with a Singer sewing machine and Coca-Cola, a National cash register ranks among the most widely used U. S. products in the world. From busy department stores in New York and Paris to outlying trading posts in Laborador and Rhodesia, the registers of National ring up sales in 92 countries.

While the registers record everything from Thai bahts and Japanese yen to British shillings and Austrian schillings, they all help ring up dollars for the National Cash Register Company of Dayton, Ohio, its 15,000 stockholders and its 33,000 employes throughout the world. Last year NCR (the company uses this symbol but on the Big Board it is just NC so the ticker can move faster) racked up worldwide sales of \$212,000,000. These shattered the former record of \$170,000,000 in 1950 and dwarfed the prewar peak of \$58,000,000 in 1929. Overseas sales contributed \$68,000,000 to 1951 sales v. \$46,000,000 in 1950 and \$23,000,000 prewar.

Despite the company's name, cash registers are only one component of this mighty volume. NCR started to branch into accounting and bookkeeping machines 30 years ago. Now these billing, pay roll, bank posting, etc., machines account for about 40 per cent of all sales and most NCR men think the accounting machines will eventually be the company's biggest

item. NCR has also entered the adding machine business, which represents around 5 per cent of total operations but is growing.

### Prospects Good

For 1952 as a whole, "export trade should continue in good volume and may run moderately ahead of last years," says the Bank of Montreal in its Business Review, devoted to an analysis of Canada's trade picture for 1951 and the prospects for the year ahead. While pointing to "elements of uncertainty," the Bank of Montreal regards it as probable that "Canada's over-all deficit in trade goods and services should this year be measurably smaller than in the year passed."

The first half of 1951 began, the bank recalls, with the unexpected reappearance of a "very large adverse balance of commodity trade with our nearest neighbor." But, in the second half of the year, the merchandise deficit in trade with the U.S.A. "narrowed rapidly" and "exports to all countries ran substantially in excess of total imports, thus completely reversing the earlier and rather disturbing picture."

The sharp reversal of the balance of trade with all countries was caused, in large measure, the Bank of Montreal states, by a "further upturn in an already rising export curve" and by a "clearly defined break in the formerly buoyant course of imports." This improved trade balance accounted, in part, for the gradual strengthening of the Canadian dollar in the second half of the year.

WAYNE HUMMER & Co.  
CHICAGO

MEMBERS  
NEW YORK STOCK EXCHANGE

## FIRST OF IOWA CORPORATION

IOWA AND GENERAL MARKET MUNICIPALS  
PUBLIC UTILITY, INDUSTRIAL AND RAILROAD SECURITIES  
IOWA CORPORATE SECURITIES

UNDERWRITERS

DISTRIBUTORS

200 EQUITABLE BUILDING

DES MOINES 9, IOWA

Phone 4-7158

*We offer  
for sale  
the notes of  
these  
representative  
finance  
companies*

**Aid Investment & Discount, Inc.**  
*Akron, Ohio*

**Automobile Banking Corporation**  
*Philadelphia*

**Bilderback Inv. Trust**  
*Champaign, Ill.*

**S. W. Coe & Company**  
*Springfield, Illinois*

**Colonial Finance Company**  
*Lima, Ohio*

**Commerce Acceptance Co.**  
*Atchison, Kansas*

**Commercial Discount Corporation**  
*Chicago*

**Consolidated Finance Corp.**  
*Indianapolis, Ind.*

**Contract Purchase Corporation**  
*Detroit*

**Interstate Finance Corporation**  
*Dubuque, Iowa*

**Interstate Securities Company**  
*Kansas City, Mo.*

**Mercantile Acceptance Corporation**  
*San Francisco*

**Mercantile Discount Corporation**  
*Chicago*

**Merchants Acceptance Co.**  
*Chicago*

**Mossler Acceptance Co.**  
*Houston, Texas*

**National Discount Corporation**  
*South Bend*

**North American Acceptance Corporation**  
*Chicago*

**Northern Illinois Corporation**  
*De Kalb, Ill.*

**Securities Acceptance Corporation**  
*Omaha*

**Winter & Hirsch, Incorporated**  
*Chicago*

**ASHWELL  
& COMPANY**

176 WEST ADAMS STREET  
CHICAGO, ILL.

Commercial Paper Collateral Loans

Northwestern Banker, April, 1952

Another valuable service  
for Recordak users . . .

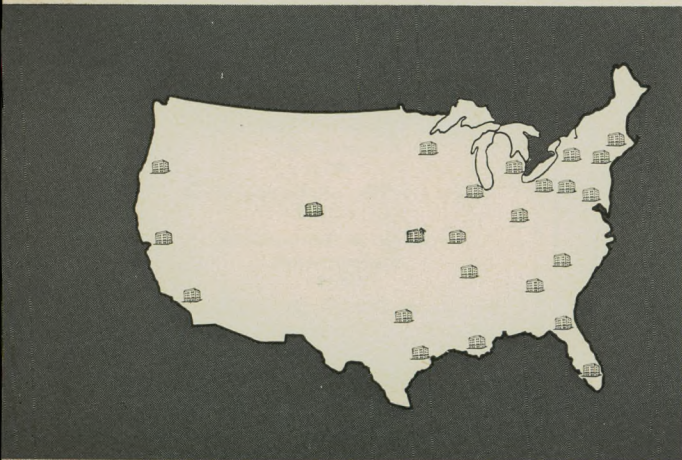
# Lost transit letters

EVERY DAY you face the possibility of losing your transit letters en route to out-of-town banks. But you'll be able to take all such losses *without a loss* . . . when you have Recordak microfilm copies.

From these photographically accurate and complete records, Recordak will produce facsimiles which will be honored in lieu of the original checks. And the job will be done promptly . . . free of charge—in accordance with Recordak's established policy covering all transit items lost or destroyed en route.



**1. When transit letters are reported lost or destroyed en route, simply send your Recordak Microfilms to the nearest Recordak Processing Center—and relax.**



**2. Recordak maintains 24 strategically located Film Processing Centers . . . where skilled technicians work with specially designed professional equipment. Your assurance of prompt service . . . top-quality results.**



**3. In short order** you'll receive photographically accurate and complete facsimiles of the lost transit items . . . will be able to send out a duplicate transit letter in the next mail.

Thus, you'll save time, effort, dollars . . . and spare your depositors considerable inconvenience.

*replaced promptly...  
free of charge*



Facsimiles are produced from Recordak microfilm copies.



Write today for a free copy of "In Bank After Bank After Bank." It gives details on Recordak services and systems . . . and the complete line of Recordak Microfilmers now offered on an attractive purchase or rental basis. Recordak Corporation (Subsidiary of Eastman Kodak Company), 444 Madison Ave., New York 22, N. Y.

**RECORDAK**

(Subsidiary of Eastman Kodak Company)

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

"Recordak" is a trade-mark

# INSURANCE

## Selling Ideas for Banker Agents

### Insure Valuable Records

**B**ERNARD C. McMULLEN, superintendent in the Employers' Group home office burglary and plate glass department, relates in *The Employers' Pioneer* the story of how one of their agents showed an architect friend what a loss it would be if his expensive plans and drawings for a big project were lost or destroyed. He points out other prospects:

Architects aren't the only ones who



Nowadays, there are all kinds of valuable papers around, particularly with reactivation of defense plants.

need coverage against destruction of valuable papers. "Valuable papers" as used in the policy can mean books, records, maps, drawings, abstracts, deeds, mortgages, manuscripts, documents and similar written, printed or otherwise incised papers and documents used by the insured in his business.

Even a quick review of your clients will indicate whether or not among them is a prospect or two for a destruction of valuable papers policy.

"We microfilm our records and important documents," some of them might object.

A corporation official, for example, said to one agent, "If these books are lost, we have photographic copies which will enable us to reproduce them."

"How much will it cost you to do this? Do you have insurance for that?" the agent asked.

The official had to admit that he hadn't thought about that particular angle. He further admitted that reproducing the books even from photographic copies would run into considerable money.

Microfilming, photocopying, or reproducing drawings, documents, maps, etc., by any other method, does not provide the complete protection many a client should have. Of course, any such method of retaining a record is invaluable. But once the originals are lost, reproducing a duplicate set of plans from photocopies, for instance, can be a costly job. With a destruction of valuable papers policy, however, an insured who has microfilmed his records is sure at least of having his records reproduced at no cost to him if they should be destroyed.

Such a policy can come in very handy. It provides coverage for all loss, or destruction of, or damage to valuable papers while they are within the insured's premises. There is, however, a war exclusion clause that should be pointed out. A good selling point though is that coverage is also provided when because of imminent danger of their destruction, such papers are removed to a safer place. Outside premises coverage is also available.

Nowadays there are all kinds of valuable papers around, particularly with the reactivation of defense industries. There are government offices, defense projects, engineering concerns, shipbuilders and many others who handle valuable papers. There are manufacturers working on defense projects. It's a field worth looking into as far as the destruction of valuable papers policy is concerned.

### Sales Message For Business Firms

A brief, descriptive message of an important line of commercial coverage for your customers is suggested by *Travelers' Protection* in this fashion:

A pound of paper was picked at random from the accounts receivable ledger of an appliance distributor.

A few seconds with an adding machine disclosed that the sheets in the pile recorded open accounts worth \$94,226.53 to this business.

A pound of your ledger sheets might not represent this much — or they might represent a lot more. But we believe you'll agree that—pound for pound—your accounts receivable ledger is the most valuable paper your business owns.

It is a source of ready cash—an assurance that you'll be able to keep on doing business. And if these records should be destroyed by fire, flood, explosion, or lost through burglary or theft, your business would be in a tough spot.

You need never run that risk. Ask us about Accounts Receivable Insurance.

### Increase Limits On Auto Policies

Ways agents can help offset the bad experience in auto lines are outlined in *American Arrow* by the American Casualty Company of Reading, Pennsylvania:

It is one of the more irritating aspects of the insurance business that the line which produces the greatest volume with the least effort is one which at best permits the industry to break even, and more frequently yet, shows up in the form of ominous red figures on the balance sheets.

It happens, however, that it is within the province of every agent to do his part in making automobile cover-

Scarborough's Loss Prevention program will save your bank many headaches and many dollars. It is yours along with the broadest protection at the lowest cost.



**Scarborough & Company** Insurance Counselors to Banks

FIRST NATIONAL BANK BUILDING • CHICAGO 3, ILLINOIS • STate 2-4325

age at least moderately profitable, by doing these four things:

1. Consider limits of \$10/20 as the minimum standard limits on any private passenger or commercial car.
2. Consider \$500 medical payments as the minimum which you will write.
3. Sell still higher limits whenever possible: i.e., \$25/50; \$50/100 and \$100/300. The added cost is negligible.



Stretch the auto premium dollar with these four steps.

High limits are particularly important to the man who has a big bank account and considerable property. He is always a target for an inflated damage award.

4. In those states where permissible, write automobile liability coverage on the "comprehensive" (CP) form . . . or in areas where the CP policy is not available, furnish comprehensive personal coverage on a separate policy.

No agent would dream of suggesting a \$2,500/5,000 automobile liability policy to a client today, even if it were available. Yet, in effect, that's exactly what you do every time you renew or write a new auto policy with \$5/10 limits. It gives just exactly half the protection the same policy did five years ago!

## Personal Notes Lend Informality

A word in behalf of the informal note, and its value to you, comes from Ohio Casualty *Pointers*:

Students of the technique of direct-mail promotion have learned that an informal note, written on a sheet from a scratch pad, often produces better results than the more formal and lengthier letter. For example, a pencilled note like this, clipped to a pamphlet or to a medical payments or similar broadening endorsement:

*JIM: You need this. Please call me if you'd like to discuss it.—  
JOE.*

## Three Ideas To Boost Agency

Here are three ways that local agencies are increasing their service or premium volume, as related by The Maryland Casualty Company, in *The Marylander*:

**1. Looking for a way to increase automobile B.I. limits?** When 200 of his auto policyholders overlooked his recommendation that they increase their limits, Neal Morgan of Heflin, Alabama, mailed an explanatory letter and an endorsement increasing their limits to \$10/25,000. In only two cases did he receive objections, and many of his clients thanked him personally for taking care of their interests.

**2. Thanking your clients** for their business brings big returns. Whenever he sells a policy, M. R. Rankin of Decatur, Alabama, sends each policyholder a blotter with the message: "Thank

you. We believe it is good business for you to place all your insurance in the hands of one agent, and naturally we hope that agent will be us. Thank you for your business."

**3. Have you ever had trouble understanding a client** as he tries to explain an automobile accident? George F. Bacon and Harry Hasler of the Bacon-Hasler Company of El Dorado, Kansas, solved the problem by painting the top of their counter to resemble street and highway intersections and then purchasing several toy automobiles. Now their clients can show as well as tell them how any auto accident occurred.



## LARGER INCOME FOR ALL BANKERS

Yes, there is **EXTRA MONEY** for you as a banker if you will look into our plans especially designed to help your customers.

Hardly a day will go by that you will not have the opportunity to provide extra service and counsel to the people of your community resulting in **LARGER INCOME** for you.

Lots of bankers are providing this service to their customers right now. Why can't you?

Learn the facts about how easy it is to earn a **LARGER INCOME** by writing to Charles Hoffman, Director of Agencies. This is worth doing **TODAY**.

**FARMERS LIFE  
INSURANCE COMPANY**  
1922 Ingersoll, Des Moines, Ia.

Recommended by Best's and Dunn's Insurance Reports


# Strength



... the TYPE THAT BANKERS RECOGNIZE!


Bankers who are leaders in hundreds of prosperous communities throughout the entire western half of the nation, voice their approval of National Reserve Life's result producing "Banker's Plan." These men recognize and appreciate the strength and stability of our company.

Write today . . . for complete details on how our "Banker's Plan" can produce profits for you. Be affiliated with National Reserve Life . . . the company that's marching forward with the greatest expansion program in our history!



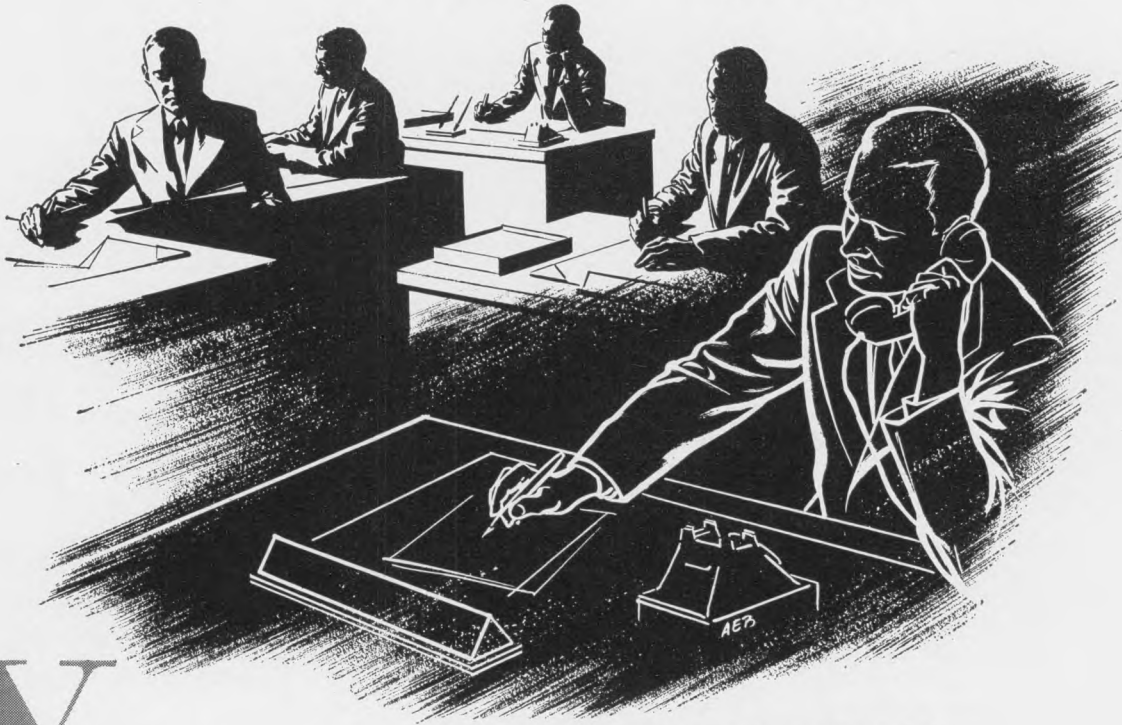
**NATIONAL RESERVE  
LIFE INSURANCE COMPANY**

TOPEKA • SIOUX FALLS



Operating in one of the greatest new wealth producing areas in the United States Where the spirit of the pioneer still prevails

**O**n our payroll,  
but he works for you . . .



# Y

our man at the **IRVING**

*Here's your man . . . and the district he serves:*

NORTHEAST:	WILLIAM F. DOYLE, <i>Vice President</i> C. ALBERT ROLLENHAGEN, <i>Asst. Vice President</i> DAVID K. DARCY, JR., <i>Asst. Secretary</i>
CENTRAL STATES:	SIDNEY W. COE, <i>Vice President</i> DOUGLAS E. MCNAMARA, <i>Vice President</i> JOHN J. MCSORLEY, <i>Asst. Vice President</i> JOHN W. CREIGHTON, <i>Asst. Secretary</i> CHARLES W. HAGGERTY, <i>Representative</i>
WEST:	WILLIAM FEICK, <i>Vice President</i> H. MILLER LAWDER, <i>Vice President</i>
SOUTHEAST:	JOSEPH S. MOSS, JR., <i>Vice President</i> GEORGE W. DIETZ, <i>Asst. Vice President</i> NICHOLAS USTIN, <i>Representative</i>
SOUTHWEST:	MAURICE C. THOMPSON, <i>Vice President</i> FREDERICK W. BAKER, <i>Asst. Vice President</i>

knows your needs, sees from your point of view. At his command are world-wide resources and services to build additional income and good will for you. Consider the Irving representatives who cover your territory as members of your own staff, always ready to assist—whether in the smallest details or in projects of major importance.

## IRVING TRUST COMPANY

ONE WALL STREET • NEW YORK 15, N. Y.

*Capital Funds over \$120,000,000*  
*Total Resources over \$1,300,000,000*

WILLIAM N. ENSTROM, *Chairman of the Board*  
RICHARD H. WEST, *President*

Domestic Banking Division  
NOLAN HARRIGAN, *Senior Vice President in charge*

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, April, 1952





**S. J. KRYSKO**  
President  
Winona

## Minnesota NEWS



**FLOYD W. LARSON**  
Secretary  
Minneapolis

### New Management

The State Bank of Buffalo Lake, Minnesota, is now under new management. Officers are H. L. Funk, president; Helen Funk, vice president; H. C. Slagerman, cashier; Floyd Schraan and Ruth Walter, assistant cashiers; Bea Kingsburg, teller, and Norine Blaesing, bookkeeper.

The new president is well known as an auctioneer; Mr. Slagerman of Stephen, Minnesota has been in banking for over 20 years and will move to Buffalo Lake at a later date. Mr. Schraan is a Buffalo insurance man.

After being associated with the State Bank for over 50 years, H. G. Eiselein and F. N. Prelvitz are retiring, having sold their stock to Funk and Slagerman. Some changes in fixtures and lobby arrangements will be made from time to time.

Both Mr. Eiselein and Mr. Prelvitz are now on extended vacations. Mr. Eiselein is also president of the Currie, Minnesota, State Bank, and will continue to maintain his interest in that institution.

### Named Director

Adolph Lundin, prominent Mankato, Minnesota, contractor, was elected to the board of directors at the National Bank of Commerce at a board meeting, according to an announcement by F. A. Buscher, president.

Mr. Buscher said in his formal announcement that Lundin's election is a "continuation of the bank's policy of enlarging our board of directors by the addition of local representative business and professional men."

Other Bank of Commerce directors are T. M. Coughlan, Thomas McGovern, Frank A. Landkammer, Harold W. Schmidt, Leas Schwickert, Russell A. Christianson, Neal J. Ryan and Mr. Buscher.

Mr. Buscher also announced that the directors voted to increase the capital account by \$100,000, thus giving the bank a total capital structure in excess of \$500,000.

### 60th Birthday

The 60th anniversary of the founding of the State Bank of Cokato, Minnesota, was observed last month.

The bank first opened its doors for business on March 2, 1892, fourteen years after Cokato was incorporated as a village.

In observance of the anniversary, coffee was served at the bank. The public was invited to inspect the newly completed bookkeeping department.

The observance also marked the 60th anniversary of the insurance department of the bank. Among letters of congratulation received was a message from John Diamond, president of the Insurance Company of North America, in Philadelphia, pointing out that 60 years have passed since the Philadelphia company authorized representatives of the Cokato bank to act as its representatives.

### Alber J. Kehrer

Alber J. Kehrer, 72, Norwood, Minnesota banker 40 years and a member of the school board for 30 years, died recently in the municipal hospital at Glencoe.

He was president of the Citizens State Bank at Norwood.

Surviving are his wife, Margaret; three sons, Fabian and Donald, Norwood, and Ronald, Manhattan Beach, California, and a daughter, Mrs. Wilmer Gillespie, Minneapolis.

### Rates Increased

Higher interest rates will be paid to depositors henceforth at the First National Bank and the First State Bank, in Le Center, Minnesota.

Two per cent interest will be paid on time certificates of deposit running 12 months.

One and one-half per cent will be paid on savings accounts.

### Vacation Tour

Fred W. Potter, executive vice president of the First National Bank, Virginia, Minnesota, and Ralph Lambert, assistant cashier, have been on a month-long trip which took them as far south as Key West, Florida. They visited in Iowa City, Iowa, enroute to New Orleans where they spent some time before continuing around the gulf to St. Petersburg and Miami and then to Key West. Their trip home was through the Great Smokey Mountains.

### Redecorated

The Farmers and Merchants State Bank of New York Mills, Minnesota, has recently undergone a redecorating program. The newly finished work gives the bank a very neat and impressive appearance. The walls have been done in a deep green and the lobby in a deep red. The effect, contrasted by the newly installed, well-lighted windows, is very pleasing.

### On Bank Staff

Chuck Randall, 22, graduate of St. John's University, has become a member of the staff of the First State Bank in Albany, Minnesota. The young banker is a former resident of Little Falls, and moved to Albany recently. He was married in December, 1951, just before receiving his degree in Economics from St. John's.

### Pay More Interest

Agreement to increase the interest rates on time certificates of deposit and savings deposits was reached by the LeSueur, Minnesota, County Bankers association at a meeting held at the Citizens State Bank at Montgomery.

Interest rate on 12-month time certificates was raised to two per cent. On 6-month time certificates the rate was increased to 1½ per cent. The new rate on savings deposits will be 1½ per cent. All have previously been one per cent.

### Contest Winners

The Citizens State Bank of Clara City, Minnesota, has announced the winners of the essay contest which it sponsored.

Winning first prize of \$15 for writing the best paper on the theme, "I Like Clara City Because" was Dale Hayunga. Second prize winner was Ruth Schjeldahl, winning \$10; and third was Shirley Goldenstein, winning \$5.

There were ten prize winners of \$2 each.

### To Remodel

The first steps have been taken in the remodeling project for the Northwestern National Bank in Litchfield, Minnesota. Because of the extent of the remodeling program the concern will move to a new location for 90 days while workmen rush the project along. The bank will do business in the building occupied by the Litchfield Ice Cream company next door to the Super Valu grocery.

**MORE MINNESOTA NEWS  
ON PAGE 48**



## Twin City News

**JULIAN B. BAIRD**, president of the First National Bank of St. Paul, is one of four candidates for election as alumni fellow of the Yale Corporation, according to a recent announcement by Yale University.

Yale alumni will vote by mail ballot. Results will be announced at the alumni reunion in June.

Mr. Baird also is a member of the board of directors of the First Bank Stock Corporation and of the First Trust Company. He also is active in civic work. A 1915 graduate of Yale, he was president of the Northwest Yale Alumni Association in 1946.

\* \* \*

**Richard H. Stebbins**, advertising manager of the Northwestern National Bank of Minneapolis, participated in a recent regional conference of the Financial Public Relations Association at Des Moines. He was chairman of the departmental session on advertising and publicity.

\* \* \*

**Peter D. Esau**, assistant secretary of the Farmers & Mechanics Savings Bank of Minneapolis, was a member of the panel at a National School Savings Forum in New York recently, in connection with the 50th anniversary savings and mortgage conference of the American Bankers Association.

\* \* \*

**Albert J. Kehrer**, president of the Citizens State Bank of Norwood, near Minneapolis, died of a heart attack recently at the age of 72. He had been associated with the bank for 40 years.

**Walter V. Dorle**, president of the Northwestern State Bank of St. Paul and a member of the advisory council of the Northwest Bancorporation, was elected a member of the board of directors of the North Central Life Insurance Company of St. Paul.

\* \* \*

**E. O. Jenkins**, president of the First Bank Stock Corporation, and **Mar guerite A. Ryan** of Minneapolis were married recently. They spent their honeymoon in Chicago, Biloxi, Mississippi, and at the Cloisters, Sea Island, Georgia, and are living at 2837 E. Lake of the Isles Boulevard in Minneapolis.

\* \* \*

**Winston Molander** of the Northwestern National Bank of Minneapolis was one of six persons who took part in a panel discussion at a public forum recently at Macalester College in St. Paul.

\* \* \*

Several St. Paul area bankers are assisting **J. G. Goblisch**, vice president of the First Grand Avenue State Bank of St. Paul, with arrangements for the regional conference of the National Association of Bank Auditors and Comptrollers in St. Paul, May 22nd through 24th. Mr. Goblisch is general chairman.

Assisting are **W. H. Kortum**, vice president of the Western State Bank of St. Paul, finance chairman; **F. W. Manke**, comptroller of the First National Bank of St. Paul, program chairman; **E. J. Haugberg**, assistant auditor of the First National Bank, registration

chairman; **F. L. Paul**, auditor of the First Trust Company, hotel reservations chairman, and **R. A. Johnson**, assistant cashier of the Drovers National Bank of South St. Paul, women's chairman.

\* \* \*

**Charles C. Rieger**, vice president of the Marquette National Bank of Minneapolis and national treasurer of the Independent Bankers Association, died recently at the age of 69.

A vice president of the bank for five years, Mr. Rieger was head of Mar-



CHARLES C. RIEGER

### Hospital and Surgical Insurance for Bankers

Now your preferred risk classification as a Banker makes it possible to include your wife and children at the same LOW RATES.

Room and Board from \$4.00 to \$12.00 per day

Surgical Benefits of \$75.00, \$100.00 or \$125.00

Fee of \$4.00 pays for \$8.00 a day Hospital Policy to Sept. 15, 1952

**Minnesota Commercial Men's Association**  
2550 Pillsbury Ave. So. Minneapolis 4, Minnesota

quette's division of banks and bankers. He formerly was president of the investment house of Rieger, Jensen & Company of Minneapolis and also was previously a vice president of J. M. Dain & Company. He was a member of the Minnesota Bankers Association.

Funeral services were held in Minneapolis.

\* \* \*

**C. E. Johnson**, president of the Empire National Bank of St. Paul, has

been elected to a three-year term as a member of the board of directors of the St. Paul Association of Commerce, starting April 15th.

\* \* \*

**Lyman E. Wakefield, Jr.**, assistant vice president of the First National Bank of Minneapolis, has been elected a vice president of the Minneapolis Chamber of Commerce. Henry T. Rutledge, vice president of the Northwestern National Bank of Minneapolis, is the retiring president of the Chamber.

\* \* \*

**John P. Knutson**, assistant vice president and manager of the credit department, was elected vice president of the Midland National Bank of Minneapolis at a recent meeting of the bank's board of directors.

Mr. Knutson entered the employ of the bank in 1930 and took a leave of absence in 1942 to serve in World War II. He returned to the bank in 1946 and was elected assistant cashier in November of that year. He was placed in charge of the credit department in January, 1950, and was elected an assistant vice president.

He has a graduate certificate from the American Institute of Banking.

\* \* \*

Three Minneapolis bankers have been elected to the board of directors of Downtown Auto Parks, Inc., operators of two open-deck parking garages in downtown Minneapolis.

They are **P. R. Harrison**, real estate officer of the First National Bank of Minneapolis; **Goodrich Lowry**, executive vice president of the Northwestern National Bank of Minneapolis, and **Lyman E. Wakefield, Jr.**, assistant vice president of the First National.

\* \* \*

Officials of Twin Cities banks agree that the voluntary credit restraint program, sponsored by the Federal Reserve Board, achieved its stabilization goals during its first year.

The national program is headed by **Oliver Powell**, former Minneapolis banker and now one of the Federal Reserve board governors. **Julian B. Baird**, president of the First National

Bank of St. Paul, is chairman of the voluntary credit restraint committee in the Ninth Federal Reserve District.

\* \* \*

**Gordon Murray**, president of the First National Bank of Minneapolis, hailed "the first year's experience as a triumph for voluntary restraint."

**J. F. Ringland**, president of the Northwestern National Bank of Minneapolis, said the program "has been an effective instrument in combating inflation."

**Arnulf Ueland**, president of the Midland National Bank of Minneapolis, said voluntary controls have been beneficial to would-be borrowers, even when loan requests are discouraged.

**Russell L. Stotesbery**, president of the Marquette National Bank of Minneapolis, said the program "has done the job of helping to control inflation;

the response has been 100 per cent."

Other St. Paul bankers on the committee included **Rollin O. Bishop**, president of the American National Bank of St. Paul, and **Edward C. Brown**, senior vice president of the First National.

\* \* \*

The Federal Reserve Bank of Minneapolis announces the retirement of **Walter H. Turner**, assistant cashier, because of ill health.

Mr. Turner has been associated with the Reserve Bank since 1916, except for a period of army service during World War I, and has been an officer of the bank since 1942. He intends to make his future home in Van Nuys, California.

\* \* \*

Appointment of **Donald R. Karowski** and **Harry W. Wellner** as assistant

## IOWA MUTUAL INSURANCE COMPANY



An Agency Company

Multiple Lines — Non-Assessable Policies

DeWitt, Iowa

**MEMO**

write wire or phone...  
**CLIFF SOMMER, WALLY  
ENGSTROM or SI OLSON**  
for helpful correspondent  
service.

They're at

**Midland National Bank**  
Minneapolis, Minn.

MEMBER FEDERAL DEPOSIT INSURANCE CORP.

**CANADA'S FIRST BANK**

*Coast-to-Coast*

**BANK OF MONTREAL**



New York - 64 Wall Street Chicago - 27 S. La Salle Street San Francisco - 333 California Street

550 Branches Across Canada • Resources Exceed \$2 Billion

Northwestern Banker, April, 1952

cashiers of the Northwestern State Bank of St. Paul was announced recently.

Mr. Karowski, who joined the bank staff in 1941, has been a note and draft teller for the past three years. Mr. Wellner, with the bank since 1945, has been manager of the bank's installment loan department since 1951.

\* \* \*

Ralph W. Crouley has been named editor of the Marquette, employe house organ of the Marquette National Bank of Minneapolis, according to a recent announcement by Russell L. Stotesbery, president.

He succeeds David E. Alar, assistant cashier, who has left the bank to move

to San Francisco. Mr. Alar had been with the bank since 1946. Mr. Crouley joined Marquette's installment loan department in 1950 and was promoted to assistant cashier in the commercial department last August.

\* \* \*

Barbara Pendleton, assistant cashier of a Kansas City, Missouri, bank and national women's chairman of the American Institute of Banking, was speaker at the annual spring style show and dinner sponsored by the women's division of the St. Paul A.I.B. chapter recently.

Miss Pendleton was guest at a reception at the home of Marguerite Brawley, second vice president of the

St. Paul chapter, who was chairman of arrangements.

\* \* \*

Otto H. Preus, assistant vice president of the Marquette National Bank of Minneapolis, has been elected vice president.

Mr. Preus joined Marquette's department of banks and bankers in 1948



OTTO H. PREUS  
Elected vice president

and in his new senior capacity will continue active in this department.

Prior to joining the bank he was cashier of the State Bank of Cokato, Minnesota, for nine years. He formerly was associated with the Bankers National Bank of Minneapolis and the Payday National Bank. From 1924 to 1933 he served with the Minnesota state banking department.

\* \* \*

Gordon Murray, president of the First National Bank of Minneapolis, has been appointed a member of the Ninth District commercial banking voluntary credit restraint committee. He previously had served as an alternate member.

Rufus W. Hanson, vice president of the First National, has been appointed alternate member.

\* \* \*

John E. Nelson has been elected a mortgage loan officer of the Marquette National Bank of Minneapolis by the bank's board of directors, Russell L. Stotesbery, president, announced recently. Mr. Nelson has been associated with the bank since 1946 as a home loan consultant.

\* \* \*

Henry Verdelin, former Minneapolis banker, has been appointed senior vice president of the San Francisco Bank in San Francisco. Mr. Verdelin now is a vice president of the Mutual Life Insurance Company of New York.

(Turn to page 46, please)

STATEMENT OF CONDITION	
NORTHWEST SECURITY NATIONAL BANK	
of Sioux Falls, South Dakota	
South Dakota's Leading Bank	
December 31, 1951	
<b>R E S O U R C E S</b>	
Cash on Hand, in Federal Reserve Bank, and	
Due from Banks and Bankers.....	\$13,219,830.75
U. S. Government Obligations.....	15,895,064.48
State and Municipal Bonds.....	1,374,016.29
Other Bonds and Securities.....	1,022,233.93
	\$31,511,145.45
Stock in Federal Reserve Bank in Minneapolis.....	45,000.00
Overdrafts .....	8,138.34
Loans and Discounts.....	16,327,955.35
Commodity Credit Corp., Grain Loans.....	50,337.44
Banking Houses, Furniture and Fixtures.....	618,357.42
Includes Banking Houses at Sioux Falls, Brookings, Chamberlain, Dell Rapids, Gregory, Huron and Madison, all clear of encumbrance.	
Interest Earned but Not Collected.....	176,739.12
Customers' Liability on Letters of Credit.....	42,150.00
<b>TOTAL</b> .....	<b>\$48,779,823.12</b>
<b>L I A B I L I T I E S</b>	
Capital Stock—Common .....	\$ 500,000.00
Surplus .....	1,000,000.00
Undivided Profits and General Reserves.....	634,717.93
	\$ 2,134,717.93
Reserve for Interest, Taxes, and Other Expenses.....	362,019.75
Interest Collected but Not Earned.....	148,514.51
Deposits:	
Time .....	\$ 7,848,167.47
Demand .....	37,770,443.44
U. S. War Loan.....	473,810.02
	\$46,092,420.93
Letters of Credit.....	42,150.00
<b>TOTAL</b> .....	<b>\$48,779,823.12</b>
<b>B R A N C H E S A T</b>	
<b>BROOKINGS, CHAMBERLAIN, DELL RAPIDS,</b>	
<b>GREGORY, HURON, MADISON</b>	
Affiliated with Northwest Bancorporation Member Federal Deposit Insurance Corporation	



## South Dakota NEWS

**J. M. PATTON**  
President  
Mitchell

**CARL E. BAHMEIER, JR.**  
Secretary  
Huron



### South Dakotans Attend Clinic

**B**LIZZARD conditions limited attendance at the third annual Bank Management Clinic in Huron last month to 95 bankers, but those in attendance were enthusiastic in endorsing the clinic as having produced the best panel of speakers at any association meeting such as this. The clinic was sponsored by the South Dakota Bankers Association.

In addition to the formal talks delivered by bankers and business men with sectional and national reputations, the bankers had an opportunity to discuss mutual problems with others from banks of their own size. These "size group" discussions were well attended and brought out answers to many questions that have come up in numerous banks.

George Toft, cashier, Commercial Trust and Savings Bank, Mitchell, and chairman of the bank management committee, presided at the opening session. He introduced J. M. Patton, president of the Mitchell National Bank and president of the South Dakota Bankers Association, who welcomed the group.

"Consumer Credit—Banking's Opportunity" was the topic discussed by Elwood Brooks, president of the Central Bank and Trust Company, Denver, the first morning. That afternoon three Chicago bankers addressed the crowd. Gaylord A. Freeman, vice president, First National of Chicago, reviewed "Capital Investments"; Joseph B. Fitzer, assistant cashier, Continental National of Chicago, discussed "The Triangle of Management" and C. A. Hemminger, public relations director at American National of Chicago, outlined "Modern Bank Advertising."

The following morning bankers heard John Bishop, vice president, Republic National of Dallas, talk about "Automobile Financing." Charles McCumsey, J. I. Case Company, Racine,

Wisconsin, discussed the relationship between "Bankers and Farm Machinery," and Robert Eckman, district representative in Chicago for Westinghouse, gave his views on "Installment Financing."

Internal operations were discussed by two authorities in auditing procedures. A. S. Chavez, comptroller, Live Stock National of Omaha, told about "The Psychology of Bank Embezzlement," and Alvin J. Vogel, vice president and coordinator of administration at the Central National in Chicago, discussed "Bank Operations."

Following these two talks were the "size group" discussions, broken up into two groups of banks up to \$3,000,000 in resources, and those over \$3,000,000 in resources.

Two additional drawing cards at the clinic were the displays of bank equipment by manufacturers and the A.B.A.'s "Forum in Print," which is a display of outstanding bank advertising.

Bank equipment manufacturers at the clinic were: Addressograph Sales Agency, Omaha; Business Machines & Equipment Company, Minneapolis; LeFebure Corporation, Cedar Rapids, Iowa; Monroe Calculating Company, Orange, New Jersey; National Cash Register, Dayton, Ohio. and Recordak Corporation, New York.—The End.

#### Moves to Centerville

George B. Smith, formerly cashier of the Farmers State Bank in Elgin, North Dakota, has moved to Centerville, South Dakota, where he is now cashier of the Bank of Centerville.

#### Meet at Clear Lake

Members of the Deuel-Hamlin County Bankers Association met at the Deuel County National Bank in Clear Lake, South Dakota, last month for their regular quarterly meeting. Ar-

thur J. Peterson, assistant cashier of the Deuel County National, is president of the group and presided over the meeting.

Those in attendance were: Laurence Gratz, assistant cashier, Farmers State, Estelline; Frank A. Olson, president, Bank of Toronto; Harold Heidemann, Deuel County National, Clear Lake; C. G. Martinson, cashier, Bank of Toronto; A. C. Berger, president, Deuel County National, Clear Lake; Lynn D. Kalvig, assistant cashier, Community State, Hayti; Daryl Alseike, Farmers State, Estelline, and secretary-treasurer of the association; Don Gullickson, Community State, Hayti, and Claude Force, Clear Lake.

#### Farm Loan Meeting

H. E. VanHorn, president of the Federal Land Bank of Omaha, was the principal speaker at the annual stockholders' meeting of the Charles Mix-Douglas counties National Farm Loan Association recently in Pickstown, South Dakota.

#### Addresses Crop Group

Carl E. Bahmeier, Jr., executive secretary, South Dakota Bankers Association, was the speaker at a recent meeting of the Minnehaha County Crop Improvement Association in Garretson, South Dakota. Mr. Bahmeier stressed the importance of land conservation in view of the necessity of feeding the nation's increasing population.

#### New Assistant Cashier

Joel Babb has been promoted from bookkeeper to assistant cashier at the Security State Bank in Wakonda, South Dakota.

### Sioux Falls News

**RANK J. CINKLE**, vice president of the National Bank of South Dakota, was named finance chairman for the Cosmopolitan Club's Spring Carnival and Food Show, scheduled for April 22nd to 26th.

\* \* \*

**Henry S. Lehr**, auditor of the National Bank of South Dakota, and **Gordon Curren** of the Northwest Security National Bank, attended a short course in central banking at the Federal Reserve Bank in Minneapolis.

\* \* \*

**James B. Lambertson**, a former

## THE NATIONAL BANK OF SOUTH DAKOTA

Huron

Sioux Falls

Vermillion

Member Federal Deposit Insurance Corporation

Affiliated with FIRST BANK STOCK CORPORATION

Sioux Falls banker, died at his home in Los Angeles at the age of 71. Funeral services were held in Los Angeles and burial was made at DeWitt, Iowa.

A native of Ames, Iowa, Mr. Lambertson entered the banking business in Iowa as a young man. He moved to Sioux Falls shortly after the turn of the century and became cashier at the old Sioux Falls Savings Bank in 1911. Later he was selected to be western representative of the National Bank of Commerce of New York. In 1919 he became a cashier at the Security-National Bank & Trust Company here.

Mr. Lambertson went back to Iowa in the late 1920's before returning to

South Dakota in 1929 to become assistant superintendent of state banks. Four years later he was chosen as examiner in charge of the state banking department's liquidating office in Sioux Falls. At one time he was president of the South Dakota Bankers Association.

\* \* \*

**Mr. and Mrs. T. N. Hayter** returned from a month's vacation in Brownsville and other points in Texas. Mr. Hayter is vice president of the First National Bank & Trust Company.

\* \* \*

**Local bank clearings** increased from \$25,779,623 in February, 1951, to \$26,678,483 in February, 1952.—The End.

## School In Huron

The South Dakota Bankers Association's Agricultural School will be held in Huron, April 9th and 10th. Included among the speakers will be Dr. Earl Butz of Purdue University, as the speaker at the barbecue supper. Dr. John W. Headley, newly appointed president of South Dakota State College, will be the luncheon speaker on Wednesday.

## Becomes Auditor

S. Sloan Colt, president of Bankers Trust Company of New York, has announced the promotion of Morris August Engelman to the position of auditor.

Mr. Engelman came with Bankers Trust Company in 1927 and was made an assistant auditor in 1946.

He is a native of New Jersey. He was graduated from the Wharton public schools and attended the American Institute of Banking.

## TWIN CITY NEWS

(Continued from page 44)

He joined the First National Bank of Minneapolis in 1917 and became an officer in 1923. While in Minneapolis he was elected national president of the American Institute of Banking for 1936 and 1937. He joined Mutual Life in 1940.

\* \* \*

**Kenneth A. Wales** has been named executive secretary of the Minneapolis chapter of the American Institute of Banking, according to a recent announcement by Ralph Emerson, chapter president.

He succeeds **Lloyd F. Wilkes**, who resigned to become tax research counsel for the Minnesota Taxpayers Association.

Mr. Wales, who has been school savings director for the Farmers & Mechanics Savings Bank in Minneapolis, assumed his new duties April 1st. He has been active in A.I.B. affairs and holds pre-standard and standard education certificates from the organization.

\* \* \*

**Henry S. Klingman**, president of the Farmers & Mechanics Savings Bank of Minneapolis, participated in a panel discussion during a forum on "Thrift—Basis of the American Economy," at Gustavus Adolphus College, St. Peter, Minnesota. The meeting was sponsored by the college in cooperation with the National Thrift Committee.

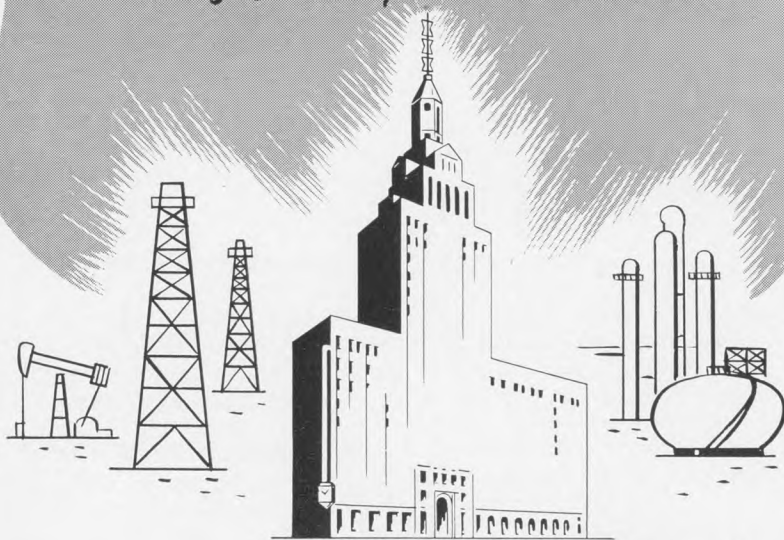
\* \* \*

**Alice Foss**, director of advertising and public relations of the Farmers & Mechanics Savings Bank of Minneapolis, was elected president of the Twin Cities Financial Public Relations Association at the group's annual meeting.

*The Oil Bank of America*

MEANS BETTER

*Oil Correspondent Service*



The long experience of NBT as a correspondent bank in petroleum, manufacturing and supply industries of the Mid-Continent and Rocky Mountain areas can be valuable to you, too. Use our modern facilities and complete information service . . . contact NBT now.



**NATIONAL BANK OF TULSA**

*The Oil Bank of America*

OFFERING COMPLETE BANKING & TRUST SERVICES

Member Federal Deposit Insurance Corporation



## North Dakota NEWS

A. R. WEINHANDL  
President  
Minot



C. C. WATTAM  
Secretary  
Fargo

### **"Oil and Banking" Panel to be a Feature at N. D. Convention**

**Dates Are May 9th and 10th at Bismarck**

APPLICATIONS for registration at the North Dakota Bankers Association's annual convention May 9th and 10th at the Hotel Patterson in Bismarck have been mailed by C. C. Wattam, association secretary.

The advance announcement on the convention revealed that a top feature at the meeting will be a panel discussion on "Oil and Banking." Other features will be a visit to Garrison Dam the morning of May 9th, a golf tournament at Apple Creek Country Club that afternoon, and a dinner for the ladies at the Prince Hotel that evening, while a stag smoker is being held for the men at the Country Club. The ladies will have a luncheon at the Country Club Saturday, May 10th, while convention sessions and luncheon continue at Hotel Patterson. The two-day convention will conclude with a social hour, banquet and a dance, the latter to be at American Legion Hall.

Chairman of the hotel reservations committee is George Thompson, assistant manager of the credit department at the Bank of North Dakota in Bismarck.

Bismarck-Mandan bankers have committees working on other phases of the convention and they announce that the program is practically complete. This will appear in the next issue of the *NORTHWESTERN BANKER*. Two of the speakers announced so far are W. Harold Brenton, vice president of the American Bankers Association and president, State Bank of Des Moines, Iowa, and William A. Irwin, economist with the American Bankers Association, New York City.

#### **Moves to Ray**

R. A. Gergen, assistant cashier, Bank of Webster, Webster, North Dakota, has moved to Ray, North Dakota, where he is now cashier of the Citi-

zens State Bank, succeeding W. S. Raymond, who is now president. Mr. Gergen had been with the Bank of Webster for 19 years.

#### **Rejoins Jamestown Bank**

Clifford R. Erickson has rejoined the staff of the National Bank of Jamestown in Jamestown, North Dakota, where he was employed from 1941 to 1947. He has been with a commercial business since 1947.

#### **Leaves Minnewaukan**

Pernell Canton has resigned as cashier of the Farmers State Bank, Minnewaukan, North Dakota, to accept a

similar position in a bank at Moorhead, Minnesota.

#### **Seek Scranton Charter**

Formation of a state bank at Scranton, North Dakota, in Bowman county, is proposed in an application to the state banking board.

State Examiner John A. Graham said the board will conduct a hearing in Bismarck April 9th on the proposal for the Farmers Bank of Scranton with a proposed total capitalization of \$40,000.

Organizers include T. A. Dilse, E. I. Butler, Pat Whalen, W. D. Cooledge, all of Scranton, and Henry Bublitz of Buffalo Springs, North Dakota.

Mr. Graham said Scranton has not had a bank since 1939. The 1950 federal census credits the town with a population of 360. Scranton is located in the extreme southwestern county of the state and is 14 miles east of Bowman, the county seat.

#### **Adam Lefor**

Adam Lefor, 71, former North Dakota state official, died at his home in Salem, Oregon, last month.

Mr. Lefor, a former state bank examiner, was manager of the state fire and tornado fund and was active in western North Dakota political and banking circles.

Mr. Lefor was credited with founding the town of Lefor in Stark county.

## **From Chicago to Korea**



Homer J. Livingston, president of the First National Bank of Chicago, was the first of 738 officers and employees of the bank who donated blood when a Red Cross bloodmobile visited the bank last month. The three-day program was sponsored by the bank's American Legion Post No. 985 in cooperation with the American Red Cross.

Blood donated through the Post was flown by the Defense Department as whole blood to the Korean Area for immediate transfusions to combat men who have been wounded or disabled on the battle line.

He built most of the buildings in the town, including a bank. He also established banks in Dickinson, Bel-field and Gladstone. He also had several farms.

He moved to Dickinson in 1927 where he operated the Farmers State Bank. He was state bank examiner from 1933 to 1939 when the Nonpartisan League controlled the state administration.

Mr. Lefor was nominated for another four-year term as bank examiner in 1938 by Governor William Langer, now U. S. Senator. The 1939 state senate refused to confirm the appointment.

Mr. Lefor also served for a time as manager of the state fire and tornado fund of the state insurance department under the late Oscar Erickson.

He had been living in retirement for the past few years in Salem. He leaves his widow and two daughters, Mrs. Mike Raschko and Mrs. Anthony Becker, all of Salem and formerly of Dickinson.

### 30 Years of Service

Haakon M. Weydahl, president, Bank of Killdeer in Killdeer, North Dakota, completed 30 years of service to that community last month. He moved to Killdeer in March, 1922, as

vice president of the bank. At the last meeting of the board of directors, his son, Earl, was advanced from assistant cashier to vice president.

Mr. Weydahl has been very active in civic work in addition to his duties at the bank.

### Install Boxes

The Security State Bank, Wishels, North Dakota, completed installation of safety deposit boxes in its vault. This is in conformity with its policy to further extend its services to the community. The safety deposit boxes may be rented by individuals on an annual basis. They meet an urgent need for protective safe keeping of valuables from loss by fire, theft or burglary.

### New Machines

Union National Bank of Minot, North Dakota, has put into operation automatic bank tellers' machines.

This added service to customers will:

1. Eliminate passbooks, and give customers a registered receipt for each deposit.
2. Speed up service.
3. Minimize errors.
4. Make records even more confidential, each transaction being registered by number rather than by name.

## MORE MINNESOTA NEWS

### County Association

Martin County bankers have reorganized the Martin County (Minnesota) Bankers Association, which has been dormant since the early part of World War II, when gasoline rationing and other restrictions put a crimp in travel.

C. F. Holden of the Martin County National Bank of Fairmont was re-elected president of the association. E. A. Fenrich of the People's State Bank of Truman was elected vice president, and Harold W. Folk of the Welcome State Bank was elected secretary-treasurer.

### Anniversary

Last month Ray Meyer, vice president, State Bank of Faribault, Minnesota, celebrated the 25th anniversary of his association with the institution. He started with the bank in 1927 as an assistant cashier.

### Resigns

Sam Shulman, who has served as assistant cashier of the Union State Bank, Brown's Valley, Minnesota, since November, 1950, resigned that position and has accepted a position as cashier of the Farmer's State Bank at Elgin, North Dakota. Mr. Shulson took over his new duties as cashier at Elgin last month.

Mrs. Shulson will remain in the Valley until housing is secured for them in their new location.

### Installs Recordak

O. H. Schwirtz, president of the Arlington, Minnesota, State Bank, announces the installation of a Recordak machine for the convenience and service of the depositors.

### Director Change

The board of directors of The National City Bank of New York announced the retirement of Colonel Edward A. Deeds as a director of the bank and the election of Stanley C. Allyn as a director to succeed him. Colonel Deeds, who is chairman of the National Cash Register Company, has served the bank as a director for more than 23 years. The board adopted a resolution accepting his resignation with deep regret.

Mr. Allyn is president and director of the National Cash Register Company. A native of Wisconsin, he was graduated from the the University of Wisconsin in 1913 and was awarded an honorary LL.D. by the University in 1946. He joined the National Cash

## SPIRALING

Interest in the subject of providing imprinted checks to all customers appears to be quickening among bankers at this time. Another large metropolitan bank is just starting to furnish this service to some forty thousand accounts who up to now have been using conventional stock checks, and we observe that we are more frequently discussing this topic.

Generally speaking, we believe a bank should sell personalized checks rather than provide them at no cost, but we are told by an increasingly large number of bankers that the time saved in handling checks which are imprinted more than offsets the extra expense. We don't know enough about bank operating costs to debate this point, and indeed we have no desire to do so because we like the business.

Whether imprinted checks are sold or given away, there is no question but what they are better than checks which have to be sorted and filed by signature only, and since the operating costs in banks are constantly mounting, just as they are in industry, any reasonable investment that will hold them in line is perhaps money well spent.

In any event, the trend appears to be definitely towards more imprinted checks, which of course involves the need for a dependable source of supply for the printing. We can handle almost any kind or size of imprint job, whether it be one order for forty checks or one hundred thousand orders for two hundred checks each. During the course of a year we produce well over two million imprint orders and there is always room for another million.



Manufacturing Plants at:

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



Register Company in December, 1913, became comptroller in 1917, treasurer in 1926, executive vice president and general manager in 1931, and president in April, 1940.

**Declare Dividend**

The board of directors of Guaranty Trust Company of New York have declared a quarterly dividend of \$3 per share on the capital stock of the company for the quarter ending March 31, 1952, payable on April 15, 1952, to stockholders of record at the close of business March 14, 1952.



**With Whitefish Bank**

John R. Cloud of Wolf Point, Montana, has joined the staff of the First National Bank of Whitefish. He will be a salesman for the Whitefish Insurance Agency, recently established by T. J. Sillers, bank president.

Mr. Cloud graduated in March, 1951, from Montana State University, where he majored in business administration. He was formerly employed by the Commercial Credit Corporation in Misoula.

**Miners National Changes**

Three new directors were elected recently by stockholders of the Miners National Bank in Butte, Montana. They are O. R. Rubie, president of the Citizens Bank of Havre; his son, Richard Rubie, also of the Citizens Bank of Havre, and H. W. Pribnow, who has moved to Butte as executive vice president of the Miners National. He was formerly a Minnesota banker.

Officers elected by the directors are: A. J. Lochrie, president and trust officer; Mr. Pribnow, executive vice president and assistant trust officer; T. J. Fenlon, cashier; H. A. Kenck, assistant cashier and assistant trust officer; H. L. Temby, assistant cashier, and A. O. Taylor, assistant trust officer.

**Install Check Printer**

The Conrad National Bank at Kalispell, Montana, is the first bank in northwest Montana to install a Todd Company personalized check imprinter. Conrad National customers have been availing themselves of these new checks and the bank makes no charge for personalizing them.

Here's some "FIRST" Friends You should Know



ELMO THOMPSON



JOE BYRD



HARRY LANE



DICK WAGNER



DEAC RHODES

April showers bring May flowers and the occasion of many annual meetings...



To each and every one of which we send the warmest greetings.....



You know, of course, that the FIRST of TULSA is nationally known

As one of the best correspondents you could possibly have on an oil loan



But we also want you to remember

This month, next, and even 'way past next September



That in Real Estate, Cattle,



Farming, Wholesaling



Retailing, Construction



and so forth

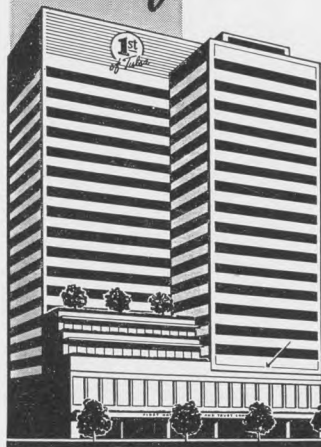
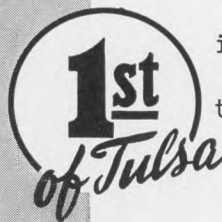
The chances are you'll go forth

And do better if this thought

you've nursed in and around Tulsa,

it's both pleasant and profitable

to think...FIRST!



**THE FIRST NATIONAL BANK AND TRUST COMPANY OF TULSA**

MEMBER FEDERAL DEPOSIT INSURANCE CORP.

When in Tulsa, You are cordially invited to visit our new building. See the FIRST mural interpretation of the famous Oklahoma Run.

Digitized for FRASER  
 https://fraser.stlouisfed.org  
 Federal Reserve Bank of St. Louis

• COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES •

# Sound Banking Service Since 1856



COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES •

COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES •

• COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES • COMPLETE CORRESPONDENT FACILITIES •

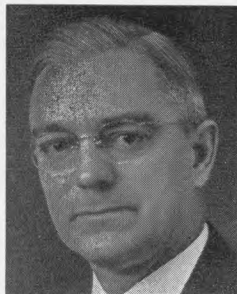
Northwestern Banker, April, 1952



**WILLIAM N. MITTEN**  
President  
Fremont

## Nebraska NEWS

**CARL G. SWANSON**  
Secretary  
Omaha



### Nebraska Groups Program

**A**N ANNOUNCEMENT from Carl Swanson, secretary of the Nebraska Bankers Association, advises that arrangements for the series of Nebraska Group Meetings, which start this month on the 21st in Lincoln, are practically complete. With the exception of a change in speakers at Norfolk, the program as it appears below is standard for the other five meetings. Dates and cities are shown elsewhere on this page.

The Question and Answer Panel, which will be held at five of the meetings, will discuss the topics of "Wills and Estates," "Joint Ownership of Property," "Deposit Agreements and Signature Cards," and other subjects on bank management. Members are urged to send in to Carl Swanson, or present themselves at the meetings, questions on any other subjects they would like to have discussed.

The blanket program, with the exception of Norfolk, reads as follows:

#### Program

10:00 A. M. Registrations.

12:30 P. M. Luncheon.

Presiding, the group president.

Introductions.

Remarks—Wm. N. Mitten, president, Nebraska Bankers Association.

Remarks—J. F. McLain, Director of Banking, State of Nebraska.

"Soil Testing" (this topic not provided for at Lincoln)—R. L. Voss, chairman of the committee on agriculture, will speak at Fremont.

Howard Peterson of Grand Island has been secured for Group Three. Fred L. O'Hair, executive director of Nebraska Conservation Foundation, Inc., will speak at North Platte, Sidney and Hastings.

Dan Monen, vice president and chairman of the trust committee of the Omaha National Bank, will speak at Norfolk.

Note: J. Francis McDermott, senior vice president of the First National Bank of Omaha, will be the banquet speaker at Norfolk—Group Three.

"Question and Answer Panel" (programs for Groups One, Two, Four, Five and Six).

Burham Yates, president, First Na-

tional Bank of Lincoln, moderator. Elmer DeKay, vice president of the Continental National Bank of Lincoln.

Carl D. Ganz, vice president and trust officer, National Bank of Commerce of Lincoln.

Report of Committee on Resolutions. Report of Committee on Nominations. Adjournment.

#### Social Hour

Banquet—Toastmaster and other arrangements at the discretion of the group officers.

"Skulduggery at the Old Crossroads," Art Briese, Hot Springs, Arkansas. (Mr. Briese will not appear at the Norfolk meeting.)

#### Capital Increase

Dwight Griswold, president of the Gering National Bank, Gering, Nebraska, announced that the Federal banking authorities have approved an increase in capital for the Gering National to \$150,000. Surplus has been fixed at \$150,000.

The increase was authorized at the recent annual meeting of the board of directors, bringing the ratio of capital, surplus and undivided profits to deposits to one of the highest in the state.

At the same meeting Dale Sorensen was named vice president in addition to his position as cashier.

Mr. Griswold added that the total of \$425,000 in capital invested, which includes \$125,000 in undivided profits, reflects a healthy growth in the 42-year-old bank. It is the only bank in Gering.

#### Conservation Meeting

Over 250 persons attended the second annual Lincoln County Soil Conservation District meeting held recently in North Platte.

Toastmaster was Ed Kratzenstein, who gave recognition to co-sponsors of the lunch meeting. Co-sponsors were the First National Bank, McDonald State Bank, Bank of Brady, Farmers State Bank of Wallace and the First Security Bank of Sutherland.

Speakers on the program were Soil Conservation Service technicians and members of the board of directors.

#### C. B. Hroch

Charles B. Hroch, 64, cashier of the Bank of Wilber, Nebraska, since 1922, died suddenly in his home.

Mr. Hroch, who came to Wilber with his parents at the age of 16, had been employed by the bank since 1910 when he took the post of assistant cashier.

#### Becomes Examiner

Harold E. Hackstock has accepted a position as an assistant national bank examiner. He will be with the Treasury Department office of the Comptroller and will headquarter at Kansas City, Missouri.

Mr. Hackstock will specialize in examination of trust procedures of banks in the Tenth Federal Reserve District, which have trust departments. The Federal Reserve District is comprised of Nebraska, Kansas, Colorado and Wyoming and parts of New Mexico, Oklahoma and Missouri.

Mr. Hackstock has been senior teller at Fremont National Bank. He joined the bank in 1942 and has served there since that time with the exception of three years' military service.

### 1952 Nebraska Group Meetings

The following are the meeting places and dates for the 1952 series of Group Meetings of the Nebraska Bankers Association.

Group	City	Date
One	Lincoln	April 21
Two	Fremont	April 22
Three	Norfolk	April 22
Five	North Platte	April 23
Six	Sidney	April 24
Four	Hastings	April 25



## Omaha News

OMAHA has opened a new and intensive drive for more industries in 1952. A city-wide committee of business and industrial executives was named. From that group an executive committee was chosen.

Among the vice chairmen of the executive committee is **E. F. Pettis**, former banker and now a department store executive. Mr. Pettis is chairman of the Omaha Development Council.

The new program is known as BIG (bigger industrial growth).

Executive committee members also include **W. Dale Clark**, chairman of the board of the Omaha National Bank; **Ellsworth Moser**, president of the United States National Bank of Omaha, and **Fred W. Thomas**, president of the First National Bank of Omaha.

The general chairman for BIG is **Morris Jacobs**, advertising firm head.

The Committee of '52 added eight new members after the drive got under way. Among them was **Chris Ab-**

**bott**, Hyannis, Nebraska, banker and rancher.

\* \* \*

**J. Francis McDermott**, senior vice president of the First National Bank of Omaha and reigning King of Ak-Sar-Ben, told 300 clothing and jewelry wholesale buyers at Omaha that 1952 "promises to be a good year for consumer purchasing."

He was the guest at a luncheon sponsored by the Central West Market Association at the Paxton Hotel.

He said that one of the reasons for buyer resistance during the past year was the rush of buying that immediately followed the outbreak of the Korean War. People committed themselves to time-payment buying, he stated, and "now most of the 18-month payments are over."

He said that the buying rush caused high prices, followed by a declining market, and "people seldom buy on a declining market."

\* \* \*

**A. J. Rhodes**, vice president of the Omaha National Bank, has been elected first vice president of the Yellow Tie Club, an organization of Omaha Chamber of Commerce good will trippers.

\* \* \*

Seventy-four years ago, **John H. Bexten**, then 18, came to Nebraska "dying of consumption."

While waiting to see if the doctors' predictions were correct, Mr. Bexten spent 43 years with the First National Bank of Omaha and 24 years in retirement.

He died recently at an Omaha rest home at the age of 92.

Starting with the bank as a bookkeeper in 1886, when the institution was housed in a small frame building near Thirteenth and Farnam Streets, he worked his way up to cashier. He was widely known throughout the Omaha territory.

\* \* \*

**Edward W. Lyman**, vice president of the United States National Bank of Omaha, was named president of the United Community Services of Omaha at the annual meeting in the Blackstone Hotel. He had been vice president and was budget chairman last year.

**John F. Davis**, vice president of the First National Bank of Omaha, was elected treasurer. E. F. Pettis, former banker and now a department store

### OFFICERS

G. E. Porter  
*Chairman of the Board*

J. A. Greenfield  
*President*

T. J. McCullough  
*Vice President*

M. E. Blanchard  
*Cashier*

H. H. Broadhead, Jr.  
*Assistant Vice President*

L. J. Komer  
*Assistant Cashier*

## At Your Service!

The rise and fall of live stock prices often presents a loan problem to banks in feeder areas. This bank is glad to help you when you require assistance on your "overlines."



"ONLY BANK IN THE YARDS"

Member Federal Deposit Insurance Corporation

SCARBOROUGH Associates Group Insurance Plan covers the entire bank staff, including Directors. It provides the most complete benefits at lowest cost. Let us send you the details.

*Scarborough*  
ASSOCIATES, INC.

PROVIDING GROUP LIFE, ACCIDENTAL DEATH AND DISMEMBERMENT, ACCIDENT AND SICKNESS, HOSPITAL AND SURGICAL BENEFITS

FIRST NATIONAL BANK BUILDING, CHICAGO 3, ILLINOIS



Bank is an organization of people that provides a variety of services to its patrons . . .

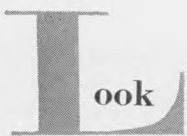


*"I have but one lamp by which my feet are guided, and that is the lamp of Experience"*

PATRICK HENRY

# Experience

**is a controlling factor in the quality of our service.**



**ook** to Stock Yards National Bank for unexcelled service especially designed for Banks and Producers in this great Agricultural Empire.



THE ONLY BANK IN OMAHA'S GREAT UNION STOCK YARDS

**STOCK YARDS NATIONAL BANK**

**Omaha, Nebraska**

MEMBER OF FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, April, 1952

executive, was named secretary. **Daniel J. Monen**, vice president and trust officer of the Omaha National Bank, the outgoing president, was honored for his work in the record-breaking Community Chest drive last fall. He was given an "Oscar."

\* \* \*

The 20 Year Club of the Omaha National Bank, composed of 82 of the bank's 300 employes, admitted three new members recently at the annual dinner at the Blackstone Hotel.

They are **Elsie Christenson**, **Robert Priborsky** and **Leonard Whitman**. The club elected as directors **Miss Christenson**, **Anna Peterson** and **Charles Jacobson**.

\* \* \*

**Guy E. Reed**, executive vice president of the Harris Trust and Savings Bank of Chicago, native Nebraskan and widely known throughout the nation as a public speaker, addressed the University of Nebraska's Omaha Alumni Club Charter Day dinner at the

Blackstone Hotel in Omaha recently.

Mr. Reed was born at Holdrege, Nebraska, and was graduated from the University of Nebraska in 1911.

He is a director of the Chicago Crime Commission.

\* \* \*

Florida was chosen as the vacation destination by **Mr. and Mrs. Wade R. Martin**, where they spent several weeks during March visiting with Mr. Martin's sister, at Miami Beach. Mr. Martin is vice president of the Live Stock National Bank of Omaha.

\* \* \*

The Omaha City Comptroller recommended to the city council that it sell nearly \$2,000,000 in city improvement bonds to the **Kirkpatrick-Pettis Company**, Omaha investment firm.

The firm, acting for a four-firm combination, submitted the apparent low bid. There were 11 bids. Under the Kirkpatrick-Pettis bid, the net cost to the city would be 1.2906 per cent, in interest.

Last June, a \$1,200,000 issue of City Auditorium bonds was sold at a cost to the city of 1.6 per cent.

\* \* \*

**L. Dale Matthews**, vice president and executive officer of the North Side Bank of Omaha, has been reappointed to a six-year term on the North Omaha Bridge Commission by the Douglas County Board. His two-year term is expiring.

\* \* \*

A new ranch type home is being completed for **Mr. and Mrs. J. C. Rahel** west of Omaha at 8423 Loveland Drive. Mr. Rahel is first vice president and treasurer of the Wachob-Bender Company, investment banking firm. There will be a formal garden on the grounds.

The exterior of the house is of 12-inch red cedar siding, painted gray-green, with shutters and doors of white. The entrance hall is paved with split bricks. There is a corner fireplace of Colorado stone.

\* \* \*

Mrs. Otto H. Schurman, 78, widow of a Fremont, Nebraska, banker who moved to Omaha after his retirement, died at her home in Omaha recently. She was the mother of **Mrs. Wallace E. Spear**, whose husband is trust officer of the First National Bank of Omaha.

\* \* \*

**David F. Davis**, vice president of the Omaha National Bank, was elected secretary-treasurer and was re-elected a director of the Florence Home for the Aged at Omaha at the annual meeting.

W. B. Lane, attorney, was named president of the board of trustees, succeeding Harry E. Dickinson, presi-



*In Lincoln—The Continental—*

SERVICE...

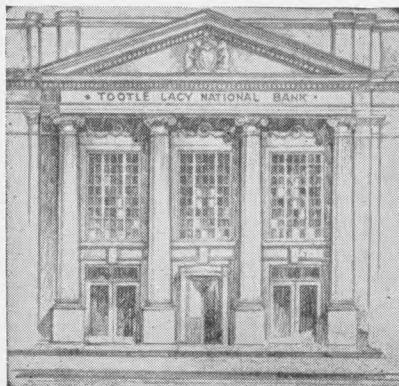
The measure of growth—

The **CONTINENTAL NATIONAL BANK** of LINCOLN



Member Federal Deposit Insurance Corporation

**BANKS BOUGHT and SOLD**  
 A CONFIDENTIAL, PERSONAL SERVICE  
 FOUNDED ON 25 YEARS EXPERIENCE  
**BANKERS SERVICE COMPANY**  
 HENRY H. BYERS, Pres. N. B. SHAFFER, V.P. E. G. UNTIEDT, V.P.  
 Lock Box 1435 Lock Box 1421  
 DES MOINES 5, IOWA COLORADO SPRINGS, COLO.



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

**TOOTLE-LACY**

GRAHAM G. LACY MILTON TOOTLE R. E. WALES FRED T. BURRI E. H. SCHOPP E. L. CRUME  
 CH. OF THE BOARD PRESIDENT EXEC. V. P. VICE PRESIDENT VICE PRESIDENT VICE PRESIDENT

Northwestern Banker, April, 1952

dent for 15 years. An honorary office of board chairman was created for Mr. Dickinson.

\* \* \*

**Arthur H. Wiesenberger**, New York investment banker, visited Omaha recently to look at some of the 20 gifts he has sent to the Joslyn Art Museum since 1945. It was his first visit to the Joslyn Museum.

When a group of New York art patrons became dissatisfied with what Mr. Wiesenberger called the Metropolitan Art Museum's "antiquated methods," they decided to protest by sending objects from their private collections to "progressive" museums throughout the nation.

Joslyn was one of the museums chosen.

\* \* \*

The annual party of the Omaha National Bank's George Washington Club was held recently at the Blackstone Hotel in Omaha, with **Vice President A. J. Rhodes** of the bank in charge.

Members of the club are boys and girls up to age 14 who have found money or other property which has been lost, and who have turned it in to their teacher.

Mr. Rhodes got the idea in 1947. The club started with six members and now has around 300.

Omaha business leaders directing a drive for more industry in the area heard more about oil development recently.

A Texas banker who had toured the west north-central states and who thinks Omaha is a natural center for developing oil fields, spoke to the 81-member Committee of '52 March 11th at the Omaha Chamber of Commerce.

He is **Robert Kneebone**, vice president of the National Bank of Commerce of Houston. He believes Omaha could be a major oil refining and processing center.

\* \* \*

**J. Francis McDermott**, senior vice president of the First National Bank of Omaha and King of Ak-Sar-Ben, has completed 33 years with the First National.

He has been with the bank continuously except for two tours of military duty in both world wars.

\* \* \*

Among the Ak-Sar-Ben membership drive teams which reached their goals before the drive ended was one headed by **Ellsworth Moser**, president of the United States National Bank of Omaha, and **Julius J. Alms**. Mr. Moser is a governor of Ak-Sar-Ben.

\* \* \*

The conference of The Lake & Mid-

West Divisions of the **Association of Bank Women** will be held in Omaha, Nebraska, April 25th, 26th and 27th, at the Fontenelle Hotel. Principal speakers will be **Mrs. Mabelle Kennedy**, assistant treasurer of the United States, and **J. Francis McDermott, Sr.**, vice president of the First National Bank of Omaha.

\* \* \*

The **Omaha National Bank**, executor of the estate of James R. Cain, 74, retired vice president of the bank, recently took district court action against Douglas County Treasurer Carl W. Jensen, to prevent his collecting taxes on certain stocks held by the estate.

Mr. Cain died in September, 1950, at Long Beach, California.

The bank alleged that the county assessor levied personal property taxes of \$924 against stocks in four companies held by the estate when the companies are "domestic" firms, stock of which is not assessed against the owner.—The End.

### Change at Brainard

Gene B. Doeckal, who has been employed as bookkeeper at the Bank of Brainard, Nebraska, since last May, resigned his position to enlist in the U. S. Army Air Force. Taking his place at the bank is Mrs. Valina Dus.

# First National Bank of Omaha

*Oldest National Bank From Omaha West*

Member Federal Deposit Insurance Corp.

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

## NATIONAL BANK ST. JOSEPH, MO.

MILTON TOOTLE, JR. VICE PRES. & CASHIER    CHAS. BURRI ASST. VICE PRES.    GILBERT TOOTLE ASST. VICE PRES.    A. E. LABOUFF ASST. CASHIER & AUDITOR    PAUL R. ABERSOLD ASST. CASHIER    PHOEBE BUZARD ASST. CASHIER    ROBERT DOUGLAS TRUST OFFICER

Member of Federal Deposit Insurance Corporation

Northwestern Banker, April, 1952

# Lincoln News



**G**EORGE A. KNIGHT, president of the Citizens State Bank of Lincoln, announced that by action of the stockholders and directors the capital stock of the bank has been increased from \$30,000 to \$50,000. The surplus remains at \$50,000 and the undivided profits at \$43,000, giving the bank a

total capital structure of \$143,000.

In addition, action was taken to change the articles of incorporation raising the authorized capital stock from \$50,000 to \$100,000.

The rapid growth of northeast Lincoln is demanding enlarged facilities also and Citizens State is planning to build additional room and to remodel bank fixtures.

\* \* \*

**Carl Ganz**, vice president of the National Bank of Commerce, spoke on "Wills and Estate Taxes" at the Lincoln Credit Women's Breakfast Club. The meeting was held at the Cornhusker Hotel.

**Miss Virginia Kenyon** presided at the meeting and **Mrs. Helen Kane**, program chairman, presented the guest speaker.

Post-convention comments were made by Miss Kenyon concerning the Sixth District Convention of the Consumers Credit Association.

\* \* \*

Lincoln's February bank clearings increased \$2,188,942 over the corresponding month last year, the Clearing House Association reported. The figures are: February, 1952, \$34,439,574, and February, 1951, \$32,250,582.

Total for the first two months of the year also shows a gain of \$2,346,582. The comparative figures are: 1952, \$72,967,802, and 1951, \$70,621,220.

\* \* \*

**Edgar F. Snively**, 76, Lincoln, a religious, political and financial leader in the city, died recently.

He had served as secretary of the Lincoln Savings and Loan Association, the Homestead Bond and Safe Deposit Company, the Security Savings and Loan Association and had aided in organizing the old **Lincoln State Bank**. He served a term as president of the State Association of Building and Loan Associations.

## Depositories

The Farmers State and First National Banks in Aurora, Nebraska, have placed orders for the installation of after hour depositories. This will permit bank customers to make deposits of cash and checks at any time when the bank is closed.

## Soil Test Service

The First National Bank, Beatrice, Nebraska, announced it has made arrangements with the University of Nebraska College of Agriculture Soil Testing Laboratory to act as a "clear-



Our officers welcome the opportunity of giving you quick, efficient correspondent service . . . plus friendly counsel . . . plus a genuine interest in your problems.

## THE FIRST NATIONAL BANK OF LINCOLN

LINCOLN, NEBRASKA

Member Federal Deposit Insurance Corporation

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



ing house" for farmers' soil samples in that area.

Containers and instruction sheets may be picked up at the bank. Soil samples and information sheets are returned to the bank, which forwards them to the university. When the analysis has been made, a duplicate of the report may be picked up at the First National. The fee will be 50 cents, rather than the usual \$1.00.

**Emil Dwehus**

Emil Dwehus, 82, Dannebrog, Nebraska, banker for 45 years, died recently at Pueblo, Colorado.

Mr. Dwehus had been visiting a daughter, Mrs. Ray E. Isaacson. He retired a year ago as cashier of the State Bank.

**Going Up**

The First National Bank of Holdrege, Nebraska, has climbed during the past year to 2,526th in size in the United States. The bank moved up from 2,607th position over the nation the previous year, based on deposits, financial reports show.

**With Genoa Bank**

Mrs. Tom Kenyon has accepted a position with the Genoa, Nebraska, National Bank. She started last month.

**Lobby Depository**

A lobby depository, designed to overcome waiting in line for customers, has been installed in the McDonald State Bank, North Platte, Nebraska, it was announced by President J. Y. Castle.

**French Nominated**

Horace S. French has been nominated by the board of governors of the Chicago District for the office of vice president of the Illinois Bankers Association.

"The Colonel," as he is known to his many friends, spent the early portion of his more than 30 years in banking as a country banker and as a national bank examiner.

In 1933 he represented the Comptroller of the Currency in the Seventh Federal Reserve District, supervising the qualifications of banks licensed to reopen, and from August, 1934, to date has served as president and director of the Manufacturers National Bank of Chicago.

**BANKS BOUGHT AND SOLD**  
 47 YEARS OF CONFIDENTIAL DIGNIFIED SERVICE  
*The Old Reliable*  
**CHARLES E. WALTERS CO.**  
 1313 FIRST NATIONAL BANK BUILDING OMAHA, NEBR.



MYRON WEIL  
Vice President



H. E. SWEDBURG  
Vice President

See our representatives, **Myron Weil** and **H. E. Swedburg**, at the Nebraska group meetings from April 21st to April 25th, inclusive.

**NATIONAL BANK of COMMERCE**

LINCOLN, NEBRASKA

50 Years at 13th and O Streets  
 Home of Complete Banking Service  
 Organized Aug. 4, 1902

Member Federal Deposit Insurance Corporation

*Underwriters of*

**IOWA AND NEBRASKA MUNICIPAL BONDS**

Public Utility, Industrial, Railroad & Corporate Securities

**CENTRAL REPUBLIC COMPANY**

INVESTMENT BANKERS

CHICAGO 90, ILLINOIS

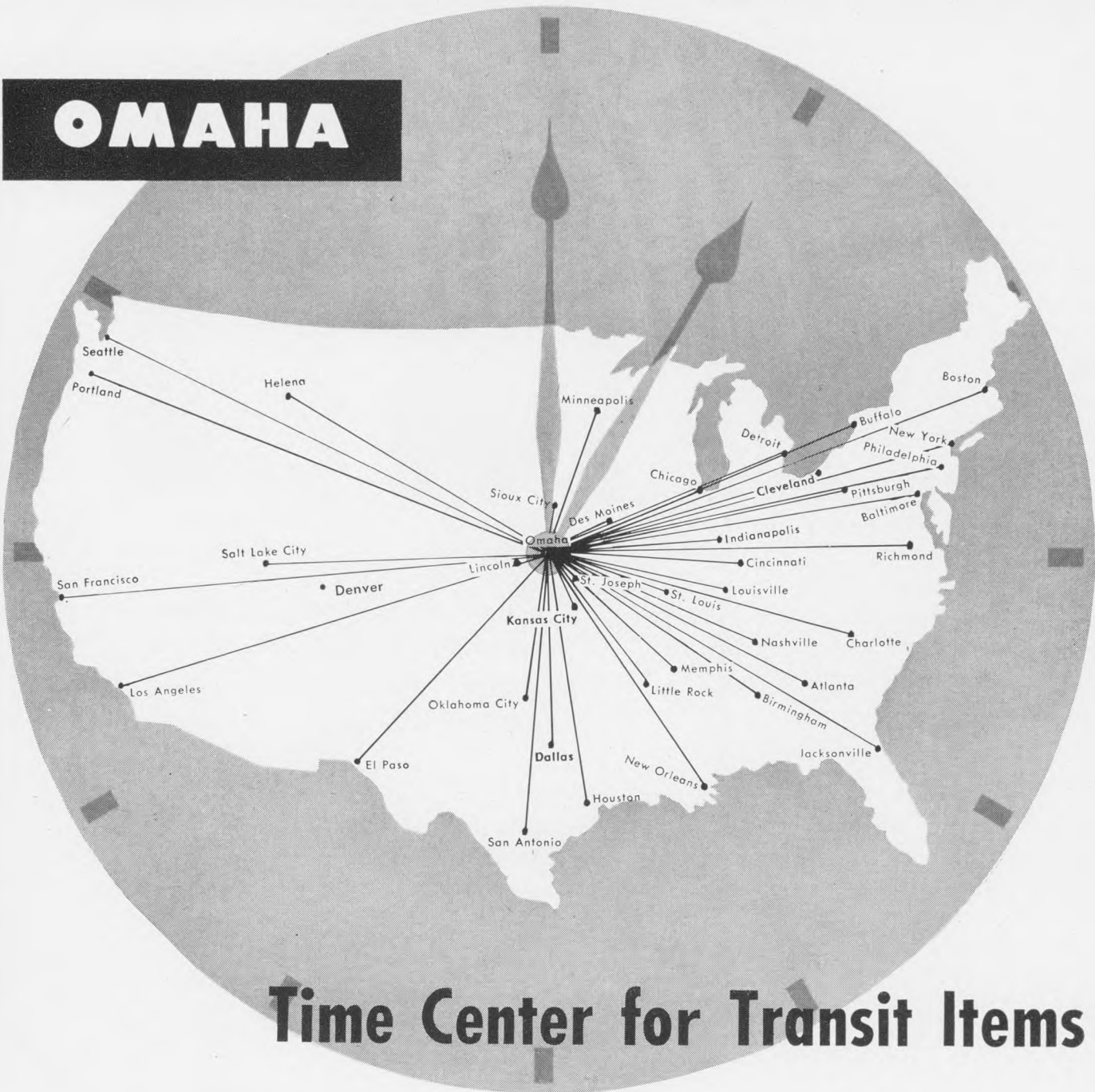
**DES MOINES**  
 HAROLD R. CLEMENTS  
*Res. Mgr.*  
 INS. EXCHANGE BLDG.

**OMAHA**  
 HARRY R. GREENWAY  
*Res. Mgr.*  
 FARNAM BLDG.

MEMBERS MIDWEST STOCK EXCHANGE

Digitized for FRASER  
 https://fraser.stlouisfed.org  
 Federal Reserve Bank of St. Louis

**OMAHA**



**Time Center for Transit Items**

Night and day, Sundays and holidays, Live Stock's efficient transit department processes items and speeds them on their way. Strategic location makes it possible to reach most principal cities within one day. If you're interested in saving up to a day's time on transit items, write for a supply of our Special 24-hour Transit Service envelopes . . . enjoy superior transit service.

**LIVE STOCK**

**NATIONAL BANK**  
 OMAHA, NEBRASKA  
 MEMBER OF FEDERAL RESERVE AND FEDERAL DEPOSIT INSURANCE CORPORATION

Northwestern Banker, April, 1952

Digitized for FRASER  
<https://fraser.stlouisfed.org>  
 Federal Reserve Bank of St. Louis



**ROY A. SWEET**  
President  
Story City

## Iowa NEWS



**FRANK WARNER**  
Secretary  
Des Moines

### Presidential Candidate

As mentioned briefly elsewhere in this issue, members of Group Eleven at the annual meeting in Burlington in February, endorsed Lee Holland, vice president of the Washington State Bank, Washington, Iowa, as a candidate for president of the Iowa Bankers Association, election to take place



**LEE HOLLAND**  
Candidate for President  
Iowa Bankers Association

at the annual meeting of the State Association in Des Moines next October.

Mr. Holland has been a banker since 1918, and in 1921 became associated with the Washington State Bank. During past years he has been on many standing committees of the Iowa Bankers Association and has been both secretary and chairman of Group Eleven. He, of course, has held numerous civic offices in the city of Washington.

The committee of bankers named to further Mr. Holland's campaign is as follows:

E. A. Ebersole, vice president and cashier, State Central Savings Bank, Keokuk; Ralph Eastburn, president, Iowa State Bank, Fairfield; John Budde, president, Henry County Savings Bank, Mt. Pleasant; Lee Huston, executive vice president, Columbus Junction State Bank; Frank Crone, president, National Bank of Washing-

ton; Frank Kos, cashier, Washington State Bank, and Charles Bosier, vice president, Burlington Bank & Trust Company.

### Add To Surplus

Jon A. Nelson, cashier of the Farmers State Bank, Luverne, Iowa, states that the board of directors has added \$25,000 to the bank's surplus. Figures now stand at capital, \$25,000; surplus, \$50,000, and undivided profits of \$29,567.

### McDonald Honored

Last month, W. A. McDonald celebrated his 25th anniversary as a director and associate of the Jefferson State Bank, Jefferson, Iowa. Mr. McDonald is active in his office of vice president. The event was celebrated with a surprise dinner, at which 32 were present, including all the staff, their wives and husbands, together with Mr. McDonald's son, Kenneth and his wife, Mrs. Alice G. Brenton, Jr., Mr. and Mrs. Albert J. Robertson, Mr. and Mrs. G. C. Kelly and W. H. Brenton. A beautiful "anniversary" clock was presented to Mr. and Mrs. McDonald to mark the occasion.

### Forum Speaker

A Chicago banker discussed bonds and stocks in the third of a series of weekly financial information programs presented for business men by

the Security National Bank, Sioux City, Iowa.

R. G. Collins, vice president of the First National Bank of Chicago, was the speaker.

The talk treated the various kinds of bonds and stocks and the principles of investment.

### Complete Remodeling

E. J. Paul, vice president of the Fidelity Savings Bank, Marshalltown, Iowa, states that remodeling of his bank, including new fixtures, lighting and expanded facilities, is completed.

The Fidelity Savings Bank is celebrating its anniversary this year—60 years of uninterrupted or restricted service.

### No New Cashier

Paul Groszkruger, president of the Citizens State Bank, Belle Plaine, Iowa, advises that the bank will not elect a new cashier at the present time, to replace A. J. Bird, who has gone to Tama as vice president of the Tama State Bank. In addition to Mr. Groszkruger as president, officers of the bank are Wesley Mansfield, vice president; M. D. Dreibilbis, Lee Richards and Ferne Thronsdon, assistant cashiers.

### Annual Meeting

The stockholders of the Benton County Savings Bank, Norway, Iowa, held their stockholders' meeting last month. The following officers were re-elected: Henry O. Schloeman, president, and John C. Schulte, vice president. The stockholders also voted to increase the capital stock from \$15,000 to \$30,000 by a 100 per cent stock dividend.

The annual directors' meeting following the above meeting re-elected Prestiss G. Folvag, cashier; Homer Monk, assistant cashier, and Colleen Dyrland and Mary Volz, tellers.

### 1952 Iowa Group Meetings

The hotel or country club in each town where meetings will be held, and the definite programs to be given have not been announced. When this information becomes available it will be published in forthcoming issues of the NORTHWESTERN BANKER for your convenience.

Group	Date	Meeting Place
10	Tuesday, May 6	Albia
5	Wednesday, May 7	Council Bluffs
7	Thursday, May 8	Grundy Center
8	Friday, May 9	Maquoketa
4	Tuesday, May 20	West Union
3	Wednesday, May 21	Mason City
2	Thursday, May 22	Fort Dodge
6	Friday, May 23	Marshalltown

## Burlington Open House

Recently the Burlington Bank & Trust Company, Burlington, Iowa, had a successful open house to celebrate the completion of its remodeling program. There were at least 3,000 people who came in between the hours of 3:30 and 8:30.

The bank started the project a year ago last January and first built a bookkeeping department and book vault in the adjacent building, owned for many years. This was completed in the late summer. It also put in a small recreation room for employes, complete with kitchenette. Then the bookkeeping department was moved from the main banking room into the new part, which has complete new fixtures, lighting and air conditioning.

In the main banking room were installed new wooden fixtures of natural walnut. The trust department was moved into the space formerly occupied by the bookkeeping department and the officers' space was enlarged. The bank put in complete new light-

ing, lowered the ceiling, and the whole room was completely redecorated. Remodeling has given much additional working space.

The architects were Morgan and Gelatt and the general contractor, Carl A. Nelson & Company, both local firms.

At the time of the open house the bank made an increase of capital from \$200,000 to \$300,000 by transferring \$100,000 undivided profits to capital account and declaring a 50 per cent stock dividend.

## County Election

Herman Elsenbast, cashier of the Graettinger, Iowa, State Bank, was elected president of the Palo Alto County Bankers Association. He succeeds George Freeman, cashier of the Cylinder State Bank.

K. A. Reeves of the Iowa Trust and Savings Bank, Emmetsburg, was named secretary and treasurer. All banks of the county were represented at the meeting except the Iowa State Bank of West Bend.

## 50 Years

Hundreds of friends from Buena Vista county and northwest Iowa visited the Citizens First National Bank in Storm Lake, Iowa, to help George and Harry Schaller celebrate the 50th birthday of the bank which George Schaller and his father, Fred, purchased in 1902. Flowers from other concerns and individuals filled every available space in the bank.

## Cashier Resigns

C. E. Waters has resigned his position as cashier of the Hartford-Carlisle Savings Bank in Carlisle, Iowa. His future plans are as yet indefinite, although he with Mrs. Waters and Mrs. Julia Gross will be leaving Carlisle in the near future.

## Montrose Office

A new business was added in Montrose, Iowa, when the Keokuk Savings Bank and Trust Company opened its Montrose office in a new building erected for that purpose, Edward K. Johnstone, president, announced.

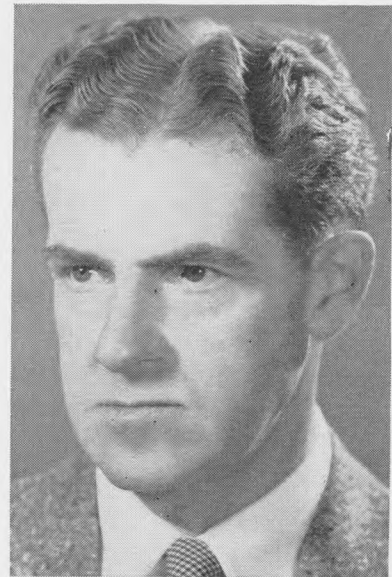
**YOUR STATE BANKERS ASSOCIATION  
OFFICIAL SAFE, VAULT AND  
TIMELOCK EXPERTS  
F. E. DAVENPORT & CO.  
OMAHA**

George Benner, prominent Montrose farmer and business man, and a director of the Keokuk Savings Bank, is in charge of the Montrose operation, which gives that community its first home banking service since the depression days.

## Council Candidate

J. F. Kennedy, president of the First National Bank, New Hampton, Iowa, and past president of the Iowa Bankers Association, has announced himself as a candidate for a member of the American Bankers Association Executive Council when election takes place at the A.B.A. in 1952 annual convention.

His candidacy is announced to suc-



J. F. KENNEDY  
Candidate for executive council  
of A.B.A.

ceed the post of W. W. Blasler, Farmers State Bank, Jesup, Iowa, whose term on the council expires this year.

## County Meeting

Robert Webb, assistant cashier of the Sheffield Savings Bank, has been elected secretary of the Franklin County, Iowa, Bankers Association. W. S. Norton, vice president of the Hampton State Bank, was elected president of the group, succeeding H. O. Webb, cashier of the Sheffield Bank, who served in that capacity during the past year. Henry E. Janssen, vice president of the Farmers State Bank at Dows, was elected vice president of the association.

**An Intimate  
Personalized  
Correspondent  
Bank Service**

**Based on a Policy  
of Cooperation  
—not Competition**

Under the direction of officials with years of service in this field, assuring a knowledge of requirements and valuable assistance.

*The*  
**Public National  
BANK AND TRUST**  
COMPANY OF NEW YORK

Established 1908  
MAIN OFFICE: 37 Broad St.

Member: New York Clearing House  
Association, Federal Deposit  
Insurance Corporation

Scarborough's planning and service are by-words in the banking fraternity. They are available to you, along with the broadest protection at the lowest cost.



**Scarborough &  
Company** Insurance Counselors to Banks

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

*Efficiently Yours...*

*Collection Service*

The Bankers Trust Company takes pride in providing prompt and accurate service on all your transit and collection items. All available methods, including Saturday processing, are used to advantage to assure you of swiftest service possible.

*Bankers*  
Trust Company  
sixth and locust

Des Moines, Iowa

*Member: Federal Deposit Insurance Corporation  
Federal Reserve System*

1917 • *Our 35th Year of Service* • 1952

*Northwestern Banker, April, 1952*



## Des Moines News

INVITATIONS have been sent to bankers all over Iowa by the Iowa-Des Moines National Bank to attend a Correspondent Bank Conference in Des Moines on Wednesday, April 16th.

Registrations coming to the bank by return mail indicate that approximately 300 bankers will be on hand at Hotel Savery for the one-day conference, the first state-wide meeting of its kind in Iowa.

In revealing the program for the affair, **Calvin W. Aurand**, president of the Iowa-Des Moines National Bank, pointed out that the nine speakers will deal with the practical aspects of every-day banking problems.

Headlining the program is **George B. Roberts**, vice president and economist of The National City Bank of New

York, who will be the banquet speaker. He will discuss "Outlook for Interest Rates."

The meeting will start at 1:00 a. m. with an address of welcome from Mr. Aurand. He will be followed by two speakers from the bank's official staff. Two speakers are scheduled for the luncheon session and four speakers will complete the afternoon program, including two talks by officers of the bank.

A social hour will precede the dinner. The complete program follows:

### Morning Session

Des Moines Room

- 10:30 Registration.
- 11:00 Address of Welcome — Calvin W. Aurand, president.
- 11:10 "Consumer Credit Operations" — Gerald O. Nelson, vice president.
- 11:45 "Commodity Loans — Warehouse Receipts," John DeJong, vice president.
- 12:15 Recess.
- 12:30 Luncheon—Terrace Room.  
"Iowa Bank Survey" — Henry Kroeger, Director of Research and The Iowa Poll, Des Moines Register and Tribune.  
"Telling the World Effectively" — Arthur Brayton, secretary, Des Moines Convention Bureau.

### Afternoon Session

Des Moines Room

- 2:15 "Cattle Feeders' Outlook and Problems"—Rex Beresford, Extension Specialist in Livestock and Marketing, Iowa State College, Ames.
- 2:45 "Trust Services for Iowans"—Clyde H. Doolittle, senior vice president.

- 3:15 Recess.
- 3:25 "Your Bank and Wage Stabilization" — Claude V. McBroom, director of manufacturing, Meredith Publishing Company.
- 3:55 "Systematic Aggressiveness" — Albert J. Robertson, senior vice president.
- 4:30 Recess.
- 5:30 Social Hour—Des Moines Room.

### Evening Session

Terrace Room

- 6:30 Dinner.  
"Outlook for Interest Rates"—George B. Roberts, vice president, The National City Bank of New York.

\* \* \*

More than 200 men attended each of the eight sessions of the Central National Bank and Trust Company's "Men's Finance Forum," which was scheduled to conclude with the final meeting on April 8th. The Forum was held on Monday and Tuesday nights during four successive weeks. It was necessary to hold two meetings instead of one each week as originally planned because of the nearly 500 registrants.

The "Men's Finance Forum" was held by popular demand because of the great interest evidenced following the Central National's "Women's Finance Forum" last year.

**Noel T. Robinson**, vice president and trust officer of the Central National, presided over each of the meetings and introduced the speaker at the four meetings. **Walter L. Stewart**, vice chairman of the board of directors at the Central National, welcomed the guests at the opening session, and **Edwin F. Buckley**, president, was scheduled to conclude the Forum with his closing comments on the success of the meetings.

Each man attending the Forum was provided with a printed, spiral-bound notebook containing a complete program for the four weeks, and thumb-indexed with each speaker's name. A separate section was devoted to each of the speakers, and contained an outline of the talk to be given, with several pages for notes. One of the best-liked features of the Forum was the "Question and Answer" period immediately following each talk.

The four topics covered were life insurance and social security, wills and estates, investments, and taxation of estates.

\* \* \*

**John W. Vosick**, assistant cashier, First Federal State Bank, has resigned to accept a position as examiner with the First Service Corporation of Minneapolis. Mr. Vosick has taken up his new duties and will move his family to Minneapolis within a short time.

Everything  
for the  
Office

KOCH  
BROTHERS

GRAND AVE. AT FOURTH

# PAYC

## Pay-As-You-Check

the Simplified  
No Minimum  
Balance  
Check Plan

UNITED STATES CHECK BOOK COMPANY  
 1311 HOWARD ST. OMAHA

YOU CAN  
DEPEND ON  
THE VALLEY BANK

VALLEY BANK AND TRUST COMPANY  
DES MOINES

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

*Northwestern Banker, April, 1952*

## Bank Families Take a Tour



PART of the 439 persons who attended "Family Bank Night" at the Iowa-Des Moines National Bank are getting an idea of the collections department operations from Al Rodine (left foreground). The purpose of the family affairs was to let mothers and fathers, husbands and wives and children become acquainted with the work the members of their families are doing in the bank.

Run strictly on an informal basis, the guests were conducted in small groups through the bank, where members of each department were on duty to explain the individual operation of the department and how it fits into the over-all service the bank provides the public. Highlight of the evening for the 69 youngsters was "Cowboy Theatre," which on more formal occasions is the directors' room. On "Family Night" however, the walls resounded to the laughter of the kids as they watched cowboy movies and cartoon shorts while munching popcorn and potato chips in true Saturday matinee style.

President Calvin W. Aurand spoke a few words of welcome to the crowd, otherwise the entire evening consisted of peering into every nook and cranny of the bank, winding up with a buffet supper served in the main lobby from the bank's large statement counter.

### D. W. Johnson

Services for Daniel W. Johnson, 75, chairman of the board of directors of Farmers & Merchants Bank, Ottumwa, Iowa, were held last month.

A lifelong resident of Wapello county, he was a member of the Agency Methodist Church and Masonic orders. Survivors include his wife, two daughters, two sons and two grandchildren.

### Spoke In Virginia

Walter L. Brown, manager of the Farm Service Department of the Community National Bank & Trust Company, Knoxville, Iowa, and Mrs. Brown returned from a trip to Roanoke, Vir-

ginia, where Mr. Brown attended a meeting of the Agricultural Commission of the American Bankers Association. Mr. Brown had a part on the program.

### Women's Forum

A total of 1,720 women attended the four sessions of the Women's Forum sponsored by the Poweshiek County National Bank, Grinnell, Iowa. The fourth and last session was attended by 425 women and 31 children were given nursery care while their mothers absorbed advice on investments given by Professor J. W. Charlton of Grinnell College.

### Resigns

Edward J. Wood has tendered his resignation as assistant cashier of the First National Bank of Logan, Iowa. The resignation will be effective June 1st.

Future plans of Mr. Wood are somewhat indefinite, he stated, although he plans to move to Colorado.

### Leaves Boone

Stan Miller, assistant cashier of the Boone State Bank, in Boone, Iowa, for the past two years and a member of the bank staff for three and one-half years, has left the employ of the bank.

Mr. Miller said he had no definite plans for the future, but said he plans to remain in the banking business.

### C. A. Williams

C. A. Williams, chairman of the board of the Mahaska State Bank, Oskaloosa, Iowa, died following a heart attack while vacationing in California.

He was also vice president of the Hawkeye Lumber Company of Oskaloosa and chairman of the executive committee of the Bituminous Casualty Company of Rock Island, Illinois.

### That Green Tie

It's not only the Irish that put store in St. Patrick.

Take W. L. Spencer, president of the Oakland, Iowa, Savings Bank. He is English as tea and crumpets and his only Irish is that which rubbed off on him as he grew up in the Irish community of Neola.

Mr. Spencer has an Irish green bow tie that he bought something over 25 years ago. Each St. Patrick's day

## MERCHANTS MUTUAL BONDING COMPANY

Incorporated 1933

Home Office  
2100 GRAND AVENUE  
Des Moines, Iowa

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

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

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

E. H. WARNER  
President and Manager

W. W. WARNER  
Secretary-Treasurer

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

515 TWENTY EIGHTH STREET  
DES MOINES

QUALITY • EXPERIENCE • SERVICE

**BANKS BOUGHT and SOLD**

A CONFIDENTIAL, PERSONAL SERVICE  
FOUNDED ON 25 YEARS EXPERIENCE

**BANKERS SERVICE COMPANY**

HENRY H. BYERS, Pres. N. B. SHAFFER, V.P. E. G. UNTIEDT, V.P.  
Lock Box 1435 Lock Box 1421  
DES MOINES 5, IOWA COLORADO SPRINGS, COLO.



since then he carefully takes it from the tissue paper wrappings and wears it proudly.

### Savings Bond Director

C. E. Bradley, president of the Page County State Bank, Clarinda, Iowa, has been appointed east Page county chairman of the savings bond division by Roger F. Warin, state director.

Mr. Bradley was born in Taylor county, but has lived in Clarinda for the past 35 years. He is a past president of the Page County Bankers Association and currently is serving as vice president of the local Kiwanis Club.

### With Billings Bank

C. Glenn Rye, formerly of Northwood, Iowa, has taken a position as vice president of the Midland National Bank at Billings, Montana, where he took over his duties March 15th.

Mr. and Mrs. Rye and three children moved from Northwood to Des Moines about one and one-half years ago. He was executive vice president of the Federal State Bank until last summer when he sold his interests. Prior to that he was examiner for the FDIC.

### Dinner Speaker

The central Iowa chapter of the National Association of Purchasing Agents held a dinner meeting in Des Moines where Charles Carey, vice president of the Harris Trust & Savings Bank, Chicago, Illinois, spoke on "Economic Relation of Business and Finance."

### In Fremont Bank

Elmer Agena is in Fremont, Iowa, to assume a position at the Farmers Savings Bank. He went there from Allison where he has been employed in a bank the last five years. Prior to being in Allison he was in the Army for three and a half years.

### County Meeting

Last month bankers and banking officials of Delaware and Buchanan counties were in Manchester, Iowa, and enjoyed a period of pre-dinner sociability and heard an entertaining address by W. W. Blaiser, retired president of the Farmers State Bank of Jesup and former president of the Iowa Bankers Association. At this meeting the towns of Earlville, Row-

ley, Manchester, Jesup, Independence, Edgewood and Colesburg were represented.

### Mrs. Henry Donhowe

Mrs. Henry Donhowe, 76, whose late husband was a banker, auctioneer and former state representative, died in Story City, Iowa, of a heart ailment and pneumonia which developed following a hip injury suffered several weeks ago.

She had lived in Story City 56 years. Survivors are a daughter in California and two sons, Earling of Hampton, and Arthur T. Donhowe, a vice presi-

dent of Central National Bank and Trust Company, Des Moines.

### Lobby Service

The First Trust and Union Savings Bank, Sigourney, Iowa, has placed an adding machine in the banking room lobby with a sign "This adding machine is for your convenience." The adding machine is for customer use and all are invited to use it. This is a new service and as far as is known is unique. It is expected to be quite a help for the bank's depositors in making up their deposit tickets.

# THE WATERLOO SAVINGS BANK

Member—Federal Reserve System and  
Federal Deposit Insurance Corporation

WATERLOO, IOWA



You are invited to make use of  
the facilities of this bank when-  
ever you have financial matters  
requiring attention in the  
Waterloo area.



Harry G. Northey, Chairman of the Board • Clarence E. Campbell,  
President • Robert W. Waite, Vice President • Carleton Sias,  
Vice President • V. Spalding Miller, Vice President and Cashier •  
Francis R. LaBarre, Vice President and Trust Officer.



50 Years Continuous Service

POINT-OF-USE  
**FIRE PROTECTION**  
FOR ALL YOUR RECORDS  
*Emerines* PRINTERS • STATIONERS  
COUNCIL BLUFFS, IOWA PHONE 5521  
EXCLUSIVE SHAW-WALKER DEALER IN S.W. IOWA

## Winners in Des Moines A.I.B. Contest



**WINNERS** in the annual proficiency contests sponsored by the Des Moines Chapter of the American Institute of Banking are pictured above. At left are first place winners in each of the contests. From left to right the girls are: **Pat Lowe**, Capital City State Bank, adding machine contest winner; **Beverly Briggs**, Bankers Trust, adding machine contest winner (two years experience or less), and **Hilda Hart**, Central National, typing contest winner. In center rear is **Bert Poepping**, Iowa-Des Moines National, money counting contest winner. At left rear is **Don Prunty**, at right rear is **Willard Dann**, and at



extreme right is **Arnold Dressler**, all of Central National, winners of the adding machine relay contest.

In picture at right, eight other winners in the typing contest watch **Hilda Hart**, Central National, show how she won first place. Seated are **Leona Sutton** and **Antoinette Beswick**, both of Bankers Trust. Standing, left to right, are: **Joan Murray**, Bankers Trust; **Roine Duncan** and **Ruth Roline**, Iowa-Des Moines National; **Marie Hulderson**, Central National; **Doris Olson**, Iowa State Bank, and **Bernita Conway**, Iowa-Des Moines National.

**M**ORE than 75 persons turned out for the annual adding machine, money counting and typing contest sponsored last month by the Des Moines Chapter of the American Institute of Banking. The contests were held in the main lobby of the Iowa State Bank.

The winners in each contest and their prizes were:

### Adding Machine Contest

First, Pat Lowe, Capital City State Bank, \$15; second, Joe Mantz, Bankers Trust, \$10; and third, Paul Griffith, Bankers Trust, \$5.

### Adding Machine Contest (Two years experience or less)

First, Beverly Briggs, Bankers Trust, \$10, and second, Lola Sheldon, Bankers Trust, \$7.50.

### Adding Machine Relay Contest

First, Willard Dann, Don Prouty and Arnold Dressler, Central National Bank, \$5, and second, Malcolm Bacon, Joe Mantz and Paul Griffith, Bankers Trust, \$3.

### Money Counting Contest

First, Bert Poepping, Iowa-Des Moines National Bank, \$10; second, Jerry Hagman, Capital City State Bank, \$7.50, and third, Malcolm Bacon, Bankers Trust, \$5.

### Typing Contest

First, Hilda Hart, Central National Bank, \$10; second, Ruth Roline, Iowa-Des Moines National, \$7.50, and third, Roine Duncan, Iowa-Des Moines National, \$5.

### Joint Meeting

Members of three important committees of the Iowa Bankers Association are planning a joint meeting at Iowa State College in Ames on Friday, April 18th. The meeting will start at 9:00 o'clock in the morning and will be held in Room 206 of the Memorial Union Building.

The committees included are the agricultural committee, the agricultural credit school committee, forestry committee and the county agricultural planning committee has also been asked to take part.

### Southwest Election

Orville Thompson, cashier of the Page County State Bank, Clarinda, Iowa, was elected president of the Southwest Iowa Bankers Association at a recent meeting.

Thirteen Clarinda bank personnel were among 110 officers and employees who attended the dinner meeting.

**WHY**

**YOUR BEST BUY**  
Block from Times Square . . . Walking distance to everything worthwhile.

**HOTEL LINCOLN**

44th to 45th STS. at 8th AV.  
**NEW YORK**

1400 Rooms, each with Tub and Shower, from . . . **\$3.50**  
SPECIAL RATES FOR SERVICE MEN

**BEST**

**MARQUETTE National BANK OF MINNEAPOLIS**

**"Strong Friend of the Independent Banker"**

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

**ACORN** Sale Registers

"Accepted Sale Registers by Bank Clerks Everywhere"

For information write  
**THE ACORN PRINTING CO.**  
OAKLAND, IOWA

Other new officers are: Winfield Mayne of Red Oak, vice president; Evelyn Sunderman of Clarinda, secretary, and Fred Kahl of Mineola, treasurer.

### Dies In Chicago

James Altwege, 49, Redfield, Iowa, banker, died in a Chicago hospital after suffering a heart attack in a Loop restaurant.

Mr. Altwege was in Chicago for the National Installment Conference of the American Bankers Association. He was manager of the Dallas County Bank in Redfield.

### Modernization

An office modernization project costing \$10,000 is nearing completion at the Iowa Trust and Savings Bank, Emmetsburg, Iowa, making it one of the finest bank quarters in northwest Iowa.

The high ceilings throughout the quarters have been lowered four and a half feet and the new ceilings, an acostone tile type, is the latest in bank furnishings. Designed to absorb sound, the light colored tiles have reduced noise from posting and adding machines by 60 per cent, President Charles J. Spies said.

All of the rooms have been redecorated in a pale green and the directors' room has been remodeled. New rest rooms have been installed with tile walls, and new linoleum floor covering will be laid in the officers' room.

### Change At Maynard

Paul A. Bueneke, who was assistant cashier of the Maynard, Iowa, Savings Bank, enlisted in the Army and Donald W. Bueneke, formerly of The Walker State Bank, is now assistant cashier of The Maynard Savings Bank. He is also manager of the Hazleton office. The office will now be on a full day schedule. Formerly it was open only a half day.

### Resigns As Cashier

C. E. Waters has resigned his position as cashier of the Hartford-Carlisle Savings Bank, Carlisle, Iowa. His resignation became effective last month. His future plans are indefinite.

### Vice President

Edward M. Dobler, 39 of Vail, Iowa, recently joined the staff of the Okey-Vernon National Bank in Corning, as a vice president.

From 1929 through 1938, Mr. Dobler was a junior officer in the Westside State Savings Bank, Westside. From 1939 to 1951 he operated his own 160 acre farm near Vail.

### George M. Bechtel

George M. Bechtel, Davenport, Iowa, banker and long prominent in financial circles in the midwest, died there last month. He was 83 years old.

Founder of the First Trust and Savings Bank, he had retired from the presidency of the institution in January, 1947, when his son, Harold R. Bechtel, succeeded him.

A native of Harrison county, Missouri, he was born April 1, 1858, and spent his childhood in Nevada, Iowa, going to Davenport in 1890.

### Elected President

The board of directors of the Plaza Bank of Commerce, Kansas City, Mis-

souri, at a recent meeting elected Arthur B. Eisenhower as a director and president, succeeding the late George W. Dillon.

Mr. Eisenhower will continue as director and executive vice president of the Commerce Trust Company of Kansas City. He has long been identified with the banking fraternity of Kansas City. His original banking experience began on May 1, 1905, with the National Bank of Commerce. He has worked in practically every department of Commerce Trust Company, was elected assistant cashier in 1917 and executive vice president in January, 1948, the position he now occupies.

*Working with..*

**NORTHEAST**

*Iowa's*

**BANKS**

•

**BUILDING**

**A**

**FOUNDATION**

**OF**

**SERVICE**

•

Member . . .  
Federal Deposit  
Insurance Corporation  
Federal Reserve System

**THE**  
**NATIONAL**  
**BANK**  
**OF WATERLOO**

## WHY OUR BANK SPONSORS "WILL DAY"

(Continued from page 15)

When the time came for the will to be probated, we were named in some instances as executor, although we stressed the fact that anyone wishing to make a will was under absolutely no obligation to either our attorney or anyone else, and we made absolutely no effort to influence our customers in any way as to who would act as attorney or executor of the will.

We do not have "Will Day" every year, as a community no larger than ours does not warrant this, but about every three or four years we hold a "Will Day." We have found that it relieves us of much of the responsibility of helping our customers get legal wills drawn and having them drawn in such a way as to give the customer the wishes and desires that they may have when the time comes for the will to be probated.

We also find that it helps our customers to get a will made, rather than

to keep putting it off, and we believe it has helped our community to settle estates with as little friction as could be reasonably expected. While this has not been any big thing, we do feel that it has made for good will with our customers and has helped the participants and their families to settle the various estates with good will and less trouble.—The End.

### 1952 Summer Session

Final plans for the 1952 summer session of The Graduate School of Banking were made when the school's faculty held its annual meeting. This year's session of the G.S.B., a school of advanced study for bank officers sponsored by the American Bankers Association, will be held at Rutgers University, New Brunswick, New Jersey, June 16th through June 28th.

Seventy-four faculty members and special lecturers attended the annual meeting, along with representatives of the A.B.A. and Rutgers staffs. The total teaching staff for the summer session will number over 60 faculty members and 21 special lecturers.

## INDEX OF ADVERTISERS

APRIL, 1952

<b>A</b>	
Acorn Printing Company.....	66
American Express Company.....	25
American National Bank and Trust Co.....	24
Ashwell and Company.....	35
<b>B</b>	
Bank of America.....	26
Bank Building and Equipment Corp.....	71
Bank of Montreal.....	43
Bankers Service Company, Inc.....	54-64
Bankers Trust Company—Des Moines.....	61
Bankers Trust Company—New York.....	9
Hotel Biloxi.....	32
<b>C</b>	
Central National Bank and Trust Co.....	12
Central Republic Company.....	57
Chase National Bank.....	6
City National Bank and Trust Company—Chicago.....	32
Continental Illinois National Bank and Trust Company.....	27
Continental National Bank—Lincoln.....	54
<b>D</b>	
Davenport, F. E., and Company.....	56
De Luxe Check Printers, Inc.....	48
Des Moines Building-Loan and Savings Association.....	34
Drovers National Bank.....	31
<b>E</b>	
Ellinor Village.....	30
Emarines.....	65
Entertainment, Inc.....	26
<b>F</b>	
Farmers Life Insurance Company.....	39
First of Iowa Corporation.....	35
First National Bank—Chicago.....	14
First National Bank—Lincoln.....	56
First National Bank—Omaha.....	55
First National Bank and Trust Company—Tulsa.....	49
First St. Joseph Stock Yards Bank—South St. Joseph.....	52
First Wisconsin National Bank.....	29
<b>H</b>	
Hummer, Wayne, and Company.....	35
<b>I</b>	
Investors Diversified Services, Inc.....	34
Iowa-Des Moines National Bank.....	72
Iowa Lithographing Company.....	64
Iowa Mutual Insurance Company.....	43
Irving Trust Company.....	40
<b>K</b>	
Koch Brothers.....	62
<b>L</b>	
LaMonte, George, and Son.....	3
Lawrence Warehouse Company.....	8
Hotel Lincoln.....	66
Live Stock National Bank—Chicago.....	28
Live Stock National Bank—Omaha.....	58
<b>M</b>	
Marquette National Bank.....	66
Merchants Mutual Bonding Company.....	64
Merchants National Bank.....	2
Midland National Bank.....	43
Minnesota Commercial Men's Assn.....	42
Mostler Safe Company.....	23
<b>N</b>	
National Bank of Commerce.....	57
National Bank of South Dakota.....	45
National Bank of Tulsa.....	46
National Bank of Waterloo.....	67
National Cash Register Company.....	4-5
National Reserve Life Insurance Co.....	39
Northwest Security National Bank.....	44
<b>O</b>	
Omaha National Bank.....	21
<b>P</b>	
Public National Bank and Trust Co.....	60
<b>R</b>	
Recordak Corporation.....	36-37
<b>S</b>	
Scarborough and Company.....	38-52-60
Stock Yards National Bank—Omaha.....	53
<b>T</b>	
Tootle-Lacy National Bank.....	54-55
<b>U</b>	
United States Check Book Company.....	62
United States National Bank—Omaha.....	50
<b>V</b>	
Valley Bank and Trust Company.....	63
<b>W</b>	
Walters, Charles E., Company.....	57
Waterloo Savings Bank.....	65

## CONVENTIONS

- April 20-22, A.B.A. Spring Council Meeting, White Sulphur Springs, West Virginia, Greenbrier Hotel.
- April 21-25, Nebraska Group Meetings, Special Train, towns announced in this issue.
- May 6-9, Iowa Group Meetings, first series (towns announced in this issue).
- May 7, Regional Meeting, Financial Public Relations Association, Des Moines, Hotel Savery.
- May 7-9, Annual Meeting, Kansas Bankers Association, Topeka.
- May 9-10, Annual Meeting, North Dakota Bankers Association, Bismarck, Hotel Patterson.
- May 12-14, Annual Meeting, Missouri Bankers Association, St. Louis.
- May 18-19-20, Annual Convention, Independent Bankers Association, Minneapolis, Hotel Nicollet.
- May 20-23, Iowa Group Meetings, second series (towns announced in this issue).
- May 23-24, Annual Convention South Dakota Bankers Association, Mitchell, Hotel Lawler.
- June 2-4, Annual Meeting, Illinois Bankers Association, Hotel Sherman, Chicago.
- June 2-6, American Institute of Banking, Houston, Rice Hotel.
- June 6-7, Annual Convention, Wyoming Bankers Association, Saratoga, Saratoga Inn.
- June 11-12, Annual Meeting, Minnesota Bankers Association, St. Paul, St. Paul Hotel.
- June 15-28, Graduate School of Banking, Rutgers.
- June 16-18, Annual Meeting, Wisconsin Bankers Association, Milwaukee, Hotel Schroeder.
- June 19-21, Annual Meeting, Montana Bankers Association, Glacier National Park, Many Glacier Hotel.
- July 28-August 9, School of Financial Public Relations, Chicago, Northwestern University.
- September 26-28, Association of Bank Women, Annual Convention, Atlantic City, New Jersey.
- September 28-October 1, Convention, American Bankers Association, Atlantic City.
- October 19-20-21-22, Annual Meeting, Iowa Bankers Association, Des Moines, Hotel Fort Des Moines.
- October 20-23, Financial Public Relations Association, Coronado Beach, California, Coronado Hotel.
- October 27-30, National Association of Bank Auditors and Comptrollers, Annual Convention, Milwaukee, Hotel Schroeder.
- November 10-11, Annual Convention, Nebraska Bankers Association, Lincoln, Hotel Cornhusker.
- November 13-14, Mid-Continent A.B.A. Trust Conference, Dallas, Adolphus Hotel.
- November 30-December 5, Investment Bankers Association, Annual Convention, Hollywood, Florida, Hollywood Beach Hotel.

Northwestern Banker, April, 1952



# In the DIRECTOR'S ROOM



## *Too Natural*

Nothing annoys a woman so much as having her friends drop in to find her house looking like it usually does.

## *It's Really Bad*

Patrick Henry thought "taxation without representation" was bad. He should see it *with* representation!

## *No Trouble at All*

Politician: My boy said he'd like a job in your department.

Officer: What can he do?

Politician: Nothing.

Officer: Good! That simplifies matters. We won't have to break him in.

## *Two Way Deal*

The man who complains that a dollar won't go as far as it used to won't go nearly as far for the dollar as he used to.

## *Observation Post*

The average leg has lengthened 1½ inches in 30 years, say an authority. Maybe it is due to the leg forever being pulled.—*Barnstable Patriot*. There would be fewer arguments if we tried to determine what's right instead of who's right.—*Taunton Gazette*. If cars are built any lower, how can they run over pedestrians?—*Washington Times-Herald*. Told that mummies eight feet tall have been exhumed in the west, a basketball fan figures the boys struck a prehistoric Y.M.C.A.—*New Haven Register*. Business will be better when shoe soles wear out faster than trouser seats.—*The Houghton Line*.

Luck is something that usually comes to a fellow who has been working hard for years making a place to receive it.—*Woonsocket Call*. Music being used to relax surgery patients will probably be referred to as opening numbers.—*Pathfinder*. Urey, the nuclear wiz, thinks life is possible on other planets. Given a little peace and quiet, it would be on this.—*Cedar Rapids Gazette*. We're in favor of the government balancing its budget, but we don't exactly approve of it being done while unbalancing ours.—*Washington Times-Herald*.

## *Spring Complaint*

A cold is both positive and negative; sometimes the eyes have it and sometimes the nose.

## *Priceless Advice*

A clergyman met one of his miserly parishioners during the week and as the two passed the time of day the minister asked the fellow how he had liked the services on the preceding Sunday. The stingy parishioner remarked that he thought the parson had been far below his usual form in preaching, that his wife thought the organist rather erratic in his playing, that his son didn't care for the compositions sung by the choir and that his daughter thought the ventilation very bad.

He summed it up by saying that the whole family thought the service much too long.

After a moment of silence following this blunt appraisal, the good parson replied, "Yes, all that might be true—but you'll have to admit it was worth your dime."

## *Food for Thought*

The darkest hour in any man's life is when he sits down to plan how to get money without earning it.—*Horace Greeley*.

My reading of history convinces me that most bad government results from too much government.—*Thomas Jefferson*.

Too many people are thinking of security instead of opportunity. They seem more afraid of life than of death.—*James F. Byrnes*.

## *Mature*

It was long after midnight. The author looked haggard and worn. He had been working on his novel.

"Darling," called his wife, "are you coming to bed?"

"No," muttered the author. "I've got the pretty girl in the clutches of the villain and I want to get her out."

"How old is the girl?" asked his wife.

"Twenty-two," informed the writer.

"Then put out the lights and come to bed," snapped the wife. "She's old enough to take care of herself."

## *A Kremlin Gremlin*

One big drawback in overcoming ignorance is that ignorance does not recognize itself and for that reason isn't interested in learning.

## *Practice*

The duffer took a death-grip on his five iron, and with a mighty swing succeeded in tearing up a large chunk of turf which traveled farther than the ball. Walking forward, he picked up the piece of turf, and with a scared look asked the caddy for advice: "What shall I do with this?"

The caddy regarded him with a stony stare and replied, "If I were you, I'd take it home to practice on."

## *It's Just Your Attitude*

"Good heavens," said a guest at a cocktail party, "look at that long and lanky girl over there."

"Hush," whispered his host. "She used to be long and lanky, but she just inherited a million bucks; now she's tall and stately!"

## *Ignorant*

The long dreamed of trip had come true and here he was sitting in a famous restaurant in Paris. He puzzled over the menu, wondering what those odd terms would look like served on a plate.

"Servez-moi . . . Je desire," he stammered, trying to recall some of the phrases he had been learning.

"Pardon me," said the waiter, hoping to relieve the situation, "but I do not speak French."

"Well, don't just stand there," snapped the tourist. "Send me someone who does."

## *Recompense*

An Englishman who came to the United States after World War II took out citizenship papers. He was visited by an English relative who reprimanded him for becoming an American citizen.

"What have you got to gain?" he demanded.

"Well, for one thing," said the new citizen, "I win the American Revolution."

*Northwestern Banker, April, 1952*

## LEGAL

# Can a Trustee in Bankruptcy Continue Business Operations?

This and Other Questions Are Answered by Our Legal Department

**Q.** A cabinet factory came to owe a bank, as well as others, considerable sums of money. It was unable to pay them and went into bankruptcy. A director of another bank was appointed its bankruptcy trustee. Did such appointment, without more, empower the trustee to continue the cabinet factory in business or was he obliged to liquidate it promptly?

A bankruptcy trustee is not empowered merely by virtue of his appointment to conduct the business of the bankrupt. The continued operation of a bankrupt's business is a matter within the sound discretion of the court having jurisdiction over its affairs. If such court does not order the bankrupt's business continued, the trustee is under legal obligation to liquidate it promptly.

**Q.** An Iowa banker left his property to his wife for life, with full right to sell, mortgage, and deal with it for her interest. At her death it was to be divided equally between their children and his children by a former marriage. Subsequently, the widow conveyed a valuable farm which was a part of the estate equally to their children. She had plenty of money and there was nothing in her interest requiring the transfer. Actually, the conveyance was made to cut out the decedent's children by his former marriage. Was the deed a valid one?

No. The life tenant had very broad powers in dealing with the property. As long as she exercised discretion in line with her interest her actions were final and conclusive. A necessary element, however, was that she act in good faith. Obviously, the deed in question was not made in good faith because it was made to defeat the purpose of the testator and to annul rights of other remainder men. In view of this the conveyance was not one that she could make and it therefore was not valid.

Northwestern Banker, April, 1952



LEGAL DEPARTMENT  
of the  
NORTHWESTERN BANKER

**Q.** A Nebraska bank director entered into a long-term agreement with a selling organization whereby it agreed to market certain toilet articles manufactured by him. The selling organization did not live up to the agreement and the bank director sued to have the contract declared forfeited. After filing suit he accepted certain benefits under the contract. Did he thereby waive any right he might have had to declare the contract rescinded?

Yes. The Nebraska Supreme Court has so held in a recent decision involving analogous facts pointing out that the rule is thoroughly established that an assertion of a rescission is nullified by the subsequent acceptance of benefits growing out of a contract claimed to have been rescinded. In so holding the court cited various authorities as precedents, including decisions from Wyoming and Arkansas.

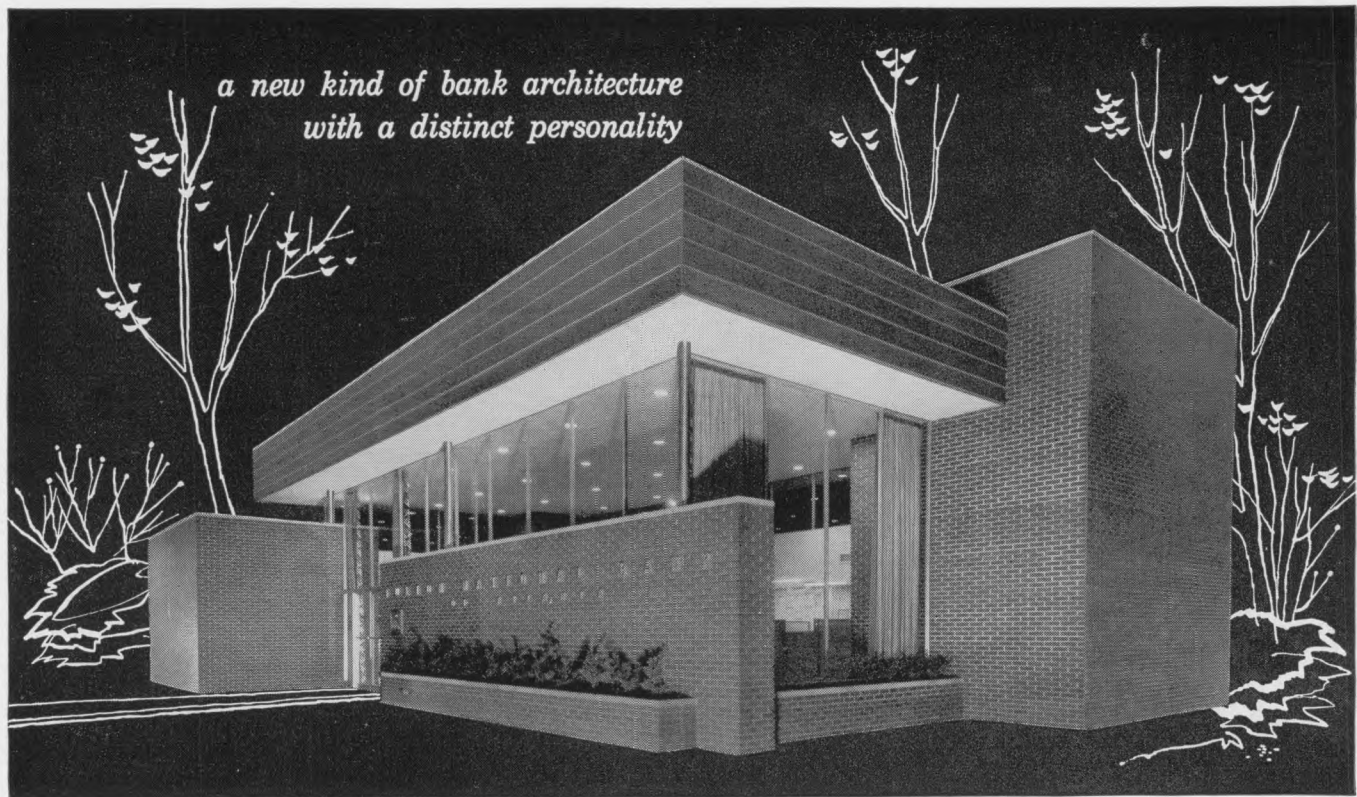
**Q.** The owner of a South Dakota hotel named his banker trustee of his estate. The trustee had broad powers and the trust was to exist during the lives of the hotel man's wife and son. In 1940 the trustee leased the hotel to

an operating company for 15 years. During the lifetime of the owner it had come to be his practice to let this company operate the institution. The lease was duly approved by the appropriate court after full hearing and notice to all concerned. In 1950 the trust ended because of the death of the widow and son. Was the lease good for the remaining five years?

Yes, according to a recent analogous decision by the South Dakota Supreme Court in which various decisions, including one from Wisconsin, are cited in support of its position. The court in so holding said that it recognized a conflict in the authorities but believed the better rule to be the one which permits trustees to make leases beyond the periods of their trusts if in so doing they give effect to the scheme and intent of the trustor. Such rule is held to be applicable in this instance.

**Q.** Brown bought some wheat from Black, giving him a check therefor concurrent with the delivery. Both parties intended it to be a so-called cash transaction. The check did not clear, due to insufficient funds. Several days later Brown received funds and the check was paid. A little later Brown was declared bankrupt and his trustee sought to recover the amount of the check from Black, claiming that in its payment he had, under the law, received a preference. Was the transaction of such a type that the trustee should prevail?

No. If Black had extended credit to Brown and had received a preferential payment, the trustee would have been in a position to effect a recovery. This, however, he did not do, as the transaction was a cash one even though a check was used. The fact that the check was not paid when first presented did not change the original intent of the parties that there should be a cash sale and make it one in which credit was extended.



*a new kind of bank architecture  
with a distinct personality*

designed to improve customer service  
and to *attract new business!*

pictured above and below

*Two new branch offices we've designed  
for The Fulton National Bank of Atlanta, Georgia—  
one of the largest banking institutions in the South.*

let our special department help present  
your project for government approval

*Government regulations require you to  
submit detailed specifications on every phase of  
your new building project. You'll find our  
special department invaluable in helping you  
prepare this presentation material.*

Banks, just like people, have *personalities*.  
We emphasize this as we create new, contemporary  
architecture for *your* bank. We strive to give  
you quarters that will stand for years as a continual  
reminder of the individuality, good name, good will,  
and superior service of your own particular institution.  
And we go a step further: Each new quarters  
project we design is planned to improve customer service,  
and is endowed with an architectural warmth  
that brings more customers through your doors!

*mail this coupon today!*

**Bank Building and Equipment Corporation**  
OF AMERICA

Mr. J. B. Gander, *President* 0  
**Bank Building and Equipment Corporation** OF AMERICA  
9th & Sydney Sts., St. Louis, Mo.

On or about.....(date), we contemplate  
 New Building  Modernized Building  
 New Fixtures  Modernized Fixtures

*Without obligation please furnish complete information  
about your organization, its services and experience.*

Name.....  
Title.....  
Bank.....  
City.....State.....  
705



Headquarters: ST. LOUIS, 9th & Sydney Sts. • Offices in: NEW YORK, 103 Park Ave., N. Y. City • ATLANTA, Western Union Bldg. • SAN FRANCISCO, Mechanics Institute Bldg.

*Make Full Use of These*  
**CORRESPONDENT SERVICES**  
*Provided by Iowa's Largest Bank*

We invite Iowa Banks and Bankers to make full use of the personnel, facilities, resources and experience of this Bank to meet your correspondent requirements in Des Moines.

Iowa's Largest Bank offers a flexible, personalized service, based on a background of 84 years' experience and a sincere desire to be helpful at all times.



*Iowa's Largest Bank*  
FOUNDED 1868

**CORRESPONDENT  
BANK SERVICES  
INCLUDE:**

- ★ Co-operation in meeting the needs of your customers who require larger lines of credit than you can extend locally.
- ★ Fast transit service for the collection of checks and drafts.
- ★ Transfer of funds.
- ★ Safe-keeping of securities for your bank and your customers.
- ★ Credit information.
- ★ Depository for reserves.
- ★ Government and Municipal Bonds for investment; orders executed for the purchase or sale of other securities.
- ★ Complete Trust Department service.
- ★ Assistance with operations problems, installation of equipment and efficient handling of items.

TOTAL RESOURCES OVER ONE HUNDRED MILLION DOLLARS

**IOWA-DES MOINES NATIONAL BANK**

*Member Federal Deposit Insurance Corporation*